

The Chameleon

Leadership

Worthy Vigorous Efficient

The aim of our management

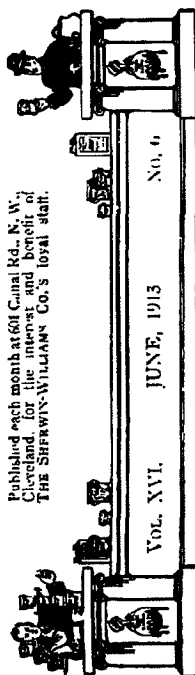
June, 1913



Just before "The Chameleon" went to press the above photograph was received from Representative W. M. Hoey, of Cincinnati Sales Division. Mr. Hoey was stranded for several days in Wabash, Ind., by the floods. His faithful "DB" stayed by him even in the face of such a catastrophe.

The Chameleon

Published each month at 601 Canal Bldg., N. W.,
Cleveland, for the interest and benefit of
THE SHERRIN-WILLIAMS Co.'s loyal staff.



VOL. XVI. JUNE, 1913

No. 6

Leadership

Worthy Vigorous Efficient
The Aim of Our Management

THIS was the key-note of the May meeting of Managers held at Cleveland, May 12th to 16th. It was also the *spirit* of the meeting. The Managers, flushed with the magnificent success of our Great Spring Campaign with sales breaking all past records, were in great form and filled to the brim with that confidence, force and enthusiasm which successful achievement makes strong within us.

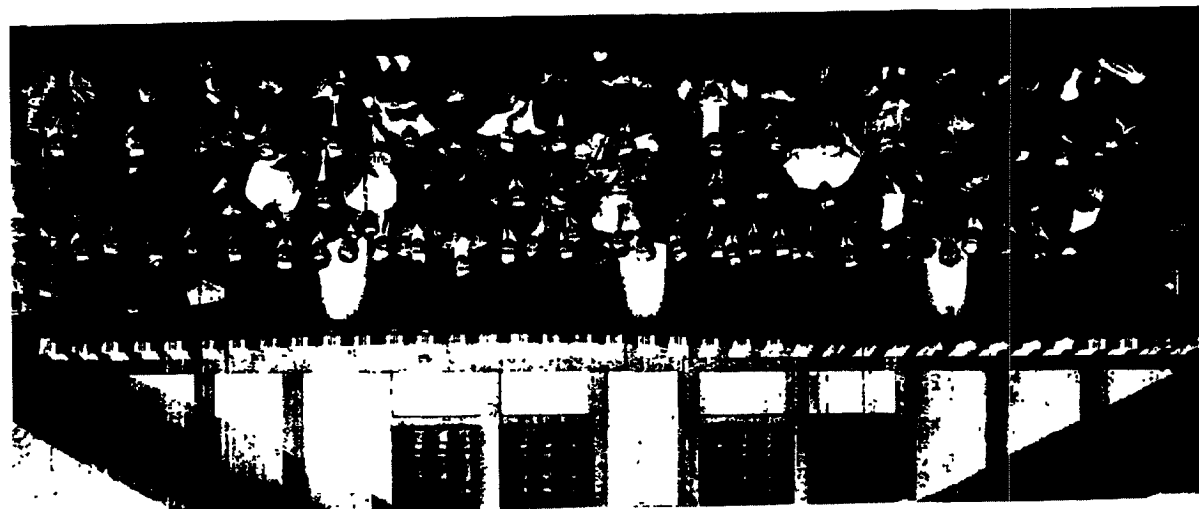
Our plans for another year have been mapped out. They are, as usual, broad and ambitious. We are determined to hold the leadership of the world in our industry. We are equally determined to make that leadership more efficient and more worthy, believing this to be the best way to insure steady growth and the permanency of our business in future.

We are building not alone for size, but also for security. Our business has become a great institution and, therefore, of wide influence. It is capable of further and unlimited expansion, with plenty of scope and opportunity for the most ambitious among us. It is this widening influence and constantly increasing opportunity that makes our proposition so attractive and stirs us to go forward with undiminished ambition, with increasing energy and with undaunted courage. We believe in the business, we believe in ourselves and we have unbounded confidence in our future.

I wish most heartily to congratulate and thank our representatives in the field for the magnificent part you have played in this record year of sales. Our confidence in you grows with the business, and we are immensely proud of the men who have made our selling organization the most notable and successful of its kind.

President.

**Big Sales Gains a Fine Lunch and an Afternoon's
Outing Before Them is it Any Wonder that our
Managers Look Pleasant?**





IT WAS a busy week. From every part of the country, out of every district, and from many of the divisions came the managers with portfolios full of notes and data and heads full of suggestions and criticisms. They came prepared to make real improvements in our business methods; and in those five brief days they accomplished a lot of good, efficient work. Every phase of our business was thoroughly dissected and discussed and where improvement was needed, improvement was decided upon. From the moment that Mr. Cottingham opened the meeting, Monday morning, May 12th, until it closed Friday evening, the slogan of the Convention—"Leadership—Worthy—Vigorous—Efficient," was well lived up to.

The meeting was held in the Club-room of the Cleveland plant, which had been specially decorated for the occasion. After a few brief words of introduction in which he spoke of the present flourishing condition of our business and of the aims of the management, Mr. Cottingham turned over the meeting to Mr. Horton for a discussion of the first subject on the program, "Advertising."

The next three days were strenuous ones. After the Advertising proposition had been turned inside out and put together again, the Department of Sales and Distribution, with Mr. Joyce as Chairman, was thoroughly gone into. The Manufacturing Department Problems such as "The Appearance of Our Products," "Stockkeeping and General Service to The Trade," and "Handling of Returned Goods," were next discussed. Following that the Factory experts held their

session, which was listed on the program as "The Factories' View on the Character of Our Products," "The Auxiliaries Departments," under the leadership of Mr. Martin, was next in line, and lastly, during the Friday morning session, several subjects such as "The Service Department," "Accounting Problems," "The Cashier's Work," and "District Auditing" were taken up.

Then as the noon whistles were sounding, Mr. Cottingham announced that the business of the meeting had been practically finished and that everything was in readiness for an afternoon's outing at the Mayfield Country Club.

Oh! That outing! Here again the slogan of the meeting—"Leadership—Worthy—Vigorous—Efficient," was heartily followed. After a fine luncheon in the Club-House, the party rapidly dissolved into several separate groups. The golf enthusiasts were enchanted by the beautiful course that lay stretched before them and immediately took advantage of it. The baseballers and near-baseballers trooped off to a suitable spot where they engaged in an eloquent game of indoor baseball. Upon the lawn by the Club-House, quotters quotted and tennisers waited anxiously for the courts to dry.

That baseball game was extraordinary. All rules having been discarded—the superior eloquence of Fitcher Mowat combined with the earnest, conscientious co-operation of Umpire Box and the more or less efficient work of eight additional fielders, enabled the "All Stars" to win eight to three over their hated rivals, "The Naps." Don't let us omit to mention here the splendid management of Manager B. B. Cannon, who did nothing but manage. Among the golfers, District Manager Whittlesby worked his clubs and the man making out the handicaps so effectively that he easily carried off the prize. The "Champeen" quotters were Messrs. Dave Jones and Henry Campbell, while Captain Kydd and First Mate Kulhanek captured the tennis championship.

That evening, after the luscious banquet had been disposed of, Mr. Cottingham closed the Convention, taking up a few matters which still remained for discussion, concluding his remarks with the announcement of his impending departure for England. Then amid the old familiar strains of Auld Lang Syne, one of the most satisfactory and efficient annual meetings of the managers ever held by The Sherwin-Williams Co. came to an end.

DURING "Managers' Meeting" week the Get-together Club held its annual meeting at which were elected the officers for the coming year. Mr. G. A. Martin was elected President, Mr. H. J. Hain, Vice-President, Mr. F. C. Kuhn, Secretary, Mr. L. H. Schroeder, Treasurer, and for the Board of Governors, Messrs. H. J. Douglas, W. R. Mackland, J. E. Campbell, F. F. Hesse and P. F. Kinnison. After The Glee Club had performed in their customary satisfactory way, Dr. Stanley Krebs lectured on "Memory."

Champion Bowlers



The Bras-Brites, Winners of the Pennant in The S-W Bowling League, Cleveland

LAST Winter at the Cleveland plant a howling league consisting of eight teams was formed among the enthusiasts. As the season advanced the Championships was reduced to a contest between the "Bras-Brites," a "Factory" team, and the "SWP's," the "Printing Department" team. The former finally won by defeating their rivals in a series of six games, four of which they won.

Final scores: Bras-Brite's 65 won 13 lost
SWP's 61 won 17 lost

Our Indebtedness

By C. H. GRIFFIN

He "Looks the whole world in the face, for he owes not any man."

This appreciation of "The Village Blacksmith" immortalized by Longfellow should have for each one of us a fuller and a deeper significance than the discharge of mere dollars and cents indebtedness.

We are debtors to our associates in acts of courtesy, consideration, and frankness. We owe to them the benefit of any superior endowments we may possess.

We owe to our employers the best of which we are capable. We owe to those whom we employ a just return for their labor.

We owe to our country a patriotism which is "founded in great principles and supported by great virtues."

We owe to our family all the comforts which it is within our power to provide. We owe to them gentleness, sympathy, and an affection-interest in all that pertains to their well-being. We owe to them protection against a "rainy day." We owe to them clean lives and the priceless heritage of an unsullied name.

Let us set about to discharge our indebtedness.

Brighten Up

By MARGERETTA COLLINS

Of the Globe Manufacturing Co., S-W Agents for Peoria, Ill.

Did you ever feel so blue
That the world looked black to you?
Well, there's nothing else to do, but
BRIGHTEN UP.

What's the use to go around
With your face all in a frown
And your chin ahangin' down?
BRIGHTEN UP.

Of course, the sky's not always bright;
Eventually there comes a night.
But then the morning brings the light, and soon it
BRIGHTENS UP.

After the clouds there comes a storm,
And all the world looks dark and forlorn.
But the sun will shine out clear and warm to
BRIGHTEN UP.

When we are saddened and distressed,
It's pretty hard, I must confess,
To let the troubles lay at rest, and
BRIGHTEN UP.

But let's be cheerful if we can—
Keep on smiling to the end,
'Twill always help a fellowman, to
BRIGHTEN UP.

Anyway, you'll agree with me,
A gloomy face is not pretty.
And if your own you chance to see, you'll
BRIGHTEN UP.



Mr. E. M. Williams Resigns

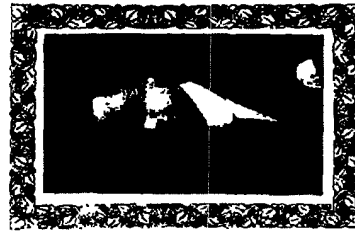
Mr. Williams's Bulletin of April 18th

THIS is to advise you that beginning May 1st, Mr. L. E. Body, formerly Assistant Manager and later in charge of Territory "M," will become Manager of the Street Railway Sales Department. He will also have charge of the office detail of the general Railway Sales Department. This change is made necessary by my desire to give more time to outside interests, and to my knowledge that this cannot be done with justice to the work of the Department. Mr. Jones, Chief Clerk of the Department, will assume charge of Territory "M," the Marine work on the Great Lakes, which Mr. Body has been looking after for the past two years.

Mr. Gerth Succeeds Mr. Nessel

Mr. H. W. Nessel's fine work as Promoting Manager of the Mississippi Valley District is familiar to us all, and it is with pleasure that we announce his appointment as representative on Territory No. 111.

It needed a good man to fill Mr. Nessel's shoes, and that man fortunately was immediately found. Mr. Emil C. Gerth, Mr. Nessel's successor, has for several years been connected with the St. Louis office, and has very ably handled the various positions that he has occupied in that office. We are confident that Promoting work in Mississippi Valley District will be well done with Mr. Gerth as Manager.

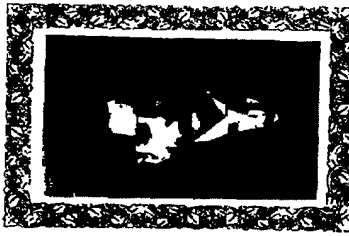


Mr. L. C. Gerth

The Reward of Merit Two Recent Promotions

AS A RESULT of his fine work as Sales Manager of the Northern Pacific Sales Division, Mr. W. J. Bland has been promoted to take charge of the Sales for the Canada Paint Co. at Winnipeg. We wish him the best of success in his new field.

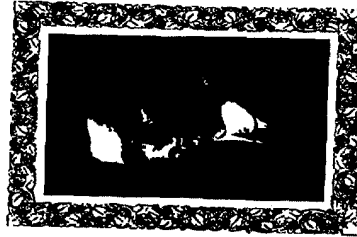
It is with pleasure that we announce the appointment of Mr. D. A. Aronson as successor to Mr. Bland. Mr. Aronson has been connected with the San Francisco office for twelve years, and has acted as Sales Manager for the last three years. Due to his close association with the district office, he is thoroughly familiar with conditions in the Northern Pacific Division and is particularly well fitted to direct the work on the territories there.



Mr. D. A. Aronson

Mr. L. M. Williams, who for a number of years has acted as General Purchasing Agent, has resigned in order to devote his entire time to personal interests. Mr. Williams has been very much liked by his business associates, and it is amid sincere regret and the hearty good wishes of his friends that he leaves the S-W fold.

Mr. C. G. Bull succeeds Mr. Williams as General Purchasing Agent. Mr. Bull has so ably taken care of his former position as Assistant General Purchasing Agent that we know the new position will be very efficiently filled.



Mr. C. G. Bull

In April, Mr. Cottingham visited Harvard University, where he delivered four lectures. The subjects were:

- "The Problem of Distributing Paint and Varnish."
- "Creating Demand and Selling Methods."
- "General Organization of Business" (using Chart.)
- "Branch House and Distributing Organization" (using Chart.)



No! It's Not an Airship, Just a High Drive
by Mr. J. H. Williams



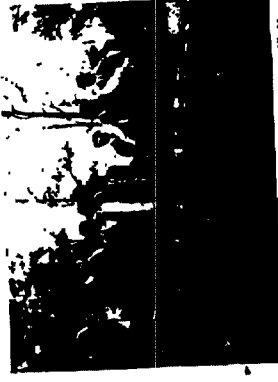
Mr. Madell Getting Out of
Piffleulles



Captain Kydd Juggling a
High Ball



Mr. Coltingham Caught Unaware



Messrs. Bull and Davis Quailed Well
But Not Well Enough



Hynes! Breathed Mr. Hynes
as he Missed the Ball
Messrs. J. J. Allen, J. R. Green, Williams and Hynes



Mr. Joy's "Trot Ensemble" was Much Admired
(In other words his knicker were knitts)



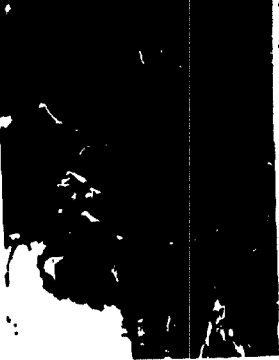
Pitcher Mount (All Stars)
Was Inimitable



Oh! a Beauty, but High!
Note the Expressions of Admiration
Messrs. Hase, Schofield, Sims, Abby and Stealing



"By the Beard of My Fathers," I would
Captain Kydd, "I'll Swear This Next One!"



But he Didn't, and all the Fans Jeered
Messrs. Hase, Schofield, Sims, Abby and Stealing

From Our Associate Editors

J. A. Buchanan
A. J. Kahanek
E. C. Gerth
R. B. Cogswell
I. M. Jacobs
Royal Claxton
L. F. Collister
J. H. Herche
R. C. Billingsly



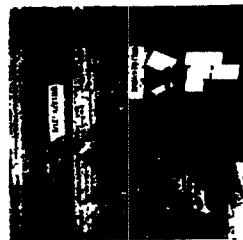
DALLAS

Our representative, Mr. F. G. Lott, has been successful in selling S-W materials for painting the entire town of Remlig, Texas. This work will require about 300 gallons of SWP, not to mention numerous other special products for interior and exterior use.

The article in the last issue of *The Chameleon* commenting on Mr. Twaddell's work so thoroughly pleased this gentleman, that in order to keep his name before our readers, he has recently induced the firm whom we mentioned, to give him another order—this time for two cars.

We are pleased to supplement the extract from Mr. Ashbrook's recent bulletin in the last *Chameleon* with reference to the competitive test between SWP and Sears, Roebuck's Paint with the information that the local manager of the Sears, Roebuck Company recently painted his house, using for the work, SWP, which he obtained at retail price through our local agents.

Through the efforts of our Houston Superintendent, Mr. L. L. Free, Sherwin-Williams materials are playing a most important part in the finishing of the new building in the enterprising city of Houston. Houston at this time, is considered one of the most progressive and growing cities in the state, and we are proud to know that during the past week, Sherwin-Williams Products have been used throughout in the refinishing of the leading hotel, The Bender, also on the new De George Hotel, as well as on a number of churches and school buildings.



*If You Wouldn't Join?
Sole Manager With and Some
Indications*

BOSTON



Mr. L. W. Barney has been in touch with one of the large manufacturing accounts in his territory and sends in an order for one ton of Special Paste Paint, 300 gallons of Special Liquid Paint, 100 gallons of Varnish and 50 gallons of Aluminum Paint, besides a number of other specialties for the finishing of the property.

Mr. A. D. Campbell is to be congratulated upon the way he is sending in orders for new agencies. Mr. D. H. Thompson is also putting in some new agents in the backwoods towns of Maine.

One of our "hustling" New England agents, besides ordering a good supply of Mar-not on his stock order, has sent in a fill-in order for 50 gallons. Floors in this busy town will certainly "shine."

One of Mr. Thompson's hotel accounts has sent in an order for four barrels of Shingle Stain, 20 gallons of Floor Paint and 40 gallons Enameloid, besides a nice quantity of First Quality Oil Colors. There is good business to be obtained from the large Summer hotels, and the representatives should not overlook following up this class of trade.

The continued rain which we have had during the past month has handicapped our dealers in selling house jobs, but we are looking forward to better weather.

SAN FRANCISCO



Representative J. W. Duncan of the Portland Sales Division says that it pays to keep in close touch with State Engineers, County Commissioners and others who influence the buying of supplies. As a result of his efforts along this line he got an order from the Highway Department in the State of Washington the other day for 130 gallons of Perfect Method Red Lead, 130 gallons of Raw Linseed Oil and 225 gallons of Metalastic No. 2. This is just a beginning, so he tells us—but it is a good one.

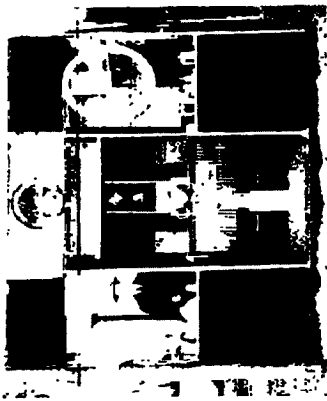
By the way, Mr. Duncan is in the limelight again, being the father of a bouncing baby girl, which was presented to him early in April.

In last month's *Chameleon*, we reported that E. T. Parsons had left for his annual trip to the Hawaiian Islands. The following cablegram just received from him indicates that he is "doing things" there:

Ship immediately 24 barrels of Flat-tone White and 8 barrels of Mixing Size.

This is all to be used on Uncle Sam's new fortifications and barracks just outside of Honolulu.

All of our Pacific Coast houses profited by the visit of Traveling Auditor, George H. Griffiths. He has the happy faculty of getting to the bottom of things in a quick and effective manner, and his suggestions were helpful to all of us. Never in the history of S-W Campaigns has anything made the impression on our representatives and inside staff, as the present Brighten Up Club Campaign. The majority of agents has become enthused and is profiting by it; the representatives are all "pepped-up" over it, and the inside staff seem to put forth more energy to carry out their part of it. It is surely an interesting and successful campaign.



At the National Orange Show, San Bernardino, Cal., we had this instructive booth managed by Messrs. L. F. Collister and L. B. McDade.



KANSAS CITY

Our Slogan: "SEE SOUTHWEST SOAR"

The following extract from a recent town report from Mr. W. R. Oliver, our eastern Colorado representative, shows just how he feels about it:

Hal! Hal! The S-W Co.'s new agent at this point. This is the firm I called upon last Fall and was informed positively they would not buy our line. Agents, Messrs. Wyatt & Parker. I decided they would soon change their mind. Today is the day. Lincoln account down and out in the transaction.

In reporting a recent call on his agent, Mr. Geo. D. Pendleton of Altus, Okla., Mr. Guy Cascoigne says:

They all have it. Here is another dandy fine window of our products, and it is moving things too. Agent here is much enthused and going fine. Has been sending in repeated orders to jobbers.

This report comes from a section of the country which Mr. Gascoigne informed us last year hadn't enjoyed a good rain for so long that they had frogs down there four years old that didn't know how to swim. Guy has been calling on the various gin and cotton oil companies in his territory with a view to making up a car-load order of C & M goods, and it is certainly beginning to look as if he were going to be successful in doing so. One of his accounts who evidently could not wait for the car-load order to be made up sent in an order for 160 gallons of SWP to be shipped to three of their plants.



ST. LOUIS

There were quite a number of decorative operations on which reports of results were overdue. We started a clean-up campaign on these a short time ago, and the results show that the Decorative Department is certainly one of our strongest business-getters.

We received reports on 177 suggestions—119 or 67 per cent of these were successful. The amount of sales on 105 of these was \$4836.14—an average of \$46.06 on each operation. On the other 14 the amount of sales was not reported.

One of our agents in an Illinois town recently went after the business on a church job. He talked to the painter who was to do the work and found that he was very much against using S-W materials. Then we got the Decorative Department on the job. Did our agent land it? Here is what our representative reported:

James Cummings—Sold him flat-tone and Colors for walls in church. He did not want to use it, but with the aid of the Decorative Department, we put one over on him by getting the committee to insist that he use our goods.

Mr. Geo. E. L. Dyson, reports that he gave the "Paint Pirates" another black eye. Here is the way he puts it in his letter:

Landed an order in Paris, Tenn., for 127 gallons Flat-tone and 75 gallons Mixing Size. One of the Pirates offered goods at \$1.30—1 landed at \$1.55. These goods are to be used on the Barton Flats, classical building in the town, and when finished, will be S-W building entirely.

Now just read what Mr. C. D. Youngs does to cheap competition. The other day he called on an agent who said he could not sell SWP because his competitor was selling a (paint?) at \$1.15 and everybody in town was buying it. Mr. Youngs took Mr. Agent around to see some of the property-owners who used the cheap stuff last year and the year before. Result—sold 24 gallons of SWP to refinish several "bum jobs" and left the agent very enthusiastic. In future he is going to talk quality instead of price.

Where the Wheels Go Round



Cleveland

The factory has now recovered entirely from the damage suffered from the flood, all departments being well up in the execution of orders. The stock of manufactured goods of all kinds is in good shape, the orders generally being handled very promptly.

At the last meeting of the Foremen's Club, considerable time was spent in discussing matters in connection with the flood, and many suggestions were made which would minimize possible loss in the case of high water at another time. These are being followed up and will result in permanent improvement.

The demands for varnish are proving so heavy that it has been necessary for some time to run the department overtime.

The factory has had a general brightening up, to keep pace with the Brighten 'n' spirit which has pervaded the entire organization.

Mr. F. M. Weber, who for many years has been connected with the Finishing Department, has been appointed to the position of Assistant Superintendent of the Cleveland factory. He is giving particular attention to the execution of orders.

Mr. Herbert Sullivan has been appointed as foreman of the E Department. His long experience in various grinding departments, and in the Testing-Room, will enable him to handle the important experimental work in this department most efficiently.

Mr. J. Bosch has been transferred to the Testing-Room, where his experience in the practical application of paint will be used to very good advantage.

Mr. Joe Doyle has been made foreman of the Varnish Filling Department, thus giving him the responsibility of the department in which he has been working so efficiently for many years.

Mr. L. A. Masterson has been added to the staff of the Testing Department, and brings with him a ripe experience in carriage finishing, which will strengthen the work of the Testing-Room in this particular direction very much.

Chicago

We have continued to enjoy a very heavy business in paint and varnish, and with the warehouses well stocked, we are making very prompt shipment on orders, and have thus far come out in good shape with the tonnage that we have had to fill this Spring. The indications are that the factory will continue a fair output for the

coming month if the weather conditions throughout the country warrant a large consumption of our goods.

The manufacture of Dry Color has been running at maximum capacity with the new Goodell type of kiln giving us exceptionally satisfactory results. We will be able, shortly, to manufacture the new line of greens and yellows which will put us in a position to offer the trade a very bright and strong line in these colors.

Due to conditions throughout the country, the manufacture of Lime-Sulfur and Arsenate of Lead has slackened somewhat. We have, however, at this time, made considerably more of the latter than during last year. Paris Green manufacture is holding its own completing orders for direct shipments to customers. Our stock on hand for shipment in large packages is in extremely good shape.

We are planning to re-construct the Paris Green manufacturing building, to make it more efficient and up to date, particularly in sanitary arrangements.

The Foremen's Club is having very interesting meetings, and is proving to be a considerable factor in the smooth working of this plant. On Monday evening, May 5th, a social evening was given in the dining-room, which was beautifully decorated in white and yellow. Supper was served at 7:30. Lack of space prevents us from publishing in detail the many musical features, which in addition to addresses by Messrs. Bigelow, Goodell and Creager, made up a very attractive program. This was followed by an informal dance, and a general social time, which was very much enjoyed by the 96 guests who attended.

Newark

The output of the factory continues to be very heavy, up to the end of April showing an increase of nearly 20 per cent over last year.

The manufacture of Toners is now well established; this factory is supplying almost the entire demand for this class of colors.

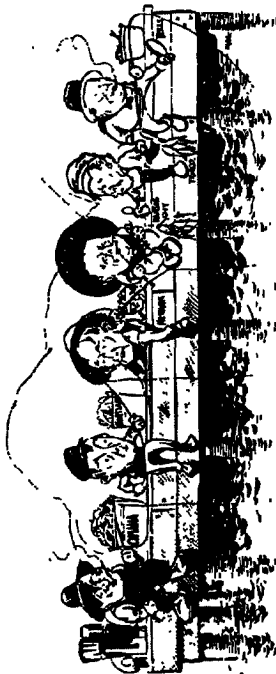
We have nearly completed a new drying kiln of the type designed by Mr. Goodell, Superintendent of the Dry Color Department at Chicago. Kilns of this type recently installed there are proving very efficient, giving very good results at a much reduced cost.

The manufacture of Lime-Sulfur has now been completed, and we will shortly finish the manufacture of all Arsenate of Lead required of us, when the Insecticide season will be closed for this year.

At the last inspection of the plant by one of the most critical of the Insurance Underwriters' inspectors, we received a perfect rating.



"Every day that is born into the world now comes like a burst of music and rings itself all the day through; and thou shalt make it a dance, a dirge, or a life-march, as thou wilt."—*Carlyle*.



At the End of the Deck

Sales Department Notes

Representatives Competition to May 1, 1913

Leaders in New SWP Agents

Mr. Berg's territory in Omaha Division must be pretty thickly populated with S-W Agents these days. Look at his record so far this year—twenty-nine new agents. He keeps on adding them each month, too, and has even increased his lead over that specialist in new agents, Mr. Duncan of Portland. Newark has once more slipped into third place by beating Kansas City by just one.

Omaha	C. E. Reig F. A. Brown H. Dalton F. C. Steele	Savannah	R. N. Ballow C. E. Shaw J. H. Adner	15
Portland	W. Duncan B. D. Taylor B. K. Rogers	Cincinnati	P. B. Spangler W. F. Staubaugh J. T. Menzies	14
Newark	G. S. Spettigue H. J. Howell W. H. Porter A. D. Collins A. Fuentes	Cleveland	W. A. Mason P. Knush R. G. McKay O. D. Schell J. H. Hall W. S. Harshbarger	13
Kansas City	G. A. Dorwart E. J. Clark R. E. Graham K. Miller	Birmingham	D. W. Hinge L. A. Steger	12
San Francisco	F. W. Wansan M. M. Walcott W. E. Carter	Minneapolis	O. J. Brude P. H. O'Neill O. Mannerud	11
Texas	C. S. Radland S. M. Mather T. H. Morkley W. I. Morgan	Philadelphia	W. D. Spencer W. D. Foster C. R. Albee J. J. MacDonald J. P. McIntire	10

St. Louis	H. W. Vogel K. J. Tucker G. E. Low W. V. Hammond	New Orleans	B. Hodges R. P. Bennett T. Adrick	each 10
Chicago	C. C. Hallinger C. F. Bennett D. A. Syron	Los Angeles	S. G. Harless L. R. McDade G. W. Burill G. E. Cannon	each 9
Boston	D. H. Thompson W. I. Hesse J. H. Haines			each 8
Texas	G. C. Conner C. S. England E. Gross H. A. Winkler	San Francisco	H. B. Lawrence E. W. Wimsa W. R. Carter	each 7
Minneapolis	G. L. Lathrop O. I. Brude H. C. Lau	Chicago	R. W. Western G. J. Manasa W. W. Cook	each 6
Cleveland	E. L. Hesse G. Dube P. Knush	Newark	C. Allatran G. S. Spettigue W. S. Crook H. J. Howell	each 5
Philadelphia	J. P. Munster C. B. Albee R. D. Spencer	New Orleans	M. D. Palmer H. Hodges T. Adrick	each 4
Omaha	J. Barker J. Berg P. A. Brown	St. Louis	W. D. Nichols G. K. Lohs R. J. Tucker	each 3
Birmingham	G. G. Menefee I. A. Steger D. W. Hoge	Kansas City	A. M. Hollman E. H. Nolte G. A. Dorevort	each 2
Cincinnati	W. F. Staubaugh R. E. Spangler W. J. Peters W. M. Huey	Boston	F. H. Ripley J. H. Hesse W. B. Dowdell P. L. Maury	each 1
Savannah	C. E. Shaw R. N. Ballow J. H. Ashler	Los Angeles	E. I. Culver L. R. McDade G. E. Cannon G. W. Burill	each 13
Portland	I. W. Duncan J. P. Rogers F. W. Hesse			

Leaders in New Dealers and New Other Accounts

In New Dealers and new other accounts, Mr. Conger's wonderful performances are becoming a matter of habit, they are coming off so regularly. Last month he added fourteen more to his big list. Mr. Lathrop of Minneapolis has the same good habit—this month in a little more pronounced degree than even Mr. Conger, as he has added twenty. Mr. Hesse of Cleveland, still keeps up that spurt of his, and has pulled his division into third place.