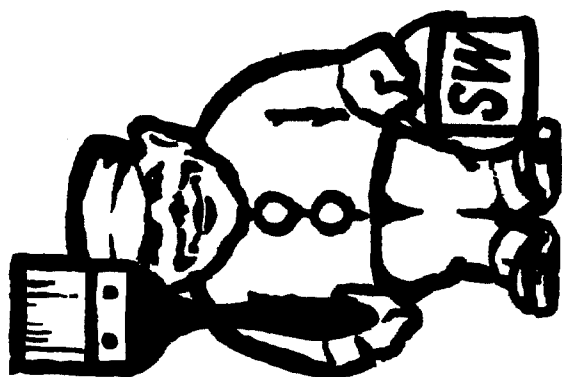


The Chameleon

AUGUST, 1907

Fall Campaign
Number



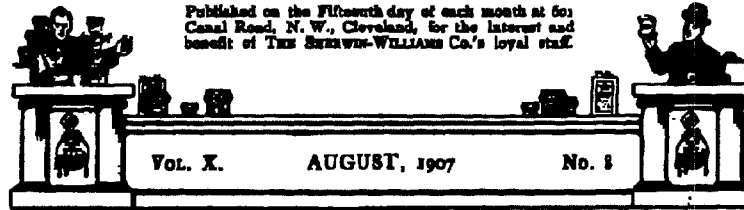
I'm glad I am a painter
For the very simple reason
That since I've used S.W.P.
It's been "my busy season".

N23537

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The Chameleon.

Published on the fifteenth day of each month at 501
Conal Road, N. W., Cleveland, for the interest and
benefit of THE SHERWIN-WILLIAMS Co.'s loyal staff.



MORE THAN A MILLION GAIN.



FEW years ago it was one of our great aims to make the gain in our sales a million dollars in a year. We came very near it the last couple of years, but never quite reached it. We have, however, not for an instant turned our eyes or thoughts from the mark. We have planned and figured and worked constantly to make good our aim, and this year we have done it, and will go considerably beyond it.

In the second week of July we crossed the million mark, and we are now headed for a million and a quarter, which we hope to reach by the end of our fiscal year, August 31.

There's a good chance that we'll do it.

The power switch has been turned on at full strength. The generators in our sales and promoting departments in all offices are working at high speed. The wires which reach every territory throughout this broad continent are alive with the current of energy and ambition which makes the vast machinery of our organization vibrate with force and efficiency.

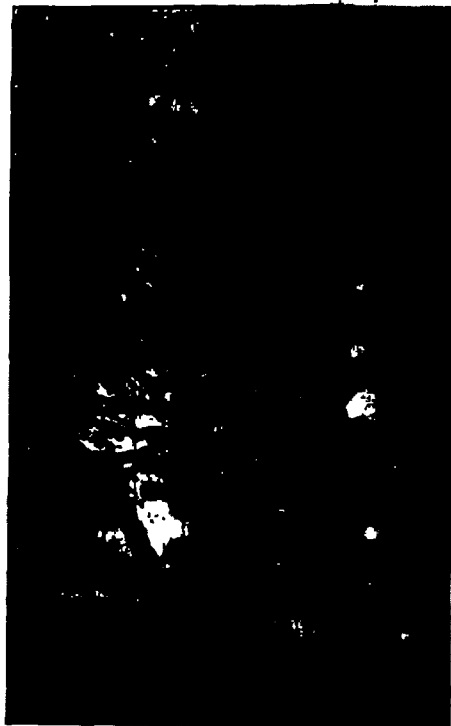
The home stretch is on in earnest and the next couple of weeks will count for much in the final sales and in the great Top-Notcher competition which is drawing to an end, with many of the high places very closely and very warmly contested.

So much for the past. As to the future, at no time in the history of our business has it looked so bright or so large to me. All we want is a continuance of fairly favorable conditions, and I believe the fine records made this year will look tame compared with results we will accomplish next year. Our organization is gaining in strength all the time, and the staff, through experience and perseverance, increases in knowledge and power. Progress depends upon intelligent effort, persistently applied, and there are no limits to its possibilities.

Such is the spirit that animates our hopes, our aims and our endeavors.

Vice Pres. & Gen'l Mgr.

Southwestern District Convention.



The Group—As Somebody Makes a Joke.

THE Third Annual Convention of the Southwestern District representatives was held at the Costes House, Kansas City, on Monday and Tuesday, July 29th and 30th. It was the most successful and enthusiastic convention ever held in the Southwestern District. Mr. Alex. Slater, our General District Manager, was in attendance and was royally welcomed by the representatives and employees. During the course of the convention, Mr. Henry R. Hirschling, of Hirschling-Morris Co., our agents at Lincoln, Nebraska (who is shown in the above group photograph supporting Mr. E. S. Donnelly), gave a very interesting talk, and one that made a great impression on representatives. For sixteen years previous to starting in business for himself, some few months ago, he had traveled for a well known paint house. Notwithstanding this, and being on the best of terms with his old employers, he immediately decided to stock our line. As he explained to us, his reasons were that he firmly believed that ours was the best line to tie up to. As a competitor of S-W. Products, he had carried on tests in which our products always showed up favorably and his experience on the road was that S-W. methods and policy were better to have behind him than opposing him. So he decided to represent S-W. in Lincoln in spite of the flattering concessions other makers offered him. This is certainly strong evidence of the merit of our proposition.

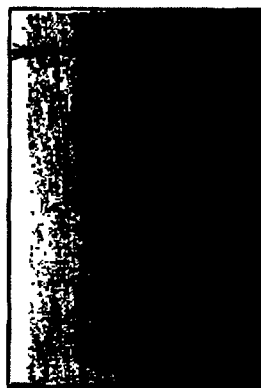
First Day's Session.

The convention was opened by Mr. A. D. Joyce, who gave a brief history of the progress of the Southwestern District, calling attention to the

fact that at the first convention which he attended in the district there were but 16 representatives and that at that time there was but one division and one office in the Southwest; while at this convention there were 28 representatives, a sales manager and the superintendents from the Omaha and Dallas houses. Mr. Joyce called attention to the very rapid increase in the volume of business of the Southwestern District and predicted splendid things for next year.

He then introduced Mr. Alex. Slater, who gave a very interesting talk on the ideals of the Company and of the representatives and what the Company expected of its representatives. Mr. Slater told the representatives of the many possibilities of advancement within our Company and let them know that it was the policy of this Company to recognize true merit and to advance capable men to positions of trust and responsibility as rapidly as possible. Mr. Slater's remarks were enthusiastically received and he was frequently interrupted by applause.

The morning session was devoted to a discussion of Trade Sales Reports, and the different representatives who have made exceptional records this year told how they made them. Mr. W. W. Haynes, who has made the biggest increase of any representative in the district this year, gave a splendid talk on his method of securing trade. In the afternoon Trade Sales Goods were discussed, and Mr. Slater gave an interesting talk on the formula of S-W Gloss White. In doing this, Mr. Slater took occasion to point out our policy as applied to paint making. The various lines of Shelf Goods were taken up separately and many interesting facts were brought out regarding the best method of getting a wider distribution for these good lines. The session closed with a spirited discussion on our line of varnishes.



Seeing Kansas City.

Second Day's Session.

The forenoon of the second day's session was devoted to a discussion of C. & M. goods and sales. Mr. Joyce took occasion to comment on the very rapid increase of C. & M. business in the Southwest. The record has been phenomenal and yet Mr. Joyce expressed himself as believing next year will show even greater gains than the year just closing. Particular attention was given to our lines of Carriage Finishing Specialties and the methods of finishing carriages were thoroughly discussed. Just before the close of the morning session Mr. F. B. Gable gave a practical demonstration of the superiority of S-W. Outside Gloss White over the goods of our principal competitors in the Southwestern District. The test which

Mr. Gable exhibited was very convincing and the results showed that competing lines were not in the same class with S. W. P.

The afternoon session was opened with a review of Territorial Work, and Mr. Slater outlined the Company's position with regard to new agents and new dealers. Mr. J. H. Payne gave an interesting talk on Territorial Work and showed how the representatives could help the inside staff by their careful attention to details. Mr. R. I. Lott, Promoting Department Manager, followed with an outline of the Fall Campaign. The Fall Campaign plans were well received by the representatives and everyone expressed the opinion that they were bound to bring good results. Mr. R. H. Hornburgh then spoke on matters connected with the Accounts Department and took occasion to thank the representatives for their good help in giving the Southwestern District the reputation for having the smallest past due list of any district in the Company.

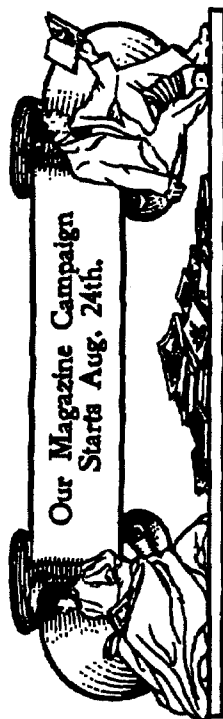
Mr. Joyce closed the convention with a talk on what the representatives must do during August in order to hold the trophy at Kansas City. Every representative expressed the determination to put in strenuous work during August and it was unanimously agreed that the trophy would not be given up without a fight to the last ditch.

On Tuesday evening the representatives took a "Seeing Kansas City" car ride around the city and to the Evanston Golf Club, where the annual banquet was held. The banquet was a great success. Mr. Joyce acted as toastmaster and Mr. Slater responded to the toast of "The General Management." He spoke in an earnest and convincing way of his appreciation of the treatment that he had received at the hands of the staff of the Southwestern District, and he said he could well understand how the men of the calibre of the Southwestern representatives could continue to pile up splendid records. During his remarks Mr. Slater took occasion to refer to honesty in business, honesty in life and honesty in ideals. The talk was greatly enjoyed and was generously applauded by everyone present.

Mr. E. S. Donnelly responded to the toast, "The Inside Staff and the Local Management," and drew a glowing picture of the future prospects of the Southwestern District as a whole. Mr. F. B. Gable responded to the toast, "The Representatives," and drawing from his experience as a traveling man, gave the representatives the credit for much of the wonderful progress that our Company has enjoyed.

Mr. Joyce then said he had a surprise for everyone present and announced the appointment of Mr. F. B. Gable as Sales Manager at Kansas City. The announcement was splendidly received and Mr. Gable was congratulated by everyone present.

The banquet closed by everyone joining hands and singing "Auld Lang Syne," and after the song was over and before the hands were unclaspd Mr. Geo. E. Cannon, for the representatives, made an address to the management, thanking them for the generous entertainment and closed by saying that all the representatives faithfully promised to do their utmost to make August the biggest month in the history of the district and that everyone would do his utmost to win out in the Top-Notcher race this year.



BEGINNING with the *Saturday Evening Post* of Aug. 24th our ads will appear in the leading magazines. The accompanying illustration will give some idea of our initial bow in the above mentioned publication and in magazines like *Everybody's*, *McClure's*, *Manly's*, *Century*, *Collier's*, etc.

The campaign is general in character, advertising Sherwin-Williams Products for all purposes.

Double Page Magazine Ad to be run in Sept. Magazines

In the *Ladies' Home Journal* the campaign will appeal especially to women. It will tell the possibilities of paint and varnish in the home.

We will reach each month 20 to 25 million readers, the best people in every city, in every town and in every farming community. The force of such publicity should help every representative. It is another strong link in the S-W. Proposition, and can be made a convincing reason why your agents should carry the full line and why prospective agents and dealers should stock our goods.

This magazine advertising is *additional*—all the direct methods which single out individual prospective buyers are retained. Our advertising will be more effective, for as we increase the size and scope of our advertising we increase the business-pulling effects of each individual piece or kind. The man or firm who expects magazine advertising alone to perform miracles as regards his sales has ninety-nine chances to be disappointed and one to be successful. Magazine advertising must be used as intelligently as any other form of advertising to make it pay. It will, however, be a means of greatly increased sales if we *continue to talk and use our whole line of advertising*.

The most thorough arrangements have been made with divisions so that they are in the best possible position to follow up inquiries and turn them into orders.



The "Brighten Up" Campaign.

By the time this number of THE CHAMELEON is in the hands of representatives our Fall Campaign will be fairly under way.

"Brighten Up" is again the slogan, and we don't think a better one exists.

With the added impetus that our magazine advertising will lend we confidently and justifiably expect the most successful Fall Campaign we have ever undertaken.

At the head of this page we show cut of the tube which will be mailed to agents on the 20th inst., labeled "Your Fall Campaign."

It contains the following:

A window display consisting of

- 5 cover the earth corner pieces
- 1 right hand vertical paint men stripe
- 2 left " " " "
- 2 top horizontal " " " "
- 2 bottom " " " "
- 1 Brighten Up streamer
- 1 S.W. Paint and Varnish streamer
- Poster giving full information in regard to our magazine campaign, and the directions for trimming the window

In addition to this a set of post cards for personal letters to property owners is enclosed.

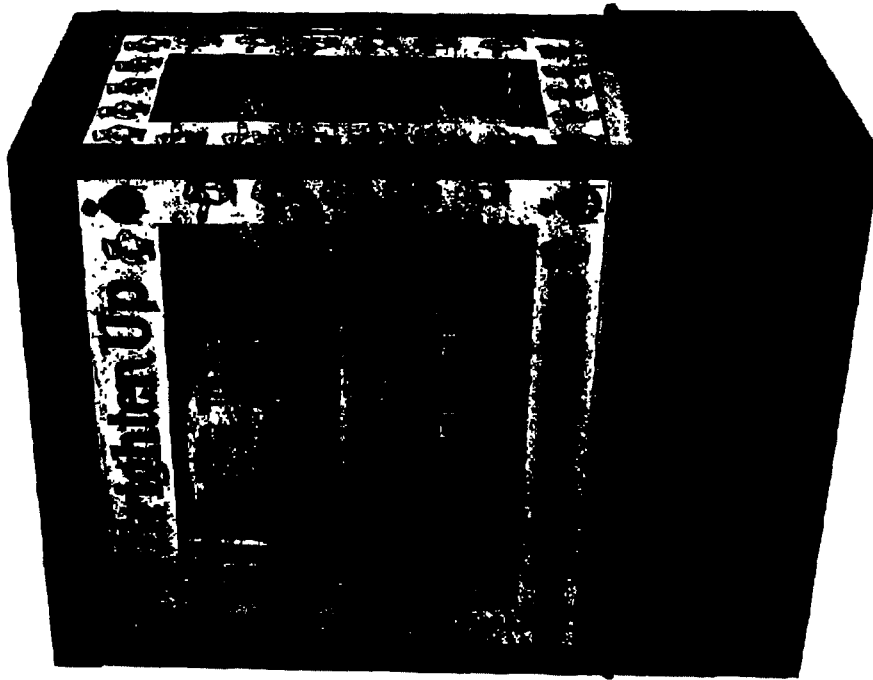
Illustration on opposite page shows how a window is to be trimmed with contents of tube.

This comprises the simplest and most effective campaign imaginable—agents and dealers getting all the necessary matter in the tube.

Many of our agents will push this campaign with promptitude and enthusiasm—while some others may be inclined to delay or neglect it altogether. Get after the latter. Urge them to trim their windows. Suggest that they run some "Brighten Up" advertising in their local papers. Impress upon them how our magazine advertising will back up their efforts. The S. W. P. to be issued 25th inst. is a "Brighten Up" issue and will second your work.

With your co-operation there is no question that the Fall Campaign of '07 will stand as a record.

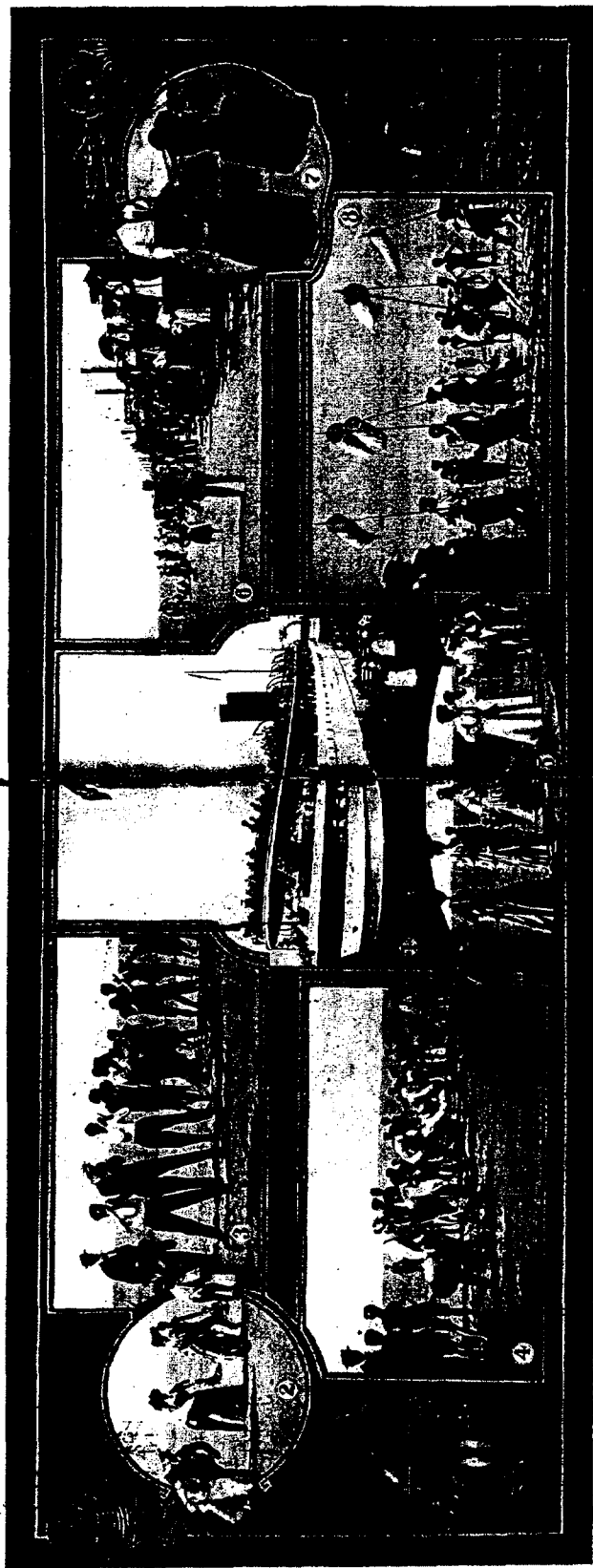
Fall Campaign Window.



THIS is the "Brighten Up" window trimmed with contents of tube as before described, and this illustration will be printed in September S.W. P. (issued August 25th) for the guidance of agents.

This display shows simply an arrangement of S.W. Products, but agents should be urged to use their ingenuity to make a more attractive display.

A striking window display is the link that connects all other forms of advertising with the actual sale of the goods, and consequently is very important in this campaign.



SNAP SHOTS AT CENTRAL DIVISION PICNIC.

1. Steamer Eastland. 2. Three-Legged Race. 3. The Pipe Race. 4. Managers' Contest. 5. Thread-the-Needle Race. 6. All Hands in Swimming. 7. Boxing in Barrels. 8. The Wind-Bag Race.



HE weather was "brite and farc," to quote from the "Diary of a Real Boy," when the Steamer Eastland pulled out at 8:35 a. m., July 23rd, with the Central Division twenty-seventh annual picnic on board. The steam calliope on the hurricane deck piped out "Waiting at the Church" as the steamer drew away from the dock and started on her three-hour journey to Cedar Point on Lake Erie, where the picnic was held.

Immediately after lunch the sports were started on the beach and a large number of spectators along the boardwalk took in the fun. We have been particularly fortunate in securing photographs of the various sports during the day, which are shown above, while the results are tabulated below.

Good-natured rivalry and abundant coaching from the side lines marked the carrying out of the program, and if the winners received prizes the losers certainly received lots of good advice. The managers' contest, in which Messrs. Alex. Sclater, L. J. Fasquelle, F. E. Davis, J. L. Evans, W. Bulger, S. P. Fenn and L. M. and E. M.

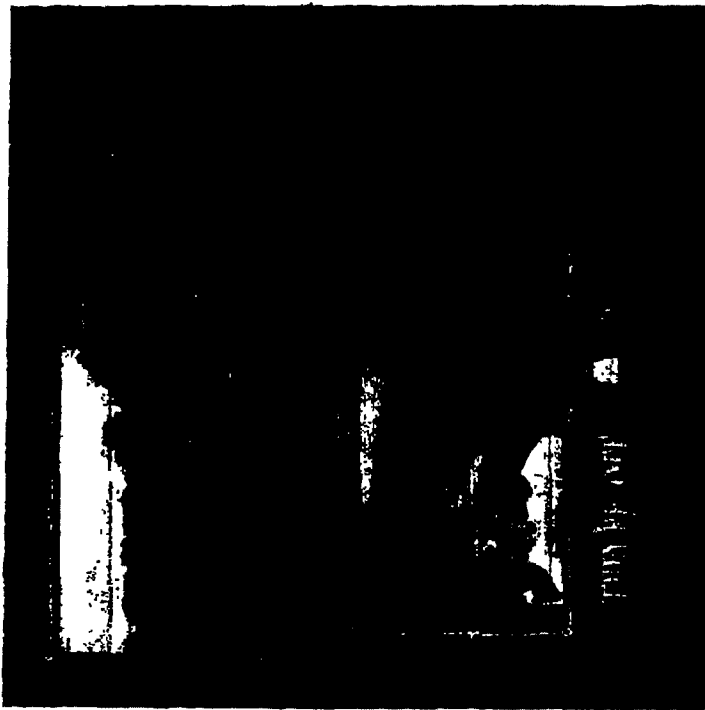
Williams participated, was probably the most enjoyable from a spectator's standpoint. Each contestant was supplied with a gaily decorated whip and a long ribbon attached to the leg of a chicken. Although the race was in doubt at all times, Mr. Fenn guided his bird over the line a winner in spite of the many amusing stunts by which other drivers tried to urge their steeds to greater and more direct efforts.

The crowd on the "Eastland" when she pulled out at 6 p. m. on the return journey carried with it the memory of a happy day. Cleveland was safely reached at 9:25 p. m.

THE WINNERS.

Three-legged race, Harry Clifford and Mrs. Harry Clifford, first; Jas. R. Gentilly and Miss Mary Smidel, second; Harry Lupton and Miss Laura Oldham, third. Thread-the-needle race, C. C. Hill and Miss Mary Smidel, first; Alfred Kaighin and Miss Carrie Nowak, second; Harry Lupton and Miss Laura Oldham, third. Boxing contest in barrels, for boys under 12 years, Master Arthur Hoiser, winner. Pipe race, for gentlemen, Frank Berry, first; Raymond Balcom, second; E. Bachardt, third. Children's blind grab, prizes for all. Managers' contest, Mr. S. P. Fenn, winner. Wind-bag race, Jas. V. Gentilly, first; C. C. Hill, second; W. W. Cook, third. Water base ball, Factory vs. Office, five innings, score tied. Bowling, Factory vs. Office, factory won. Prize Waltz, Miss Ella Dress and Mr. Pat Walsh, first; Mrs. Joseph Doyle and Mr. Joseph Doyle, second.

Western Division Annual Picnic.



Some Snap Shots on the Grounds.

THE Seventh Annual Outing of the employees of the Western Division was held at Cedar Lake, Ind., July 30th, 1907, a special train leaving Chicago at 7:30 and arriving at the grounds about 9:30 o'clock. We have always had good weather on the occasion of our annual picnics and the Seventh Annual was no exception.

Immediately following our arrival on the grounds the base ball game between the Office and Factory teams was started. It was a very close contest from beginning to end, the Factory finally winning out by a score of 6 to 5. The batteries were Penn and Myers for the Office and Le Maire and Boumema for the Factory.

By the time the ball game was finished lunch time had arrived, after which the games proceeded with the following results: Running broad jump, Edward Le Maire, winner. Peanut race, for ladies, Mrs. W. M.

Roberts, 1st; Miss Anna Heerema, 2nd. Pipe race, R. W. Sample, 1st; Chas. O'Neill, 2nd. Thread and needle race, R. W. Sample, Margaret Sample, winners. Foot race, boys under 12 years, Arthur Karl, 1st; Fred Bland, 2nd; Edward Binal, 3rd. Foot race, girls under 12 years, Margaret Sample, 1st; Dorothy Carroll, 2nd; Gertrude Skates, 3rd. 100-yard dash, for men, A. M. Sullivan, winner. Three-legged race, Edward Le Maire, Jimmie Coleburn, winners. Department leap frog race, J. T. Purdy, winner.

The balance of the day was taken up with dancing, boating and swimming. The return trip was made at 7:30 p. m.

A Change in Southwestern District.



Mr. F. B. Gable

Southwestern District, August 3, 1907.

New Sales Manager for Kansas City Division.

Owing to the rapid increase of business in the Southwestern District it has become necessary to divide the district into three divisions, to be known as the Omaha Division, Kansas City Division, and the Texas Division.

I take pleasure in announcing that Mr. F. B. Gable, who has been our special C. & M. representative, has been appointed Sales Manager of the Kansas City Division. Mr.

Gable will have direct supervision of the sales and matters pertaining thereto in the Kansas City Division, and all matters coming under the scope of his jurisdiction should be taken up direct with Mr. Gable hereafter.

Yours very truly,

A. D. Joyce,
Manager Southwestern District.

The above bulletin is clearly indicative of the popularity in which S.W. Products are held in the West and the consequent increasing facilities to handle our growing business.

Mr. Cottingham in England.

WORK in connection with our English Branch has again taken Mr. Cottingham to England. He sailed from New York July 30th on S. S. "Caronia," Cunard Line. A cable announcing his safe arrival in England was received on 6th inst.

Third Local Convention Western District.



Convention Group.

THE Third Annual Convention of the representatives of the Western District was held on Thursday, Friday and Saturday, August 1st, 2nd and 3rd. The sessions took place in the Men's Club Room of the Chicago factory. The room was tastefully decorated with bunting, S-W. Pennants and House and Painter Cut-Outs. The representatives came from their vacations feeling fine and ready for a rousing close to a successful year.

First Day's Session

The convention was opened by Mr. R. W. Sample, who introduced the General District Manager, Mr. Alex. Schlater. Mr. Schlater was received with enthusiasm. He went at once into a discussion of difficulties which had prevented efficient service in some sections of the Western District. He told of steps taken to remedy the situation and assured the men that they need not encounter this trouble the coming year.

Mr. Sample then took up the sales for the current year, item by item, which led to some interesting discussions and suggestions for improvement. Many unique plans which had been successfully developed in the sale of such specialties as Floorlac, Enameloid, Family Paint, etc., were brought out. The interest taken by the men in this feature indicated that they will take advantage of the successful selling plans brought out at this session.

Second Day's Session

The morning was taken up with a continuation of the discussions of sales along the same lines as the previous day. The men contributed their

share by bringing up plans and incidents which enabled them to build up their sales of shelf goods and trade sales specialties. In the afternoon Mr. J. F. Hommel, General Supervisor, took charge of the convention and gave an excellent talk on salesmanship in general and on the sale of varnishes in particular. Mr. Hommel described in detail the plans which he had successfully used in interesting the dealer in such specialties as Kopal, Exello and Mar-not. There was "something doing every minute" of Mr. Hommel's talk. It was so enthusiastic and full of vital sales suggestions that the men were loath to close the session. Many of the men in the Western District know how to sell varnish, as is shown by their sales. Those who did not know before, now know how to do it. It is safe to predict that there will be some new high records in varnish sales in this district next year.

In the evening the representatives were the guests of Mr. Thomas Madill at the South Shore Country Club, where an elaborate banquet was served. Everything necessary to make the occasion a pleasant one was thought of by our good host, who could see appreciation beaming from the smiling faces of everyone around the festive board. S-W. songs were sung during the courses, and the enthusiasm displayed by the boys betokens their spirit and their determination to add their quota of sales to make a grand finish and a record breaking year.

Mr. Hommel made an excellent toastmaster. His ready wit made him interesting all the time. After a few well chosen remarks he called first upon Mr. Thos. Madill, who gave a splendid talk on what it was to represent this Company in the true sense of the word. Mr. Alex. Schlater followed, telling us something of The S-W. Co. outlook and what was expected in the way of development of its business; the good future there was for those who could classify under the following headings: Integrity, Ability and Industry. He explained that without these no man need expect advancement. Then came Mr. G. A. Martin, who stands close to the hearts of the men of the Western District. Mr. Martin gave a very interesting talk on what the general management were looking for in men and what they expected from them. The idol of the boys, Mr. R. W. Sample, told a good story, following with some sound advice and foretelling the separation of the divisions in the district, and wishing Mr. Coleman a full measure of success in his work in Minneapolis. Mr. Coleman replied with a splendid talk. He was followed by Mr. J. W. Ward, Mr. L. B. Quinn, Mr. J. O. Henson, Mr. J. H. Williams and others. Mr. Ward's talk was addressed to the "boys." In opening he said: "Boys, I am not talking to the men at the head of the table, I am talking to the boys, one of whom I am which." We wish we had space to tell all that was said—it was inspiring. It was a matter of much regret that Mr. Myers was unable, through illness, to attend the banquet, and Mr. Hommel conveyed to the gathering Mr. Myers' great disappointment at his forced absence.

Third Day's Session

Mr. J. O. Henson had charge of the C. & M. session, which was held

during the early part of the morning. He conducted it like a veteran. The limited time did not permit of going through the entire C. & M. line, but the representatives were given ample opportunity to relieve themselves of any inquiries on the line. Following Mr. Hanson's talk the Fall Campaign was presented in connection with the plans for magazine advertising by Mr. Hagarty, the Promoting Department Manager. Our purpose to seek publicity through the important periodicals met with much favor, and it seemed to be the general opinion that the results would be gratifying.

The convention closed with short addresses by Mr. Myers, Mr. Selater and Mr. Sample. Mr. Sample mentioned that thirteen of the men have already made their estimates and that there are hopes for at least eight more, which showing was highly gratifying. He also gave some advance information regarding the sales and the possibility of the Division showing up close to the top, particularly if the gains for August are commensurate with the gains that were made during June and July.

The convention as a whole was a great success, and places the representatives in a better position than ever before to cope with the difficulties that they will encounter on their territories.



New England Division.

Business for July held up exceptionally well and indicates a routing campaign for the month of August. Word received from the various representatives indicates that the exceedingly pleasant vacation period is being enjoyed by each of the staff.

Notwithstanding the strenuous Spring Campaign, enthusiasm in the work was such that some of the staff insisted on a short vacation, having in view Estimate Money and Top-Notcher winnings.

The special campaign on Drier was a hot one and the way the boys took hold of the plan suggested was most gratifying and only shows that there is no limit to what can be accomplished when the real S-W. spirit is thoroughly mixed up with the work in hand.

Our line of Shingle Stains and our splendid facilities for supplying the goods promptly, together with the salesmen's interest and enthusiasm

in pushing the line, will certainly develop a remarkable business as compared with what has been sold thus far. Liberal stocks are now carried in our spacious fire-proof oil-room, and liberal orders are expected from all territories. New England is the hot-bed of Shingle Stain competition, but notwithstanding this fact we expect to do business and get up in the running.

Orders for Quick Drying Colors and Repair and Carriage Shop Specialties should be looked up early in the Fall Campaign and liberal stock orders secured for the fall and early winter requirements.

Mr. and Mrs. Haight were presented with a very handsome French clock as a remembrance from the representatives, office and warehouse staff of the New England Division, with best wishes and regards from old friends throughout the New England Division. An engraved plate on the clock embodies the sentiment expressed.

In a few days each of the staff will be up and at it and with every member of the staff fit to "eat 'em up." It looks now as though the entire "busch" would reach the wire Aug. 31st nose and nose, and keep the pace straight through to Convention time, and from what I hear there will be no let-up in the pace until the bell rings for Convention.

Central Pacific Division.

The first order for Flat-tone Colors is for 7150 lbs. Just a starter.

One more city agency added to our list this month.

We have a fine 7 x 16 ft. sign up on the Pacific Building, where Excello and other S-W. Products are being used throughout. This is one of the largest buildings on Market St., our main thoroughfare, and our sign is seen by thousands of people.

With several of our office forces absent on vacations, it has taxed our resources to keep up with an unusually good summer business. July closes with a 34% increase over last year's figures for the same month. Who can beat it?

SALES DEPARTMENT NOTES.

Competition Reports.

We regret that it is not a very comprehensive statement that we are able to publish this month—only three Divisions having been able to supply reports.

In the September issue, however, this matter will be exhaustively dealt with and final reports to the close of our fiscal year issued.

Following results were to the end of July:

Leaders in New S. W. P. Agents.

Eastern Division,	
Territory and.....	28
Central Division,	
F. A. Douglas.....	24
Southern Pacific Division,	
F. B. Chapman.....	8

Leaders in New Dealers.

Eastern Division,	
G. E. Elliott.....	63
Central Division,	
S. H. Robinson.....	40
Southern Pacific Division,	
G. E. Wine.....	20

Leaders in Other New Accounts.

Eastern Division,	
F. E. Drew.....	100
Central Division,	
E. S. Blanchard.....	85
Southern Pacific Division,	
F. B. Chapman.....	53

Division Leaders in Varnish Sales Competition.**Largest Number of Orders Received from Painters Sold Direct.**

Eastern Division,	
1st—F. S. Slater,	
and—W. H. Jarden, Jr.,	
Central Division,	
1st—I. M. Benedict,	
and—H. H. Parr,	
Southern Pacific Division,	
1st—Geo. W. Burrill,	
and—G. E. Wine.	

Largest Aggregate Sale to Painters Direct.

Eastern Division,	
1st—F. S. Slater,	
and—W. H. Jarden, Jr.,	
Central Division,	
1st—J. I. Gill,	
and—F. A. Douglas,	
Southern Pacific Division,	
1st—G. E. Wine,	
and—Geo. W. Burrill.	

Largest Number of Orders Accepted from Dealers Direct.

Eastern Division,	
1st—G. E. Elliott,	
and—A. D. Collins.	

Leaders in Total New Agents, New Dealers and Other New Accounts.

Central Division,	
1. M. Benedict.....	120
Eastern Division,	
E. S. Wallace.....	712
Southern Pacific Division,	
F. B. Chapman.....	74

Leaders in Floor Finish Sales.

Eastern Division,	
1st—H. T. Sheldon,	
and—A. D. Collins.	
Central Division,	
1st—I. M. Benedict,	
and—H. M. Kipp.	
Southern Pacific Division,	
1st—Geo. W. Burrill,	
and—G. E. Wine.	

Leaders in Shelf Goods Sales.

Eastern Division,	
1st—P. C. Donnison,	
and—H. T. Sheldon.	
Central Division,	
1st—I. M. Benedict,	
and—E. S. Blanchard.	
Southern Pacific Division,	
1st—G. E. Wine,	
and—Geo. W. Burrill.	

Largest Number of Orders from Public Buildings, Asylums, Colleges, Hotels, Etc.

Eastern Division,	
1st—F. S. Slater,	
and—E. S. Wallace.	
Central Division,	
1st—J. I. Gill,	
and—C. A. Austin.	
Southern Pacific Division,	
1st—Geo. W. Burrill,	
and—G. E. Wine.	

Highest Percentage of Varnish Estimate.

Eastern Division,	
1st—W. H. Price,	
and—Territory 207.	
Central Division,	
1st—F. A. Douglas,	
and—F. Levenshagen.	
Southern Pacific Division,	
1st—G. E. Wine,	
and—F. B. Chapman.	