

The Chameleon

F E B R U A R Y
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VOLUME FOUR
NUMBER TWO



The Chameleon.

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THE SHERWIN-WILLIAMS Co.'s loyal staff.

VOL. IV.

FEBRUARY, 1901.

No. 2

MUTUAL WELFARE.



HILE in New York last month I received the following letter from the President of our Company:

MR. W. H. COTTINGHAM,
397 Washington St., New York.

My Dear Sir:—After giving the subject of Industrial Betterment as applied to employees considerable study. I want to say that the following, which is not original but put in my own words, in a general way expresses my opinion.

The care and improvement of the animate (living) machinery is at least as important to the manufacturer as the care and improvement of inanimate machinery.

The three most important matters for attention should be health, morals and education, because a more vigorous employee can do more work, a more conscientious employee will do more conscientious work, and a more intelligent employee will do more intelligent work.

If you endorse the above sentiments, pass them along down the line among all the officers who are most interested in the subject.

Yours very truly,

H. A. SHERWIN, Pres't.

As I most heartily endorse the sentiments expressed in this letter I have been thinking how I could most effectively "pass them along down the line." I have come to the conclusion that this can best be done through the pages of THE CHAMELEON.

I feel strongly that not only should the officers, managers and heads of departments be interested in this work, but *every employee* of the Company. It touches all sides of our business—factory, warehouse, office and road. We want to inculcate the principles of health, morals and education throughout our entire organization. For true success, which we strive for in our business, depends upon their acquisition.

The management is sincere in its desire and efforts to help every employee connected with the business improve his or her position. We fully realize what the president has pointed out, that the more vigorous, the more conscientious, the more intelligent our staff the greater will be our progress.

In order that our efforts for improvements of any kind may be successful we must have the co-operation of all concerned. We cannot do it all. We can and will provide the means, and if our employees will co-operate by using

them, thus showing their interest in the work, we shall take it as encouragement to proceed further.

It is our aim so to construct our plants that they will be as healthful and pleasant to work in as the nature of our business will permit. We adopt the latest conveniences and improvements in factory and office equipment as fast as conditions allow, and will continue to do so in order that *all* in our employ may have the best advantages we can secure.

Now that we have a club room at our Cleveland plant we wish to make use of it as a place to meet our employees more frequently and we expect to provide means for instruction and entertainment.

We want to interest everybody in this work and will welcome suggestions for carrying it on to the best advantage. We want the hearty co-operation of all so our plans can be worked out pleasantly and beneficially.

Please read carefully and thoughtfully the President's letter and get into the spirit of it. We are leaders in our line of business. We want to be leaders in everything we enter into. Let us be leaders in the development of mutual welfare.



General Manager.

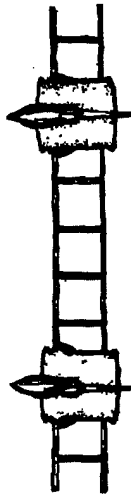
1901 Estimate.

CAREFULLY prepared of it to the limit. We're leaving nothing undone to get the maximum amount off each territory.

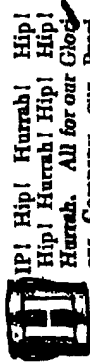
Every department of our business is working at high pressure. All is going full speed ahead. Old records that looked big a year ago dwindle in the sight of new achievements.

There's *nothing* can stop the force that's propelling this business ahead of anything that's been accomplished in a similar line before. It's the force of success won in the arena of trade against all comers, by merit developed by a persistent purpose to excel. Every employee of the Company doing his or her best adds to this force.

Business throughout the country is good and we're working every branch



The Western Division Banquet.



IP! Hip! Hurrah! Hip! Hip! Hip! Hurrah! Hip! Hip! Hip! Hurrah. All for our Glorious Company, our President, our Vice-President, our Board of Directors, our General Managers and our own Division Manager.

Good things to eat, fun, rollicking fun everywhere, enthusiasm bubbling over; and there you have our banquet.

What a time we did have!

The night will go down as a memorable one to all of us. Only one thing was lacking to fill our cup of pleasure to overflowing—the presence of our Cleveland officers. We wish they had been with us.

The event took place Saturday evening, February 2nd, in the "Ladies Breakfast Room" of the Grand Pacific Hotel. Covers were laid for about one hundred.

Mr. Martin was chairman of the evening. And wasn't he happy! Just like the proud father of a large and noisy family.

His address of welcome on behalf of the Company and himself evoked great enthusiasm. It made us feel happy to have the privilege of being with The Sherwin-Williams Co.; it strengthened our resolutions to do our best; to "do it now"; to do it always.

After the dinner Mr. Madill, our Toastmaster, assumed charge for the remainder of the evening.

The very kind letters from our President, Vice-President and General Manager struck a responsive chord in all of our bosoms. We are very grateful for their words of encouragement, and are sure that when the battle seems hardest, we shall be comforted by their cheering sentiments and shall

feel that life is, after all, worth the living.

The first toast of the evening, "Our President", was responded to feelingly by Mr. Mulligan of The Chicago Factory. His address in part follows:

While we do not see as much of the President as the Central Division, yet we do not yield to them in the warm feelings of affection and loyalty in which he is held by his employees.

We know and believe a few things about him which recommend him to us. We know that away back before a great many of us were born, by his practical knowledge, industry and hardheaded honesty, he laid the foundation of this great concern; started it on the solid basis of being the best in the market when value was considered, used the best material and employed the best men he could lay hands on, so that he was sure to produce what was wanted by the general public. We admire and respect him as a man who does not forget us, as the very fact of our being here tonight gives evidence enough.

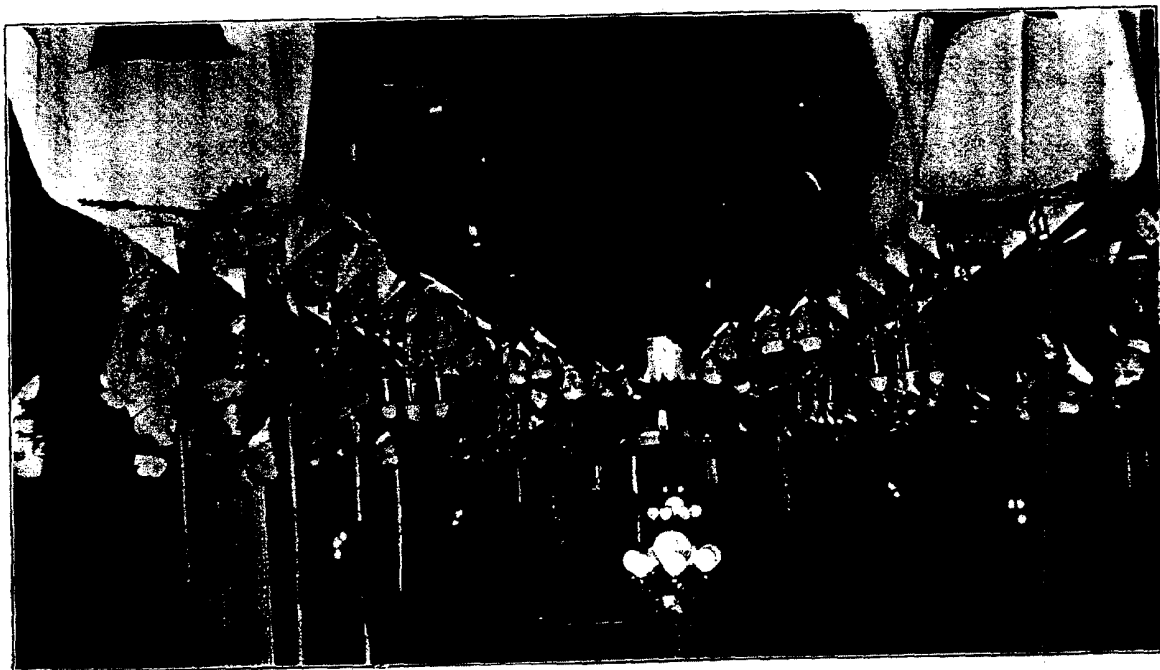
We admire and respect him because he knows he could not do it all single handed; that he needed partners; that he needed men of brain and push to carry out his plans; that he needed men, and women too, who would loyally stand by their labor in furthering as far as it was possible the interests of the Company.

We also respect him as a man for his fellowship with his employees. He is not the man to make a mere machine of a human being; he knows their wants, their desires, their ambitions and capabilities, and is always ready to encourage those best adapted for certain lines of business.

The next number was a slight-of-hand performance by Prof. Ritchey, assisted by our own inimitable C. S. Wheeler.

In responding to the toast, "Our Company", Mr. B. E. Borges reviewed the growth of our splendid organization. He said in part:

The American character, push and energy, are truly displayed in our Company, for when we look back at the tremendous advancement from that humble beginning some thirty five years ago, when one Henry A



BANQUET OF THE WESTERN DIVISION,
Grand Pacific Hotel, Chicago, February 2nd, 1901.

Sherwin associated himself with Mr. E. P. Williams and laid the foundation stones of what is now a fitting monument to their efforts, we can feel proud, and justly so, to be able to say: "I am connected with The Sherwin-Williams Company." Almost ten years connection with the Company warrants my feeling the great pleasure and honor, if you please, to be associated with The Sherwin-Williams Company.

The toast "The Chicago Factory", brought from Mr. Henry J. Hain a very able and convincing address. Speaking of the Cleveland, New York and Montreal Plants, he said:

However great their size, I am unwilling to admit that they are any greater than we in any respect other than size. We use at the Chicago Factory the same kind of mills for grinding paint; we use identically the same raw material, and compound it after the very formulas they use in Cleveland. It will be seen by this that we follow very closely after the home factory, and our products are bound to be similar to theirs.

There is one thing, however, in which our goods are apt to be a little better or worse than those made in Cleveland, and it is strange to say in that very quality which makes The S.W. Co. great, it is our personal character reflected in our products.

Mr. E. V. Wilkinson paid "Our Ladies" deserved compliments in responding to that gallant toast. His sentiments were those of the true gentleman.

The toast "The Office", was ably answered by Mr. Fred Deering. He showed the value of systematic, careful work; he demonstrated the power of our motto "Do It Now;" he urged the expediency of doing whatever we

have to do to the best of our ability. Mr. E. E. Fairbanks' response to "Our Warehouse and our Manager", voiced our sentiments thoroughly. He spoke of the necessity of active co-operation between the warehouse and the factory; of the importance of keeping our stocks complete; of the value of being able to give orders immediate attention.

His portrayal of our respected and admired manager found a corresponding echo in all our hearts. With him, we wish Mr. Martin all the success he so well deserves and we want to assure him again that he has our loyal and hearty support in his endeavors to further the interests of The Sherwin-Williams Co.

"Our Salesmen"; Mr. Wheeler's response to this toast proved the necessity of close co-operation between the office-force and the propelling-force. Mr. Wheeler was visibly overcome, and his address served to stimulate us to renew our efforts to be up and doing—doing our best to make S.W.P. "Cover the Earth."

The evening's entertainment closed with a few general remarks by some of the factory and office staff, and with the singing of "Auld Lang Syne."

With apologies to Mr. Moore, we all say honestly:

"Take all the companies of all the spheres, And bring them thither through endless years, The Sherwin-Williams Company beats them all."

Price of S. W. P. in Canada Remains the Same.

It should have been stated in the last number of THE CHAMELEON when we announced the change in price of S.W.P. that it applied only to the United States. The market conditions in Canada have been quite the reverse of those here. While linseed oil was declining steadily on this side it remained firm at high figures in Canada. The Canadian market is governed entirely by conditions abroad, as it is seldom in such a position as to be influenced by

the American market. For this reason our prices in each country are necessarily quite independent of one another.

We were sorry conditions in Canada would not permit of a change in price, because values are at present higher than we would like to see them for the good of the business.

Our Canadian representatives have been fighting against great odds, as our competitors in Canada are even weaker than in the States in their quotations.

Our Canadian price is now 20c. to 40c. a gallon higher than the next highest. Nevertheless our boys continue to march steadily forward, sweeping aside the intellectual attacks of the low priced concerns and climbing higher and higher out of their results. We are very proud of these results which show more new agents and larger orders than ever before. Our heartfelt congratulations to the Canadian Division and its unconquerable staff.

What Cleared Away the Clouds in Michigan.



HILE prices were still up and the strain of things still on the following letter was received under date of January tenth:

HOTEL DOWNEY.

LANSING, MICH.

THE S.W. CO.

Gentlemen:—I went to bed last night about as blue as I ever get. I had just received word that Ed. Neil, David Park's son-in-law and our staunch friend, was dead, and I thought I could see our finish in Kalamazoo unless some unforeseen thing developed.

Then, too, I have been running up against apathy all along the line and to me apathy is the worst kind of foe. Every customer I have was apathetic. They said, "Yes, prices are way up, and people won't buy. We'll sort up with just enough to get along with; but we will well mostly lead this year, for we will have to."

I had talked and enthused, and I suppose it had its effect. I am sure I hope so, but nevertheless it had all been very depressing and when I went to bed the shadow of "General Apathy" and his cohorts was upon me,

and I lay for hours trying to think up a plan to get him to fight, for he is always a menace but never a fighter. I finally fell asleep and had a restless night.

You may well understand that I came down to breakfast this morning feeling pretty well done up.

At the office I got my mail and among the items I found The S.W. Co. for January, and you can hardly imagine the effect it had upon me.

I read it through before I ate my breakfast, and found there the guns all primed and ready loaded with the kind of ammunition that routed old "General Apathy" so utterly that he has gone, and gone so far that I guess he is dead.

The effect upon me was electrical, almost magical, and if it effected me that way I am pretty sure "there are others."

I want to thank you all for it; I want you to know that you are on the right track and to feel that the efforts are appreciated.

It's readable, it's right, it has come in this form at the right time, and it's worth its weight in gold.

Very truly, L. J. FARQUHAR.

Plans for Supplementing the Work of the "E".



HE advertising value of the "E," our annual mailing circular, has always been great but this year, unless all signs fail, it will have double its value.

To begin with our design is better than ever. It is in the form of a "Cover the Earth" calendar for 12 months beginning with the date of mailing. This will give it longer life than any we have had before. The colored illustrations of houses and the envelope of samples that have always been so effective have been retained.

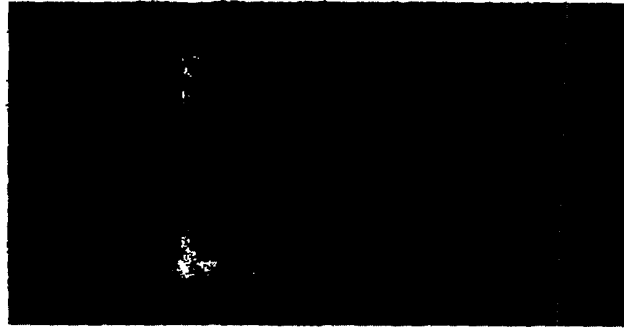


The 1901 E.

co-operation in following it up with window displays, newspaper advertising, etc.

The plan was suggested at last year's Advertising Meeting by Mr. R. H. McMaster, of the Canadian Division, and obtained the third prize. It has been worked out as simply as possible. A booklet called "Pushing Paint," has been printed. It contains a straight-to-the-point talk on the value of a vigorous advertising campaign at the time the "E's" are mailed, and urges the dealer to send for electrotypes and other advertising matter. A number of the "W.P." windows and "XV" electrotypes have been reproduced as suggestions of the sort of work that will pay best.

This booklet will be sent to each agent about two weeks before the "E's" for his territory are mailed, giving him time to order electrotypes and prepare for the work.



The booklet and enclosing slip that are going to help the E win business.

In order to give exact information of the time to begin, an "E" will be sent to him one day in advance of the mailing, with an enclosing slip reminding him of the "Pushing Paint" booklet and the special work it urged him to do.

We are anxious to know how this extra effort pays and would have the representatives on the lookout for results. Report to us any and all evi-

dence of unusual activity in "paint pushing" that you believe may be traced to the booklet.

Talk up the work with your agents. See that they all have the "WD" and "XY" Tell them we'll advise them in advance of the exact day on which their lists will be mailed and urge them to strike while the iron is hot and supplement the work in every way they can.

What is Being Done for Excello.

APRIL 15th will see "Excello" prime and ready for delivery.

Long before that time the advertising will be in stock and everything in shape to push the sale with all our might.

Before this issue of THE CHAMELEON reaches the representatives they will have received the advance "Excello"



The Excello Display Card, "VE".

circular—a folder printed in two colors for distribution among the dealers with whom the salesmen are working up an interest in the line.

The case containing a sample bottle of the varnish and two pieces of wood finished with it will be ready by the first of March.

The display card, to be known as the "VE," will be ready by the end of February. Copies on paper will be sent to representatives about the 18th. The card is very handsome, lithographed in three colors, and quite different from any of our other cards. One will be given each dealer.

The "Excello" booklet (B-22) will be ready the middle of March. It is more attractive than the Kopal booklet and should prove effective adver-

tising. Ten to fifteen furnished each dealer with his business card printed on the back, *where other advertising is to be printed at the same time.*

An enclosing slip will be sent out in all mail to dealers beginning February 25th, and continuing until the middle of April. This slip reads as follows:



A page will be shown the "XY,"

There o all this adv into immed

The lab the general nish label package.

Get afte ceived son tinent for m

Character be printed can be no in.—Beck



An S. W. P. house.
Residence of J. M. Sturtevant, Contractor and Bu
Body 498, Trimmers 497 and W

BRUSH MARKS

Central Division Notes.

Mr. N. E. Hills has been engaged to represent us on territory No. 9, which comprises a good portion of the city of Cleveland, devoting special attention to the larger dealers, manufacturing interests, etc. His work opens with many signs of encouraging promise and we look for most satisfactory results.

Replies every day from our B. P. A. circulars indicate the force of this issue. We have already landed, either in direct orders through the office or by the help of our representatives, thirteen new agents through this medium, and have a good amount of material to work upon in future which cannot fail to be productive.

One of our leading S. W. P. agencies sent us an indirect order recently for 500 gallons, showing his confidence in the goods and the value of S. W. P. at our reduced price on the basis of the present market.

Increasing work in our Promoting Department has made necessary the addition of another stenographer to our corresponding force and we wish to keep more prompt pace than ever with this important branch of the work.

An new telephone system has been inaugurated throughout the Cleveland plant, including a private exchange and 34 connections.

The Cleveland paper of February 8th contained the following notice:

Paint chronistry forms the basis of a new claim about to be added to the list of evening classes taught in the Young Men's Christian

Association. The course is a simple, practical study of the fundamental principles of chemistry as applied to the paint used in the industrial and with particular reference to the manufacture of pigments, dyes, colors and varnishes. The course is designed to rapidly help these men engaged in the various paint and varnish industries of Cleveland to a more intelligent understanding of their work by a study of the chemical principles underlying that work. A new laboratory has been completely equipped and the class gives promise of being one of the successes of the year.

We would suggest that as many of our employees as possible join this class. The better knowledge you have of the business the more value you will be to yourself and to the Company. Particulars regarding the course, the first session of which was held February 11th, can be obtained from Mr. Smith, at the P. & A. building.

Cleveland Factory Notes.

We are now occupying the new "A" building. The factory offices have just moved to the top floor and are quite settled. After the temporary quarters in the "D" building while the new building was being erected, it is quite a relief to get into our new offices where we can have everything well arranged and convenient.

The Packing Department is rapidly getting things into shape on the third and fourth floors. As soon as we get everything into good running order we hope to be better able to handle our orders than we have been. Sawdust is delivered to this department by an ingenious electric conveyor, which starts and stops automatically.

The work of erecting the new boiler house back of the "A" has just been started.



The rear of the varnish storage building as seen from the river at Cleveland.

It is with regret we report the serious illness of our Mr. L. C. Webber, who is confined to a hospital in Indianapolis with bronchial pneumonia. A telegram received at this writing from the physician in charge informs us that he is now out of danger. He is having every care, and with good nursing we hope to see him with us at an early date.

In closing our report for January 31st, we showed a gain of 95 per cent. on new agents, compared with the same period for last year.

Our daily report of orders January 29th breaks the record of any previous day in the history of the Western Division. Compared with the last record, April 11th, 1900, S. W. P. shows an increase of 37 per cent.; Buggy Paint, Stains and Enamels show a gain of 27 per cent.; 1st Quality 80 per cent.; Varnish 95 per cent. Considering the season, this is remarkable.

We have an electric motor car running across the bridge to the "G. O. B." to deliver goods to the Shipping Department.

Our General Superintendent, Mr. Beardslee, has just returned after spending a week at Newark, looking after affairs in connection with the new factory; and another week at Montreal.

Western Division Notes.

The banquet of the Western Division was held Saturday evening, Feb. 2, with great success. An account of the evening will be found on page 19.

Mr. Fred. Rettiker, foreman at the Chicago factory, left on January 14th, for Cleveland where he will make preparations to assume his new position as foreman of the Newark factory. Mr. Rettiker was exceedingly popular with the Chicago factory employees, and as a token of their esteem he was presented, at the time of his departure, with a handsome clock. We wish Mr. Rettiker the best of success.

The following letter was received by Mr. Martin a day or two after the banquet:

Mr. Geo. A. Martin,
Manager Western Division,
The Sherwin-Williams Co.

DEAR SIR:—The employees of the Chicago factory feel obliged to express their hearty thanks for the splendid banquet and entertainment which The Sherwin-Williams Co. provided for them on the evening of February 2nd.

It is to us an honor and pleasure to be employed by a company in which there is so much fellowship and good will between employees and employer.

Assuring you of our best wishes for the prosperity of the Company, we remain
Very respectfully yours,
THE EMPLOYEES.

THE EMPLOYEES.

Spring stock orders average well; one received from Mr. Donnelly calls for 1223 gallons; another received from Mr. Baillie calls for 600 gallons. This shows a healthy condition of trade.

The Kansas City house is putting in its busiest time in its history, which is owing to the fact that all stock orders are being shipped from that point this spring.

Southern Division Notes.

There's rejoicing throughout the Company, and especially in this Division, where we go about humming the chorus of the convention song, over the good news from Rochester.

Shout the chorus with us after you've read these two telegrams:

ROCHESTER, N. Y., Jan. 28, 1901.

The Sherwin-Williams Co.:

Your companies here to-day; two have two representatives offering all sorts of inducements. My turn two o'clock.

(Received 10:30 A. M.) G. C. SCHILL.

The Sherwin-Williams Co.:

Get out the flag, the business is ours. Order for us.

(Received 5:30 P. M.) G. C. SCHILL.

This is a victory in a fight of many years' standing. The agent we engaged is F. P. Van Hoesen, wholesale and retail dealer in wall paper and paints. His initial order of S. W. P. was for 518 gallons.

Mr. H. T. Sheldon, who has been confined to his home for a number of days with a severe attack of the gripe, we are pleased to say is now much improved and is enabled to again look after the interests of his territory.

We are pleased to acknowledge the interest which all of our staff are showing in the new lines of goods, especially

ally Floor Finishes. We are expecting great things from this line and also from our line of Varnishes.

From the full and complete reports coming in from our Southern agents we are much encouraged over the bright outlook for rolling up a large number of new S. W. P. agents.

The work with large cotton mills, sugar refineries, street railway companies, and all concerns having paintable property, are now coming in for their share of the hot shot from the Promoting Department. "The Incubator" is at work.

Mr. F. W. George, who has been connected with the Eastern Division for a number of years, has severed his connection to take a position with the Pittsburg Plate Glass Co. Before he left his office associates presented him with a fine fountain pen. Mr. George has our best wishes for every success in taking up his new duties.

Canadian Division Notes.

We had a call in January from Mr. E. M. Richardson, who was accompanied by Capt. A. B. Wolvin and Mr. J. C. Wallace. Capt. Wolvin is president of the Lake Carriers' Association and also president of the West Superior Ship Building Co., and managing owner of one of the largest and finest line of boats on the lakes. Mr. J. C. Wallace is general manager of the American Ship Building Co., which is a combination of all the ship yards on the lakes. Both of these gentlemen were shown through our factory and seemed to be very much impressed with our neat little plant and business-like aspect. Our good friend Mr. Richardson took good care of them in a social way. They ex-

pressed themselves as being delighted with their visit to Montreal and seemed to enjoy the cold winter weather to the fullest extent.

We desire to call the attention of our entire staff to the article regarding prices on page 21 of this issue.

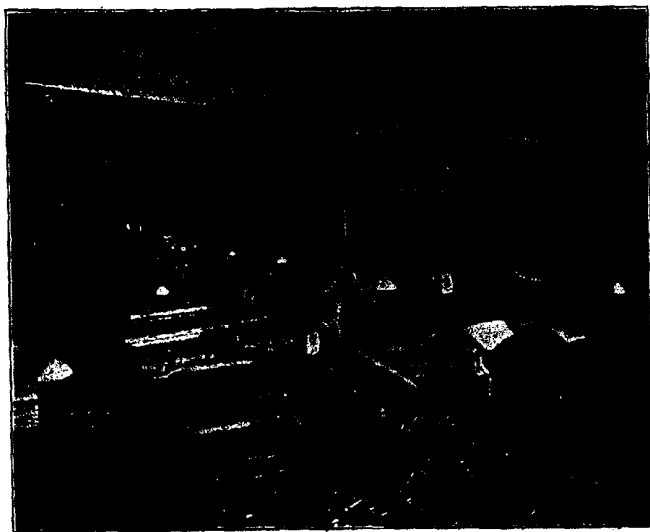
New England Division Notes.

One of our enterprising S. W. P. agents, Mr. J. H. Sayward of Haverhill, Mass., invited over a hundred painters of his town to a "smoker" Monday evening, February 4th. Mr. Sayward had about 100 men present, including Messrs. H. M. Gordon, F. B. Hare and L. W. Barney. A pleasing entertainment was arranged, part of which was a stereopticon exhibition of thirty-one views of our Cleveland factory.

We are well pleased with our showing for the first quarter, and, judging from the manner in which the second quarter has opened, there are big times ahead.

An amusing accident happened to our genial Billie Copeman on the 9th. A can of P. M. Body Filler Yellow, returned to us for examination, slipped from his assistant's hand when Billie was underneath studying the rex, and although 'twas "rough stuff" on Billie 'twas exceedingly funny. 4633 certainly is a body coverer!

At the suggestion of Mr. Barber, of Chandler & Barber, we gave an impromptu smoker at our office Thursday evening, January 7th, to about fifteen of their staff. Mr. Gordon presided, assisted by Messrs. Hatfield and Mansfield. The full line of our products was given careful consideration, although S. W. P. and Kopal had



The press room of The Sherwin-Williams Co. looking toward the P. & A. office.

Movements of the General Manager.

The last half of January was spent by Mr. Cottingham in the East. He visited New York, Boston and Montreal, and returned to New York on his way back.

On February 12th he left for Chicago and the Pacific Coast. Two days were spent at Chicago. He meets Mr. Sclater at Los Angeles and goes with him from there to San Francisco.

Mr. Cottingham will remain on the coast until about March 7th, returning by way of Kansas City and Chicago.

First Quarter's Business.

The 31st of January ended our first quarter of this year's business.

We are very well satisfied with the progress made during it. Considering the adverse conditions we have had to contend with during most of it

the results are very gratifying. We are able to report increases in each department and in all Divisions excepting one.

During the last few weeks things have been coming *very* swift and the outlook is of the most promising kind. Our facilities will be taxed to the utmost to keep pace with the growth. We are hurrying to completion our Newark plant and other additions to our Manufacturing Department. We'll need them all.

During the last week in January the Western Division came forward with a gain of 400 per cent over last year and there are big gains in sight in all Divisions. The second quarter will be an interesting one.

Leaders in Varnish Sales.

S. W. V. is making steady gains and we are proud of the records be-

ing made in some of the territories. But we've only started and the possibilities for increase are something tremendous. There's big business ahead for the men who go after it right.

We want to give all the help and encouragement we can. In a few weeks letters and testimonials will be sent every agent on our books who is not already selling S. W. V. If you know of dealers on your territory who are almost persuaded, let us know so we can supplement your work from the office.

Each month we shall print the names of the representatives who lead in varnish sales for their division. To February 1st the leaders are as follows:

Western Division,	B. H. Pinkerton.
Central Division,	L. J. Fasquelle.
Eastern Division,	E. E. Lewis.
Canadian Division,	Robert Johnson.
New England Division,	L. W. Barney.
Pacific Division,	Reports not in.

Record of New S. W. P. Agents.

The past month has been a splendid one for securing new agents.

The total new agents booked to date is far in advance of the same period a year ago.

The greatest increases have been made in the Western and Eastern Divisions. In the Western Division the gain is 95 per cent. Nearly double the number new agents of last year to date! In the Eastern Division the gain is 50 per cent. Other Divisions are also doing well.

Another satisfactory and gratifying thing is that the average quantity sold

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A. E. Oldham, A. W. Frank, J. C. Beardslee, Adam Stein, John Bradley, W. R. Piper, John Stolsteimer. Total votes cast 98.

The annual meeting of the above Board of Directors was held January 25th for the purpose of reorganization. The following officers were re-elected to serve through the year 1901: J. C. Beardslee, president; Adam Stein, vice-president; A. W. Frank, treasurer; A. E. Oldham, secretary.

The remaining three members of the Board, John Bradley, W. R. Piper and John Stolsteimer, together with the vice-president, constitute the Relief Committee.

The secretary's report for the year 1900 was as follows:

Balance Jan'y 1st, 1900,		\$515 55
Receipts, Cleveland	\$549 94	
" Chicago.....	95 75	
" Montreal	139 20	
" Interest.....	25 52	
		1,111 41
		1,626 96
Disbursements:		
130 vouchers paid		1,129 04
Balance Jan'y 1, 1901,		497 92
Membership:		
	1899	1900
Cleveland bi-weekly roll.....	119	186
Monthly roll.....	35	51
Chicago.....		32
Montreal.....	29	41
	183	310
Increase.....	127	

The following appointments were made by the president for the year 1901: Auditors, A. M. Parks, W. J. Lawson, E. W. Lutes. Assistant secretary at Montreal, J. D. Barker; assistant secretary at Chicago, E. V. Wilkinson; assistant secretary at Newark, W. J. Lawson.

On account of the rapid increase in membership and the consequent increase in work required of the Relief Committee it has been decided to hold a special election for the purpose

of adding two members to the Board of Directors, same to act as an aid to the present Relief Committee. This election will take place at an early date at the notification of the secretary. A. E. OLDHAM, Secretary.

In the "Carriage Monthly" for February we find a portrait of our representative, Mr. W. B. Wise, occupying a prominent place in the magazine among other portraits of representative men identified with the vehicle industry, and under the heading "Portrait Sketches," the following reference to Mr. Wise:

Mr. Wise first became connected with the carriage business in 1882, being then only seventeen years of age. His employers were the Columbus Buggy Co., with whom he remained for four years. He then transferred his relations to the H. H. Babcock Co., in whose service he continued for nine years. The Sherwin-Williams Co. then attracted him, and he has now been their efficient representative for the last five years, making his home in Cleveland, at which point the Company have their headquarters. He is an active, efficient man on the road, and has done business for the company with nearly every carriage manufacturer in the United States and Canada. At the present time he looks more especially after the trade in the Central States and in the Dominion of Canada.



Why you can't get the office boy on the fifteenth of the month.