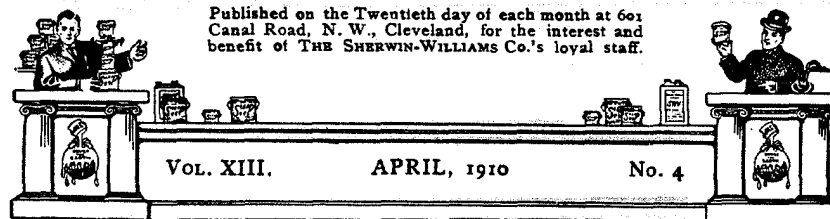


The Chameleon.

Published on the Twentieth day of each month at 601 Canal Road, N. W., Cleveland, for the interest and benefit of THE SHERWIN-WILLIAMS Co.'s loyal staff.



A MILLION DOLLAR MONTH.



OR a long time we have trained our aim and our energies on a "Million Dollar Month," and last month we made good, establishing another record.

Our March sales, exclusive of auxiliaries and affiliated companies, reached the fine total of \$1,004,524.66, beating the previous record month by a considerable margin. This is great work in which all Sales Departments and Divisions have had a share. The gain for the month over March last year was less than \$2,000.00 short of \$200,000.00.

I heartily congratulate the Managers of the General Sales Departments, District Managers, Sales Managers and our unrivaled selling force on this notable achievement.

I well know this immense turn over, which represents hundreds of thousands of gallons and thousands of tons of our products, distributed around the world, has been reached only by tremendous effort and persistent work on the part of the entire staff. Such a turn over means increased work in all departments, factories and offices.

Figures like these rounded out in less than

N15909

Old Dutch Process White Lead.

The following bulletin from Mr. Joyce should be of vital interest to every representative:

I am pleased to announce that on August 1st we will be ready to begin shipping Sherwin-Williams Old Dutch Process White Lead to our friends and customers. O. D. P. Lead will be marketed in metal kegs, and the lead itself will be guaranteed Strictly Pure Old Dutch Process White Lead and every package will contain our guarantee reading as follows:

"GUARANTEE OF PURITY"

This package is warranted to contain nothing but *Strictly Pure White Lead*, ground in *Strictly Pure Linseed Oil*, and we will pay *One Ounce of Gold* for every ounce of adulteration that it may be found to contain and also the cost of analysis."

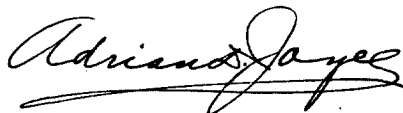
THE SHERWIN-WILLIAMS CO.

We are now ready for our representatives to take orders for this Lead for delivery after August 1st.

We have already had many inquiries from our agents for our Lead and it should be a matter of pride for our representatives to make a strong push after this business, and the Sales Division that succeeds in selling the largest quantity of O. D. P. Lead for shipment before September 1st will be entitled to special credit.

We are preparing an attractive booklet descriptive of our product and hope very soon to supply each of our representatives with photographs showing our packages, etc., but we do not want our Managers to wait for these advertising helps, but to start out at once to land the business

Yours very truly,



Gen'l Mgr. Sales & Distribution.