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PRICE LIST,
1907

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TWINLOCK
Pat. Aug. 9. 1904
No. 8833

THIS BOOK IS THE PROPERTY OF
THE SHERWIN-WILLIAMS CO.
AND MUST BE RETURNED TO THE
DIVISION MANAGER OR GENERAL
SALES DEPT. ON DEMAND.

No. 271

ial Varnish Competition

1907

for which are offered in addition to the General
 other and Division prizes, and bonus for having
 estimate.

highest percentage of all points as hereinafter

Divisions except New England, Central Pacific and
 Pacific.

1st representative, - - - \$150.00
 and " - - - 100.00
 3rd " - - - 50.00

England and Central Pacific Divisions:

1st representative, - - - \$150.00
 and " - - - 100.00

Southern Pacific Division:

1st representative, - - - \$150.00

BASIS OF COMPETITION

	Points Decline Each Place
Largest number of orders accepted from painters sold direct - - - - -	4000 1
Largest aggregate sale to painters direct - - - - -	4000 1
Largest number of orders accepted from deal- ers direct - - - - -	40 1
Largest number of orders from Public Build- ings, Asylums, Colleges, Hotels, etc, - - - - -	40 2
Highest percent. of varnish estimate - - - - -	80 2

Work.—Cheap reducers when sold under the name of driers shall
 not be counted in this competition.

Terms—Regular and Special.

Following are the terms, which will be stamped on all invoices, and customers' bills will be expected in strict conformity with:

TRADE SALES DEPARTMENT.

REGULAR TERMS.

"60 days NET: 2% discount may be deducted if remitted for within 15 days from date of invoice, after which 6% per annum, for unexpired time only, will be allowed."

Lead and zinc in 500 pound lots or more always to be included in regular terms, but for separate shipments, or barrel lots, of the following: oil, turpentine, benzine, raw material, dry stock, etc., the same form to be used with the substitution of 30 days, 1% in 10 days.

The subject of special terms in this department to be treated under three heads:

- 1.—Stock order shipments prior to January 1st.
- 2.—Stock order shipments from January 1st to March 1st.
- 3.—Stock order shipments from March 1st to April 1st.

First Classification.—"Shipments prior to January 1st" to include also all orders for immediate shipment booked by salesmen before January 1st:

"Special terms this bill only. DUE JUNE 1st NET: 4% discount may be deducted if remitted for within 15 days from date of invoice, after which 6% per annum, for unexpired time only, will be allowed."

Second Classification.—"Shipments between January 1st and March 1st," or orders booked between those dates for immediate shipment:

"Special terms this bill only. DUE JUNE 1st NET: 3% discount may be deducted if remitted for within 15 days from date of invoice, after which 6% per annum, for unexpired time only, will be allowed."

Third Classification.—"Shipments made," or orders booked between March 1st and April 1st:

"Special terms this bill only. DUE JUNE 1st NET; 2% discount may be deducted if remitted for on or before April 15th, after which 6% per annum, for unexpired time only, will be allowed."

C. & M. DEPARTMENT.

For A. I. P. business and small carriage trade, the regular 60 day terms, as above noted, will apply.

RAILWAY SALES DEPARTMENT.

All invoices to bear the following stamp:

"TERMS—60 DAYS."

This applies to all railway, street railway, and car company business. No mention is made of discount for cash, although 2% will be allowed if requested, and if payment is made within 15 days from invoice date. After 15 days, 6% per annum will be allowed for unexpired time.

Terms on Varnish Sales

To Dealers and Jobbers.

Orders of varnish should be booked on our regular paint terms, as far as possible, viz: "60 days, less 2% for cash in 15 days." Special Varnish Terms, however, will read as follows:

"TERMS—4 MONTHS NET: 4% discount may be deducted if remitted for within 15 days from date of invoice, after which time 6% per annum, for unexpired time only, will be allowed."

Where small orders for varnish are booked with a larger order for paint, the entire order is to be included in one bill, to be governed by the Paint Terms. If it is found necessary, however, to quote different terms on varnish than on paint, the orders will be written up separately and two bills will be rendered to customer. This same arrangement will also apply to turpentine and linseed oil, etc. In other words, there will not be a combination of terms on any one invoice.