

GENERAL VARNISH SALES

Bulletin No. 33.

August 26th, 1926

Subject: NON-RETURNABLE DRUMS.

On the attached insert we have shown the names of Trade Sales and Rx numbers of MSD Varnishes in the Price List, indicating by "Red Label" or "No Label" which varnishes may or may not be shipped in Non-Returnable Drums. Shipment of varnishes in this type container has many advantages. It dispenses with the necessity of charging for drums, inconvenience on the part of the customer in keeping track of them, arranging for their return, issuance of credit and reduces our investment.

By reason of their formula, "Red Label" Varnishes, according to I.C.C. shipping regulations cannot be shipped in anything but regular steel drums, which are of heavier gauge metal than the non-returnable type. However, a large percentage of our standard Rx's, both Trade Sales and MSD, may be shipped in the non-returnable drums.

It is our desire to have you encourage the sale of our varnishes in non-returnable drums. A differential of 3¢ a gallon over the regular drum price is necessary, but this slight additional price is more than off-set by their local re-sale value, as well as the elimination of return freight charges.

In the next printing of the price list, we will designate opposite each Rx whether or not it is a "Red Label" or "No Label" material. Until that time please make the most of the information we have given you on the attached insert in accepting orders from your customers.

Yours very truly,


MANAGER

KHW-H

Full S & D List
All Representatives

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TRADE SALES

<u>Product</u>	<u>Label</u>	<u>Product</u>	<u>Label</u>
Marnot	No	Coach Painters Japan	No
Marnot Satin Finish	No	No. 1 Asphaltum	Red
Scarnot	No	"B" Asphaltum	Red
Raxpar	No	English Body Finishing	No
Velvet Finish No. 1044	No	English Pale Rubbing	No
Floor-Seal	No	English Gear Finishing	No
No. 1 Floor	No	Pale Durable Body Fin.	No
No. 1 Coach	No	Pale Body Rubbing	No
Finest White Damar	No	Pale Perfection Gear	No
Marvelac White	Red*	Production Finishing	No
Marvelac Orange	Red*	Production Rubbing	No
Liquid Filler	No*	Motor Truck Finishing	No
Shellacine	Red*	Motor & Wagon Gear	No
Hercules Drier	No	Sovereign Interior	Red
White Liquid Drier	No	Pale Elastic Coach	Red
Dry-o-nite	No	Pale Elastic Floor	No
Japan Drier	No	M P Floor Varnish	No
Gold Size Japan	No	M P General Interior	No

MSD

<u>Product</u>	<u>Label</u>	<u>Product</u>	<u>Label</u>	<u>Product</u>	<u>Label</u>
033	No	0993-	Red	01811	No
0220	Red	01005	No	01830	Red
0248	No	01013	Red	01846	No
0252	No	01014	Red	01849	No
0261	No	01020	Red	01868	No
0328	Red	01025	Red	01869	No
0354	No	01057	No	01874	Red
0355	Red	01075	Red	01875	Red
0359	No	01079	No	02061	Red
0368	No	01082	Red	02126	No
0373	Red	01083	Red	02132	No
0614	Red	01121	No	02133	Red
0615	Red	01125	Red	02139	Red
0655	No	01159	Red	02143	Red
0679	Red	01205	Red	02192	No
0814	No	01216	No	02259	No
0819	No	01227	No	02264	Red
0829	No	01238	No	02293	Red
0833	No	01243	No	02745	Red
0860	No	01509	No	02759	Red
0861	No	01517	No	02900	Red
0862	Red	01703-	Red	02901	No
0881	Red	01732	No	Rx 40	Red*
0901	No	01735	Red	14164	Red*
0915	No	01738	Red	14400	No*
0974	No	01800	Red	13471	Red*
0985	No	(*) Always shipped in either agitator			
0992	Red	Barrels or Agitator Drums.			

WAREHOUSE SUPT.,
THE SHERWIN-WILLIAMS CO.,
2001 PERSHING PLACE,
CHICAGO, ILL.