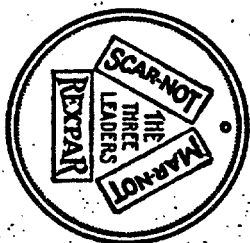


THE CHAMELEON

Top-Notcher
Standings
to March 1

MARCH
1915



N12878

0007-SWP-000006



Chicago

Factory conditions for the month of February have shown a decided improvement over the past few months, and we have been able to operate practically at normal capacity in all departments, having had a suspension of operations during the Fall and Winter months.

The Insecticide Department is extremely busy, working six days a week, turning out Dry Arsenate of Lead, which is in great demand. Lime-Sulfur Solution is moving faster than ever, and the new Dry Insecticides seem to be becoming very popular.

The Dry Color Works, however, has suffered greatly, due to supply of imported dyes being cut off, but we are making such investigations as will cause us to be in the best possible position during the continuance of the European War.

The new Coal Tar Plant has just been started up, and we feel that there is a great field for development in this work. We are approaching it in rather a small, simple way at first, distilling from the Coal Tar products such as Benzole and Toluol, used in Stains and Paint Removers; Creosote Oil used in the Creosote Shingle Stains and Creosote Paints; Carbolic-oil used as a Wood Preservative and Insecticide, and Ebonol, which finds so much favor in painting roofs and other exposed ironwork, and is so satisfactory in preventing seepage on basement walls. As we proceed further there will be other products developed, and we have great hopes for developing this Coal Tar very largely.

For some time past we have been experimenting with the possibility of handling White Lead from the pulp mills directly into SWP without the necessity of drying out and packing in barrels. This shows possibility of considerable economy in manufacture.

Lead Mill

This plant has been enjoying a good output, particularly on our Lead in Oil product, and consequently our operating costs for the past month have been exceedingly good. There is no part of our manufacturing business where costs are as dependent on volume of output as in our Lead Department. The cost of operating the mill is practically the same whether the plant is running at 75 per cent capacity or 100 per cent. Naturally we are always pleased when the boys in the selling organization are pushing our end of the business as they seem to be doing now.

We are installing an additional pulping unit, also a modern dustless dry pulverizing unit. We are attempting to eliminate every possibility of dust to protect the workmen to the greatest possible extent.

We are also installing several large fans for the purpose of eliminating dust to the greatest possible extent.

We have been favored with a number of visits from our Cleveland officials—among them being Mr. Cottingham, Mr. Martin, Mr. Hain and Mr. Douglas, all of whom made a thorough inspection of the plant early this month.



Newark

The output of the Newark Factory is keeping up very well. It may not be generally known that we are now making shipments to the Pacific Coast from the Newark Factory through the Panama Canal, and are able to give our friends in the Far West quite as good service as they had formerly received from Cleveland and Chicago by rail.

A very thorough inspection of the entire mechanical part of the Newark Plant was made this past month by Mr. Maclind, Manager of the Engineering Department. He was assisted in this by Mr. McIntosh. Once a year a thorough inspection is made of all the ma-

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POSTAL TELEGRAPH - COMMERCIAL	
TELEGRAM	
25 00 00 Day Letter	
March 12	
H. W. Cottingham, S. O. Co., Cleveland, Ohio.	
Another victory for Flat-Tone, Shino just landed Office Building thirty four stories covering two and Company architects New York and Chicago Thompson Contractors S. P. Nelson and Company contracting H. D. Shilloney.	

Another Big Victory



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