
TAKE advantage of opportunities when and where you find them and make opportunities when and where you do not find them.

The Cham
MARCH

You are Elected
Ct. Brighton

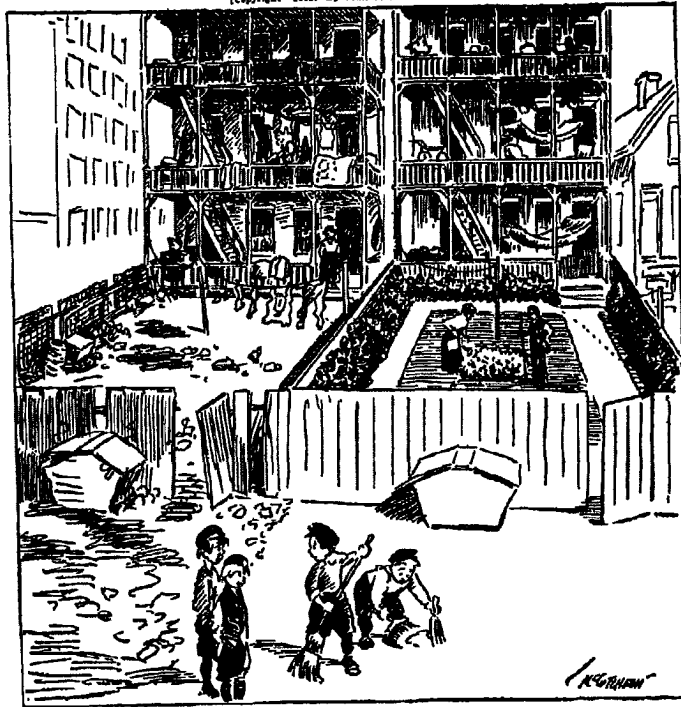
N23486

0007-SWP-0001304

WITH EQUAL OPPORTUNITIES

By John T. McCutcheon

[Copyright 1918. By John T. McCutcheon]



First Little Boy: "Why don't you help clean up?
Don't you know this is Clean Up Week?"
Second Little Boy: "Aw, my paw don't believe in
these reform movements. He says these fads
make him tired!"

Courtesy "The Chicago Tribune."

The Chan

Published each month at 601 Car
Cleveland, for the interest of
THE SHREWIN-WILLIAMS CO.



Vol. XVI

MARCH, 1918

Fellow Member, We



ALL unbeknownst to yourself, you
ber of the Brighten Up Club
the operation; now you've g
regular manner. Here's the
once into a happy mood, rub
exterminate that grouchy fee
sunshine and where everythin
and while the first robins are warbling t
broad smile, and with a shout of joy, r
front cover and pin it on your lapel. T
and BOOST!

For this is Spring, and for this sea
boys—and girls—again. Furthermore,
grouchy, selfish, dingy old world of ours
and before we're through, he's going to
fresh coat of shining, handsome, good old

Now get busy and learn the code of
is enclosed in this issue—and then get a
and sally forth making your sole aim in
roundings, be they human, vegetable o
and Brighten Up your family. Hustle o
and get the members to Brighten Up. Pa
codes liberally, but be sure that those wh
work along. Next Saturday afternoon
yard, dig the garden and get some seed
And don't forget to fix the front gate and

Let us make the Brighten Up Club ic
us make it the greatest advertising stun
cial establishment. There are wonderf
Brighten Up our spirits, our morals, ou
our families, our friends, our associat
homes, our streets, our communities. I

"Fellow members of the Brighten U



Our Insecticide Business in 1913

By O. A. Hase, Manager Insecticide Sales Department



WHEN this issue of *The Chameleon* reaches our representatives, spraying will have commenced in some sections of the country, and preparations everywhere will be in full swing for Spring business. In view of our policy of establishing an outlet for our insecticides through regularly established agents and dealers, it is imperative that our representatives take the promptest kind of action towards getting their stock orders for this material. If you have not already made a definite set for insecticide business in your territory, it will be necessary for you to take immediate action to insure your being well represented in your sales on this class of material. In approaching prospective insecticide agents and dealers on our proposition, I would suggest that your initial effort be put forth on our Neutral New Process Arsenate of Lead.

The splendid arguments you have on this material cannot help but convince a customer of the advantages in handling a product of this character as compared with competitive material, and it will be a simple matter to gradually turn his attention to Lime-Sulfur Solution, Bordeaux Mixture and the balance of the line and secure his order for a complete stock. You are already more or less familiar with the arguments you have at your disposal in talking a Neutral Arsenate of Lead such as our New Process material, as against the acid materials universally marketed by your competitors. However, in order to refresh your memory and enable you to use the arguments to best advantage, I am giving you a brief summary of the talking points on our New Process material.

In manufacturing Arsenates of Lead it is possible, as you know, to produce from virtually the same raw materials several different forms or kinds of Arsenates of Lead which embody entirely different characteristics. Chief among these variations are varying degrees of fluffiness, finely divided conditions of these particles, adhesive qualities and most important of all, degrees of thorough combination of the arsenic and lead in the finished product.

It is a well-known fact that lead will hold thoroughly in combination only a certain percentage of arsenic. That percentage has been definitely proven to be from 12½ to 13 per cent. If more arsenic is forced into combination with the lead, the lead will take it up, but there is danger and, in fact, almost certainty, of later liberation of the loosely combined arsenic, which becomes free arsenic when exposed to the atmosphere and action of moisture, and consequently burning of the foliage and fruit results. Twelve and one-half or thirteen per cent of arsenic will do all the killing that is required of an arsenical poison, and forcing 15 or 16 or 20 per cent of arsenic into combination



simply amounts to applying an overdose, less, and not only that, but absolutely dangerous.

It will be evident to you from this explanation that an Arsenate of Lead contains arsenic, but it must not contain any appreciable percentage of free arsenic. Consequently, an Arsenate of Lead containing 12½ or 13 per cent of arsenic, but not too much to make it an unstable compound, is the ideal insecticide.

There is no question but that a Neutral Arsenate of Lead is a little higher in cost than other materials, but we manufacture a little higher in cost because we figure the actual cost of spraying an orchard with our material, and consider the ultimate returns in perfect fruit. We find that Neutral Arsenate of Lead is by far the most satisfactory.

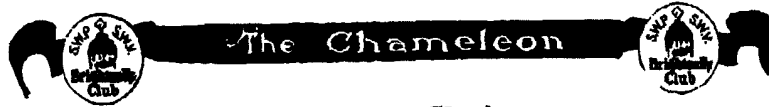
Use such arguments as the above coupled with the new steel package, our distribution and promoting helps, national magazines, and the endless arguments which you can present.



"Making Over M..."



COPY of this little story is enclosed in each issue of *The Chameleon*. We need the moral of the story is brought before you being used this Spring as part of our endeavor to promote the spread of the 'Brighten Up Time' idea, and to bring our communities clean and attractive. It has been too long neglected and its importance for the prosperity of our community ignored. Let us spread the gospel of "Brighten Up" and civic improvement.



The Chameleon

A Snap-Shot



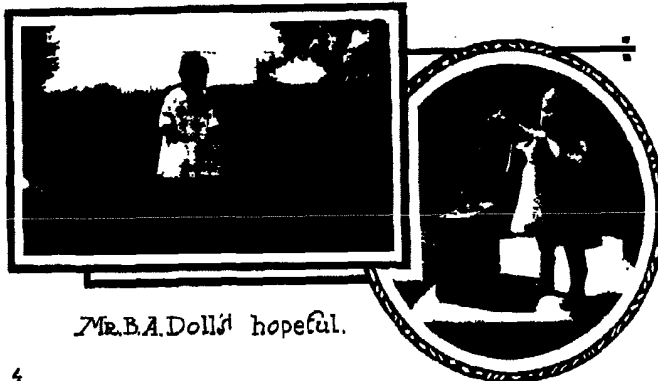
MR. A. D. COLLINS, our genial representative of the Newark Sales Division, had just stepped out of a Liggetts Drug Store in Syracuse, N. Y., and as he stopped to light his cigar there was a slight click and "The Camera-man" with a chuckle of triumph dodged back into the store. The deed was done, the picture was "took."

And so we have the pleasure of presenting this interesting view of Mr. Collins in his native haunts. It was through his strenuous efforts and convincing arguments that Mr. R. A. Weld, manager of the Liggetts Drug Store, in Syracuse, was induced to take the Sherwin-Williams

Agency, and it is through his close co-operation that they have been able to handle the line so successfully, in spite of much keen competition. We are indebted to Mr. R. A. Weld for the photograph. Thank you, Mr. Weld!

"When you are tempted to follow the other fellow, remember there are exceptions to all rules." —Seth Brown.

A Mississippi Valley Booster



Mr. B. A. Doll's hopeful.

4



The Chameleon

M. S. D. Business for Representatives

By F. C. Kenow



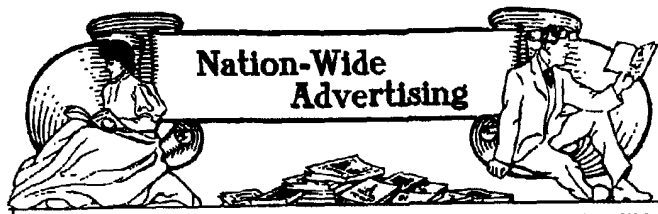
THE trade increases M. S. D. I think what has nice line the Sherwin-Williams holds all dealing line being familiar present well-known of the c us atten

In case dries, steel tank manufacturers, incubator pair-shops, furniture repair-shops, planing etc., and all use paint of some description and a word with the elevator man or the or if not today, he can tell you when—join ing department help you.

It is a good plan to keep in close touch starting, and note his progress. I have to whom I sold their first black dipping Black Japan, a little over three years ago tract with this same firm, now greatly en of painting materials, which will run over Roof and Bridge Paint, and like sund people when they are small we strengt their growth attracts the attention of such a start on them that they are lost.

Personally, I enjoy this line of work thing new is coming up continually, qu never were thought of before, and have t goes to help round us out as real, thorough liams representatives—the kind who know

"More fresh air and sunlight would down and many an output up." —Business.



A good many thousand American citizens are going to see the "Cover-the-Earth" trade-mark this Spring when they read their magazines and farm journals. Here is the schedule of advertisements for the months of March and April.

In the National Magazines:

Publications	March	April
<i>The Saturday Evening Post</i>	1/4 Page ad on SWP (on the 23rd)	1/4 Page ad on the 19th SWP
<i>Ladies' Home Journal</i>	One col. ad on Flat-tone	9-inch double column ad on SWP
<i>Woman's Home Companion</i>	One full ad on Mar-not	One Page ad in color on SWP
<i>Butterick Fro..</i>	One col. ad on Flat-tone	Single stain, Porch Floor Paint, Kopal Flat-tone and Mar-not
<i>Good Housekeeping</i>	Back cover (General)	9-inch double column ad on SWP
<i>American</i>	Single column on Flat-tone	Same as the Ladies' Home Jour
<i>World's Work</i>	One Page ad. on Porch Floor Paint	One Page ad on Mar-not
<i>Craftsman</i>	Back cover in color (on the 15th)	One Page ad on SWP
<i>Country Life</i>	One Page ad on Mar-not	1/2 Page ad on SWP
<i>Suburban Life</i>	One Page in Color	One Page ad on SWP
<i>Garden Magazine</i>	1/2 Page ad on Mar-not	8-inch single col. ad on Flat-tone
<i>House Beautiful</i>	8-inch single col. ad on Portfolio and Decorative Department	1/2 Page ad on SWP
<i>Kath's Studio</i>	One Page ad. on Mar-not	8-inch single column ad on Flat-tone
<i>Arts and Decoration</i>	One Page ad. on Portfolio	One Page ad. on Portfolio
<i>House and Garden</i>	Back cover in Color	One Page ad. on New York Store
<i>School Arts</i>	1/2 Page ad on Portfolio	8-inch single col. ad on Flat-tone
<i>Woman's World</i>		1/2 Page ad. on Portfolio
<i>Ladies' World</i>		9-inch double col. ad. on Brighton Up Stain
		9-inch double column ad on Brighton Up Stain

In the Farm Journals:

Publications	March	April
<i>Rural New Yorker</i>	1st—Page ad on the 23rd	1st—Page ad on the 19th SWP
<i>Hoard's Dairyman</i>	15th—Buggy Paint	15th—Commonwealth Barn Red
<i>Country Gentleman</i>	7th—Roof and Bridge Paint	15th—SWP
<i>National Stockman and Farmer</i>	21st—Buggy Paint	15th—Commonwealth Barn Red
<i>Ohio Farmer</i>	1st—Roof and Bridge Paint	15th—Commonwealth Barn Red
<i>Farmer's Guide</i>	15th—Buggy Paint	15th—SWP
<i>Practical Farmer</i>	1st—Roof and Bridge Paint	15th—Commonwealth Barn Red
<i>Wallace's Farmer</i>	15th—Buggy Paint	15th—SWP
<i>Laurel Hill</i>	7th—Roof and Bridge Paint	15th—Commonwealth Barn Red
	21st—Buggy Paint	15th—SWP



Publications	March
<i>The Grower</i>	1st—SWP
<i>The Farmer (St. Paul)</i>	1st—Wagon and Implement
<i>Southern Ruralist</i>	15th—Roof and Bridge Paint
<i>Nebraska Farmer</i>	15th—Buggy Paint
<i>California Country Journal</i>	15th—SWP
<i>Kansas Farmer</i>	21st—Roof and Bridge Paint
<i>Farmer Mail and Breeder</i>	1st—Buggy Paint
<i>Dakota Farmer</i>	15th—Roof and Bridge Paint
<i>Orange Judd Farmer</i>	1st—Wagon and Implement
<i>New England Homestead</i>	15th—Roof and Bridge Paint
<i>Northwest Farmer</i>	15th—Buggy Paint
<i>American Agriculturist</i>	1st—Wagon and Implement
<i>Indiana Farmer</i>	15th—Roof and Bridge Paint
<i>Twentieth Century Farmer</i>	1st—Buggy Paint
<i>Farm and Ranch</i>	15th—Roof and Bridge Paint
<i>Progressive Farmer</i>	1st—Buggy Paint

Foremen's Club Election

At the meeting of the Foremen's Club following officers and committees were elected:

President—Mr. L. Belmont Vice-President—Mr. F. F. Hesse

Secretary—Mr. A. P. Russell

Amusement Committee—Mr. F. M. Weber, Chairman

Mr. J. P. Gibbons Mr. E. F. Highley

Mr. A. P. Russell Mr. Leo Sebring

Fire Committee—Mr. W. J. Critchley, Chairman

Mr. F. F. Hesse

At this meeting the Foremen's Club Secretary by presenting him with a Gillette

It takes a rich man to draw a check;
A pretty girl to draw attention;
A horse to draw a cart;
A porous plaster to draw the skin;
The Advertising Department to draw
An S-W Salesman to land the order.



The Chameleon



The Optimist

By J. H. Williams, Chicago City Sales Department

*Did you ever feel so bleak and blue,
That this lovely world seemed dark to you?
If ever you did, or if ever you do,
Just make up your mind to change the hue -
BRIGHTEN UP.*

*It's all in yourself, the tone you know,
You carry your color wherever you go,
So cheer up, and make it a beautiful glow,
And feel like a winner wherever you go—
BRIGHTEN UP.*

*Has your lust adventure gone awry?
Does it seem quite hopeless again to try?
Is the cost of living now so high
That the glooms attack the cerulean sky?
BRIGHTEN UP*

*Are you tired of pulling against the stream?
Are things not what they seemingly seem?
Are you waking, just from your dreamy dream,
To find dull drabs in life's color-scheme?
BRIGHTEN UP.*

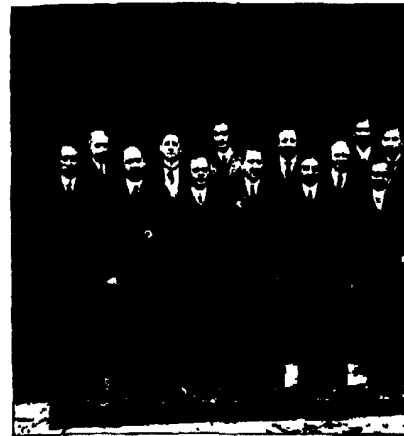
*Is somebody "kickin' your dawg aroun'?"
Have you got in the habit of wearing a frown?
While you're really up, do you think you're down?
Are you sure you're wearing a thorny crown?
BRIGHTEN UP.*

*Just remember Paul Jones, in a deadly plight,
When he said, "I haven't begun to fight,
It's a million chances to one, you're right,
When you think there's another chance in sight.
BRIGHTEN UP.*

*So clear up the wreckage and strip for the fray,
And remember, there's many and many a day,
That will bring up the courage, that in you lay,
To fight for the honor of winning a way.
BRIGHTEN UP.*



The Chameleon



The Superintendents



MEETING of the superintendents from January 15th to 18th. Brown, Bigelow, Goodell and Lawson from Newark; Mr. E. Barker from Montreal, in addition to the Manufacturing Department.

Mr. Cottingham and other company attended many of the sessions.

During the course of the meeting, every subject was taken up in detail and fully discussed. Suggestions were brought out and good suggestions made. These are all along the line of increasing efficiency in service and economy in operation.

About fifty members of the Cleveland Chemical Society were the guests of the company at the lunch-room one evening, and held their meeting in the Company's club-room.

Another evening all attending the meeting were entertained at a banquet at the Cleveland Athletic Club. Many clever after-dinner speeches, and lawn tennis, billiards and bowling.

The accompanying photograph will give you an idea of the men attained by the Manufacturing Department. These men applying their best energies are producing results better than ever before.



From Our Associate Editors

Royal Claxton
L. E. Collister
J. H. Henche

R. G. Billingsley
H. W. Nessel
J. A. Bowman
E. K. Cannon

R. B. Cogswell
J. J. Kulhanek
J. M. Jacobs

KANSAS CITY

Our Slogan:
"SEE SOUTHWEST SOAR"

Still soaring!! Kansas City showed a gain of 125 per cent last week over the corresponding week a year ago, and the Omaha Division also made a dandy gain.

Kansas City Division

Mr. E. J. Clare, our Oklahoma "Cyclone," is leading the Division so far for the month (January), in the number of new agents. However, there are several other representatives running him a pretty close race, and we will be unable to decide who is the leader under this caption until the reports for the month are closed.

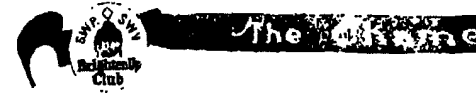
Our hustling city representative, Mr. A. M. Bollman, better known as "Bo," has been doing some mighty good work. He came into the office the other morning with a smile on his face and two dandy orders in his pocket. One was a new agency order, and the other was for a barrel of Bridge Paint for the Budget Construction Co., a railway account on which we have been working several years.

Mr. G. A. Dorwart is one of the representatives who is pushing Mr. Clare hard for first place in the total number of new agents landed for the month. He started out on a special new agency campaign a few weeks ago and brought in four dandy new agents. He did not sell these new agents just enough to bring them across the line, either, the orders ran from \$250 to \$500 each.

Omaha Division

Mr. C. I. Berg of the Division has demonstrated more clearly than ever that C. I. B. not only stands for C. I. Berg but also for "Car-load Insecticide Booster." He is just in with two more orders, each calling for a car-load of Lime-Sulfur Solution. Mr. Berg is not overlooking the paint business either while taking these little Insecticide orders, as he recently turned in an order from our jobbers, The Salt Lake Hardware Co., Salt Lake City, Utah for a full car-load of Paint.

Mr. F. A. Brown of the "Sunny Jim" smile is a Top-Notcher and no mistake, here is his record for one week's work: One new agency



order containing a 100-gallon Commonwealth and a Blue Label Varnish order; a new d gallon Roof and Bridge Assortment; two f which includes a 100-gallon Roof and B other a 36-gallon Blue Label Varnish order. 100-gallon assortments of Commonwealth representative in the Southwestern District.

Mr. H. W. Lahr, who held the record is evidently after the same record this year stock orders calls for at least a 25-gallon a letter written by Mr. Lahr to one of his ap good idea as to why Mr. Lahr sells Flat-ton

We attribute our great success in getting the in to the fact that we show, clearly and distinctly, in wall, and the additional fact that we have the ser suggestions

Mr. Harry Dalton is another "Omaha" the advantage of pushing our various q is clearly demonstrated by the number of ments, Blue Label Varnish orders, and 10 ments included on his stock orders.

BIRMINGHAM

Since the dawn of the New Year we entertaining two royal guests, Mr. E. K. C moting Departments, and Mr. George H. G. Their visits were very pleasant and we have them with us.

Business is looming up big this month an approximate gain of 100 per cent over l last six months of the previous fiscal year Since the first of December, we have landed

Mr. Allen Steger, the veteran on Ter Park & Robertson, Tuscaloosa, Ala., for a 1200 gallons SWP, 135 gallons SWV, and a

Mr. C. E. Shaw, our new representative lina, is to be congratulated on the splendi new accounts. He has landed fifty acc agents, sixteen new dealers and twenty-six

Mr. M. D. Palmer and Mr. D. W. Hog field force and have already shown their ah kinds of competition.



The Chameleon



Mr. J. H. Ashner, our hustling Florida representative, landed the C. W. Greene Company, Tampa, Fla., for an assorted 90,000-pound car-load order, amounting to \$7,000. This is certainly knocking the ball over the fence for a home run.

Mr. Brooks Hodges, on Territory No. 724, followed up a live B. P. A. inquiry and landed him for an assorted new agency order amounting to \$450. "Get 'em while they are hot" is a good plan.

Mr. George G. Menefee, our Birmingham representative, recently secured a P. C. P. order for painting 200 houses. This order will go through our Birmingham agents, The Byrum Hardware Company. Mr. Menefee has several other big prospects in view, and we hope he will be successful in selling every one of them.

CHICAGO

The Western District plunged into the New Year with a determination to roll up a splendid volume of business by strengthening the old trade and adding new accounts, and the fine spirit of co-operation existing between sales force, office and factory, has resulted in substantial increase in both Trade Sales and M. S. D.

Chicago and Northwestern Divisions are confident of outdoing each other for sales and division honors, and the enthusiasm is made more keen by the fine work that the M. S. D. salesmen are doing.

It is a lively pace ably abetted by the office force, shipping department and factory.

The following comment appears under Sales Department Notes in January *Chameleon*:

Gee Whiz! Mr. Lathrop, Minneapolis Representative, "cut loose," and when the dust had cleared away he was in front with a big load - 48 New Dealers up to December 1st.

Considerable activity is apparent on "all territories" in the good old Western District, and the end of the second quarter shows that a few more have "cut loose."

A short time ago we were favored with a visit from the Senior Class of Architectural Students of the University of Illinois, in charge of Professor White. After inspecting both the Dry Color, Paint Plant and White Lead Works, all hands repaired to the lunch-room and partook of a very appetizing lunch. There were twenty-two students, all told.

The stork brought great rejoicing and made January 8, 1913, a red-letter day for St. Fraser, Chief Clerk of the M. S. Department. It's a boy.



The Cham

BOSTON

It is a pleasure to read over the very our men in connection with stock orders received which does not mention the fact from one to six new lines and that the s previous year.

Mr. L. W. Barney has been unusually lar Decorative Department Grip in inter in plant standardization. An order for besides the "Trimnings" is the direct res purchasing agent the complete color-scheme for the entire plant.

Our stockkeeper reports that for the he received forty car-loads of stock from Newark, and at the present time our stock tically every square foot of available floor for the New England trade.

The new town report has come in by our salesmen, and it is without question blank we have ever prepared.

We have recently had the pleasure of Whittlesey and Mr. Hasse.

DALLAS

It has just leaked out that the Texas in their New Year's resolutions, a determination business. This is evidenced by the car-received during the month from the following Shelton, G. C. Conger, C. S. Ragland, W. dell. Secret information just received to representatives who will qualify for the *Chameleon* goes to press.

That Texas is now in a most flourishing perience the most profitable paint trade fine gain in sales over previous years' weeks of the New Year, these gains



16 per cent, second week, 50 per cent, third week, 101 per cent.

So successful has been our Mr. Webmaker in his campaign of insecticides in the great fruit district of the Pecos Valley, that he has been pointed out at every turn in that section as an expert on fruit culture. Just recently we received a copy of one of the leading papers of Roswell, N. M., in which an entire column is devoted to Mr. Webmaker and his advice for securing perfect crops.

The unusually attractive painters' business cards which are sent out at the request of the representatives, seem to be one of the most appreciated gifts which we have to offer the painter. Many letters of thanks have been received in acknowledgment of these cards, and recently we were informed that, through their use, one of our painter friends was able to secure two large jobs.

One of our representatives has found a new use for our small Brighten Up stickers, as reports from his territory are to the effect that all catsup used in the hotels there, is known by its Brighten Up label. This representative, it seems, sticks one of these labels on the catsup bottle in the dining-room of every hotel at each place he stops.

SAN FRANCISCO

During the Christmas holidays, representative, Mr. E. D. Taylor, of the Northern Pacific Division, became a benedict. This puts the unmarried contingent of that division in the minority.

W. H. Lilley did a splendid piece of work when he landed the Ashland Preserving Co., Ashland, Oregon, for a car-load of Arsenate of Lead. He worked hard on it as there were many obstacles to overcome, but his achievement is appreciated all the more for it.

We have planted the S-W flag in another Alaskan town. This time it is Wrangell with two thousand inhabitants. The Promoting Department had been working on this account for several months and felt quite gratified to get an opening order of \$500.

Within a month after the Sweet-Teller Hardware Co., our newly established jobber in Boise, Idaho, received their opening order they ordered another car-load of stock. The Sweet-Teller Hardware Co., is an aggressive concern that will make things "hum" in Central Idaho. It was through the efforts of representative H. W. Gerber that this account was established.

G. P. Rogers, who represents us in the City of Portland, leads all other representatives in this District in the sale of Tire-Coat. When asked how he did it George modestly replied that "It's easy to sell Tire-Coat if you will only demonstrate it and let people see how far ahead it is of anything else on the market."



Where the Wheel



Cleveland

The Cleveland factory established a new record in shipping on a Friday an order for 20 barrels received at noon, Thursday. This order was of six mills was turned loose on it very soon.

The stock of manufactured goods is in spite of the many shipments being made at capacity. The output has been very good showing an increase of 40 per cent over last year.

Chicago

Business conditions are very active, running to full capacity with stock holding Spring trade. The output during the present month over the same month last year.

The Insecticide Department has been getting a very fair output. The Tin Can Department is running.

Mr. A. M. Simonsen, formerly in the department at Cleveland, has just been transferred to office. His familiarity with the details of the Department should be of great assistance in the factory office work.

Newark

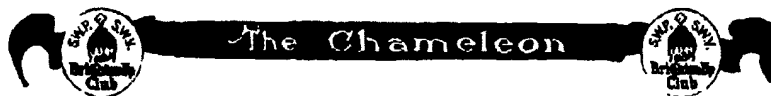
The new storage and shipping building issue is now in course of construction, and will be for use in the course of thirty days.

The month of February opened with a record for approximately 7500 gallons of liquid product been received, together with numerous orders.

The factory has been very busy during the month had an output increase of 47 per cent over last year.

Mr. A. P. Johnstone is now well established giving his attention to the testing of varnishes.

Messrs. Hain, Lutes, George and Butler were in the first week of the month.



Representatives' Competition to February 1, 1913

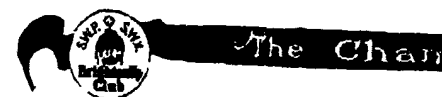
The little typographical error in our lists last month didn't in the least confuse Mr. Duncan out there on the Pacific Coast. This gentleman continues to land new agents right and left and his good work keeps his division well up in first place. Mr. Spettigue of Newark tried his hand at landing new agents, and while he was doing well before, those six added last month certainly show him a leader when it comes to landing new agencies. Mr. Wansner keeps up his good work and San Francisco takes third place as a result.

It was only one short month ago that Texas was fighting it out for third place. Then Mr. Conger made a few New Year's Resolutions and went out and landed 45 new dealers and other accounts. That certainly is "going some." It was this kind of work that brought him Top-Notcher honors last year.

Mr. Lathrop of Minneapolis continues to gather a goodly crop in his division. His splendid work places Minneapolis in second place. Mr. Albarran of Newark is another gentleman with the new-dealer-and-other-account habit. His fine work placed his division second last month and third this month. Keep it up, gentlemen!

Leaders in New SWP Agents

Portland		Omaha	
J. W. Duncan	16	C. I. Berg	9
E. D. Taylor	11	F. C. Steele	5
B. R. Rogers	7	H. W. Lahr	each 4
		H. Dalton	
Newark		Cleveland	
G. S. Spettigue	13	W. A. Mason	8
A. D. Collins	4	W. S. Farlow	7
W. H. Porter	3	R. G. McKay	
		J. H. Hall	each 6
San Francisco		H. S. Hill	
R. W. Wansner	12		
M. M. Wolcott	4	Savannah	
W. E. Carter	3	C. E. Shaw	8
		J. H. Ashner	5
Kansas City		R. N. Ballow	4
E. J. Clare	10		
R. E. Graham	9	St. Louis	
K. Miller	8	W. V. Hammond	7
		H. P. Reed	6
Philadelphia		J. L. Keefe	
P. D. Spencer	10	G. K. Levy	each 4
J. J. MacDonald	each 6	C. D. Young	
J. P. Minetree			
W. D. Peyton	5		



Cincinnati			
W. P. Hambaugh	7		
W. M. Hoey	each 5		
A. R. Cannon	4		
J. T. Monroee			
New Orleans			
R. P. Bennett	7		
T. Affleck	5		
B. Hodges	2		
Chicago			
C. F. Bennett	each 5		
F. V. Spoon	4		
H. O. Allen			
W. F. Callinger	each 3		
R. H. Menning			
J. W. Ward			
Texas			
F. H. Marklev	5		
C. S. England	each 4		
E. Gross			
G. C. Conger	3		

Leaders in New Dealers and New Other A

Texas			
G. C. Conger	91		
C. S. England	23		
H. A. Welmaken	22		
Minneapolis			
G. L. Lathrop	57		
F. D. Randall	26		
O. Manernd	20		
Newark			
G. Albarran	53		
H. F. Huhli	39		
A. Fuentes	each 31		
W. S. Crook			
Omaha			
J. Barker	51		
C. L. Bork	36		
F. C. Steele	20		
Savannah			
C. E. Shaw	42		
R. N. Ballow	35		
J. H. Ashner	23		
Cleveland			
E. L. Hess	41		
W. A. Mason	each 20		
J. C. Birdsell			
G. Dube	each 19		
F. R. Carruth			
Philadelphia			
J. P. Minetree	39		
A. Larkin	each 32		
J. J. MacDonald			
W. H. Jarlen, Jr	each 27		
E. W. Heckel			
San Francisco			
H. B. Lawrence	39		
P. W. Wansner	25		
M. M. Wolcott	22		
Kansas City			
A. M. Bollman	33		
C. G. Porty	23		
G. A. Dorwart	21		