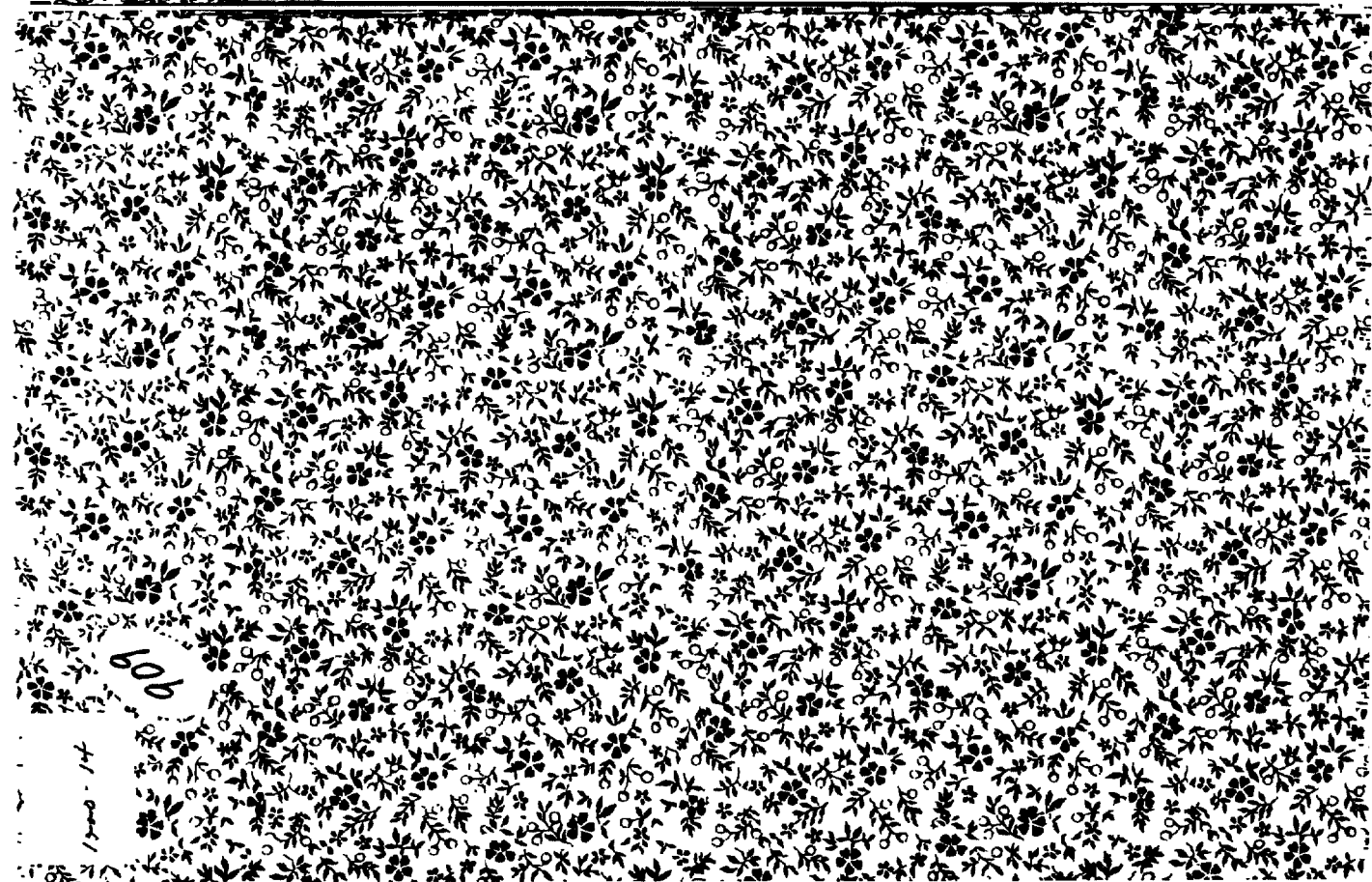
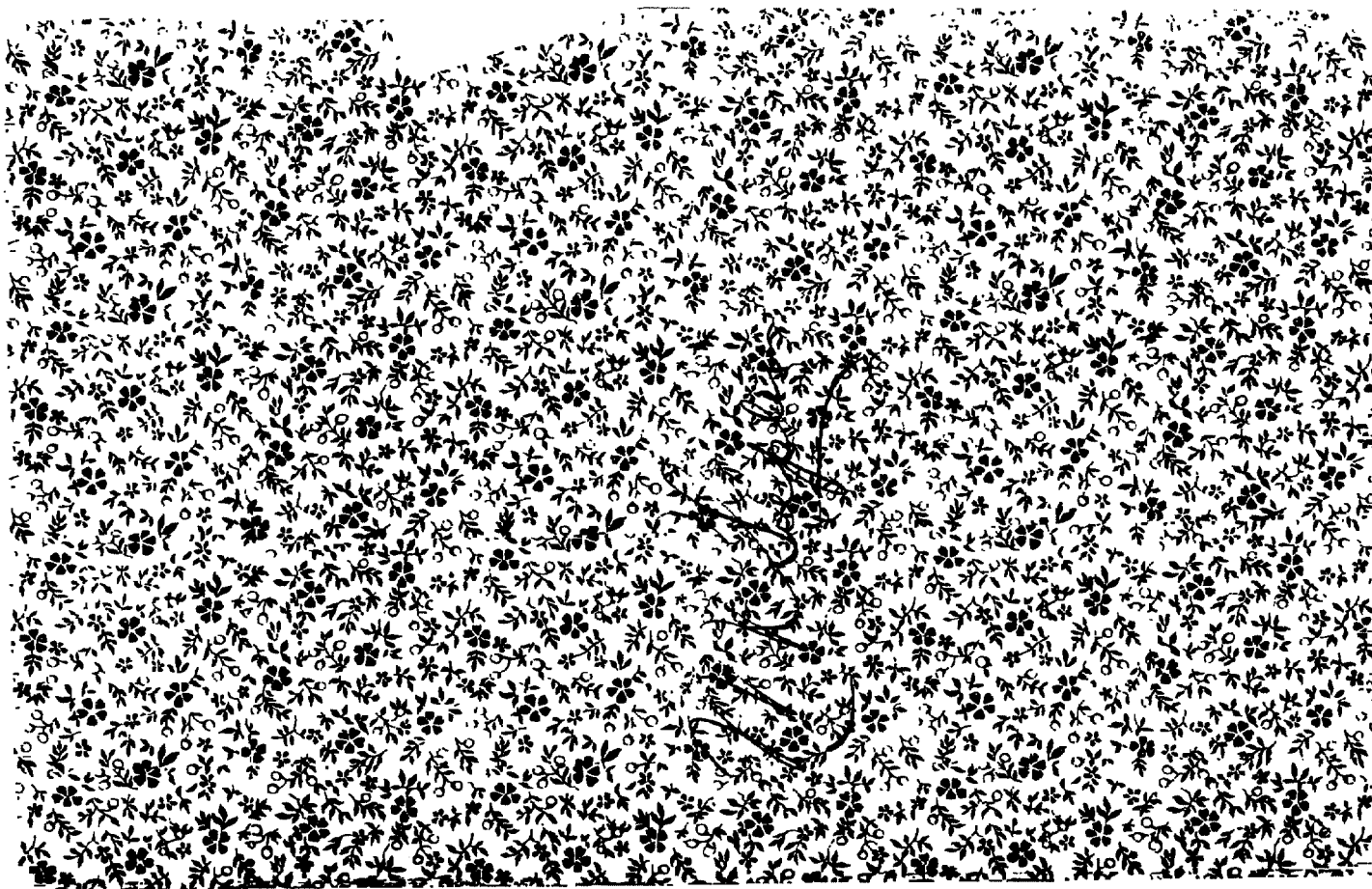


The Chameleon

VOLUME
FOURTEEN
1911

N23503



The Chameleon

JANUARY

1919



BIGGER
THAN
EVER



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Published each month at 60, Ca
Cleveland, for the interest
THE SHERWIN-WILLIAMS CO



VOL. XIV.

JANUARY,

THE MOST VALUABLE WORLD



THE new year is here. New possibilities are ahead of us. I place words, I know, and, I am overworked; and yet they are true. The trouble is, I am not thoughtful enough to thoughtfully plan my possibilities, not only of every new year, but of every day. I don't think or plan ahead enough. Time is wasted.

Every man and every business that has time is for; to give us a chance to grow bigger and better. Another thing we've got to use it as it passes. This time is gone forever. When you waste time, you handicap yourself and lessen your chances. You will never go quite as far as you might if you don't reach your full capacity for life's account. The reason some men are successful and others is largely because of the fuller use of time.

Men talk about poor business conditions and kick against their luck. They are sore; and the only thing that's wrong, is they are wasting their time and their energy, and this means they're wasting the world—time. They fail to see the new year and every new day. There are what the conditions in this world of ours. You learn how to use time. You can't succeed unless you learn to use time. You've got to tackle the world over them.

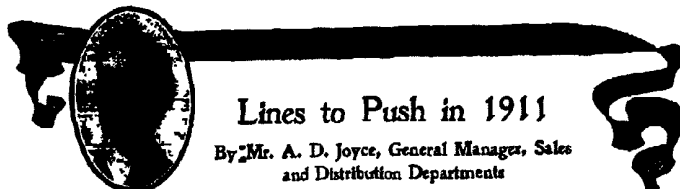
I don't know any better new year

THE CHAMELEON

man anxious to make the most of himself than simply to make up his mind that he will make some profitable use of all his time during the three hundred and sixty-five days of the year. That means that he will apply himself conscientiously to his work during business hours, that he will use his leisure to strengthen himself physically, mentally and morally. It means that he will cut out waste of all kinds. Nature abhors waste. We were sent into this world to grow and develop, to do something worth while; and remember this: the full and right use of time doesn't mean hardship or drudgery or lack of enjoyment. It means the very opposite. Time constantly and well employed insures the greatest happiness. There is nothing in the world so satisfying as a sense of steady and constant growth.

The thing I like best about our Company is its sure progress toward larger and better things. The reason the concern is growing is that the staff is growing, and I know, better, perhaps, than anything else, that the business and the staff have immense possibilities yet undeveloped. Can we do better than to apply ourselves rightly to the cultivation of these possibilities—every one of us?

Arthur H. Rothman
President.



Lines to Push in 1911

By Mr. A. D. Joyce, General Manager, Sales
and Distribution Departments



IN this new, good year of 1911, push the whole line. Put special energy into pushing the profitable lines. Make up your mind to make money for your Company, and make sure that every stock order and every sort-out order contains a liberal assortment of Japan Driers, Paste Fillers, Brighten-Up Stain, Polish-ol, Enamelastic, Liquid Flat-tone and all starred lines.

Too many of our representatives either overlook these good lines or imagine that such products as Enamelastic, Polish-ol and Liquid Flat-tone can only be sold by specialists.

Don't neglect the new lines. Sell Floorwipe—see that every customer has a stock of this splendid specialty. Make a special

THE CHAMELEON

effort to sell our Graining Compound to you sell either Brighten-Up Stain or Floorwipe.

Are you making the most of our V. L. product? You are missing a magnificent opportunity by not bringing big sales to many good representatives.

What about the Inside Floor Paint? Are you talking and

If your Sales Manager has not outpaign for the Groceryman, write him a letter to give you the details, for if he has information he is keeping you from making a good way to help reach your estimate. Groceryman promises to be a unique returns that we have received from it here.

After you have made the most of the up some original stunts of your own and 1911 "The Best Ever."



Well Begun is

By Mr. R. W. Sample,
Western Division



WHAT represents the state of affairs I attribute this to the excellent selling force since Convention at the start that the conditions men went on the road would but they would as well be very

The enemy has been met—and is no longer a bugaboo to either the representatives or the other hand, have afforded us an opportunity a chance to not only raise their price, but which, of course, was very desirable.

This assures us of increased enthusiasm the part of the agent—all of which, of course, business.

Our representatives are real salesmen with the ability to meet the situation squarely, disappointed if the year 1911 does not turn out than any previous year. The outlook is not particularly bright, but the dawn of encouragement, and, flushed with the months, we are pressing forward faster

tion than ever; and with the "unequaled corps" of representatives out in front, fighting and fighting strong, it looks very much as though we shall add still another record year to our already liberal number.

The Representative Gets the Glory

By Mr. F. B. Gable, District Manager, Southwestern District.



IT'S the representative who creates a favorable impression on the mind of the customer, secures the order and leaves with the best of feeling. He is deserving of all the praise for his enthusiasm, but this is founded on confidence and he must be a firm believer in our quality. If you will become familiar with the different items which we have to offer, you cannot prevent the formation of enthusiasm; you must carry it to a prospect and continue to be enthusiastic by taking away with you the order which will surely help you to secure another. This would work an endless-chain system and we hope that every one will become familiar with it.

There's more real pride in being a representative than in any other branch of our business.



Promising Business Outlook in the Mississippi Valley

By Mr. F. F. Myers, District Manager, Mississippi Valley District



STATEMENTS recently obtained from thirty-two leading lines of business in St. Louis concerning the business outlook for 1911 are indeed most promising. The data upon which this forecast is based is unquestionable. They predict another twelve months of progress and prosperity.

Illinois, Missouri, Kentucky, Tennessee, Alabama, Mississippi, Louisiana and Arkansas are in better shape, generally speaking, than they have been for many years, and give promise of an increased trade.

The statements made by the mercantile and manufacturing establishments of St. Louis further predict that business during the first half of 1911 will exceed that of a year ago, and, if the crops are good this coming season, then there is a fair probability of something approaching a boom in business the close of this year.



Self-Reliance

By Mr. H. D. Whittlesey, Atlantic Coast



THE 1911 spirit is certainly in behind us, marching orders being executed with a firm step.

I feel that one of the existing conditions is confidence, good, steady nerve, backed by we have a normal sized backbone without.

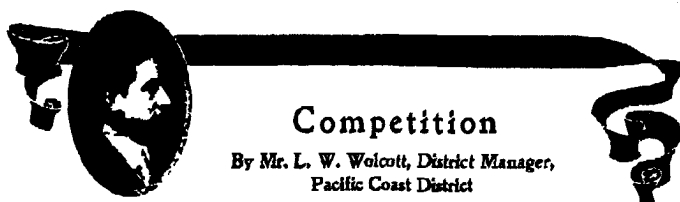
Another thing each man needs is to great victories that the world has known confidence. "Trust Thyself," Emerson vibrates to that string. It is but another same gospel—the gospel of self-assertive.

It is somewhat strange that self-confidence is a quality when so much depends upon of us who does not court the confidence material success is largely dependent upon.

It is strength that wins in the business physical strength, but mental strength from positive thoughts and positive mo heavily upon others. They borrow oth upon them absolutely. They have noth them an opportunity to make good and They are afraid of the possibility of fa ficient courage to even try to win out.

Self-confidence has an air of its own eye of the man who possesses it—in the in the way in which he walks. He steps that those who meet him are instantly in he is a man who is capable of assuming that idea once get abroad, his place in the

Of course, he must make good, but dom fails dismally at anything which he he may take too big a contract, and may beaten, but the defeat is always temporary confidence in himself he can't be kept may seem to be down and out, but before covered some means of turning defeat in



Competition

By Mr. L. W. Wolcott, District Manager,
Pacific Coast District

WE will, of course, always have competition, and no doubt it is right that we should, because it keeps us always alert to manufacture the best materials that are the most in demand at prices which are right and serves to keep our daily work from becoming monotonous.

Put Quality above everything else in all your arguments, for while there is plenty of cheap competition, Quality will always win in the long run.

You need not fear to defend your own goods always to the fullest extent of your ability.

Keep a close watch on your competition, profit by their mistakes and smother them with the bigness of your proposition.

Determination

By Mr. J. R. Stout, Sales Manager, Newark

ENCOURAGING and optimistic letters from our representatives convinces the writer that a part of the holiday season was devoted to forming new resolutions.

Surely we have cause to feel encouraged, for the business on several territories steadily gains and to a man we are working in unison to the same end. Failure has no place in the vocabulary of men who are determined to win against any odds and we could have no better **WATCHWORDS** than these of the poet:

Heights by great men, reached and kept;
Were not attained by sudden flight;
But they, while their companions slept,
Were toiling, upward, in the night.

Dig Deep

By Mr. J. B. Kurtz, Sales Manager, Los Angeles

NEVER has our line been so complete, our proposition as great, nor our opportunities so many; never has it been as necessary to avail ourselves of every help offered, to concentrate our work and to look for business on the specialties in remote places and unexpected avenues of output. It's a case of digging deeper than ever

Commercial

By Mr. J. A. Bowman, Sales



IT is doubtful if there was a Company was not looked upon in special circles. At the present time of rumors of high prices all the information passed is more optimistic than even the statistics and actual facts that we cannot point to a general betterment of our country.

It is especially pleasing to note the beginning of the new year. The report issued shows that they will approximate in addition to this, the reports show that of 1910 will amount to between five million dollars. Can we ask for anything more for our business as they do?

Talk Our Part

By Mr. S. H. Stewart, Sales



WHILE out recently with our friends, I was impressed on hearing our friends of him a full line of S-W Paints in the position he had bought. He said they were of high quality and that our Company was second to none.

What impressed him was the fact that our selling agent was concerned was decidedly superior. He could not afford to lose the paint business of his town by doing all the work himself. Our selling agent is any up-to-date business man if present. A salesman who overlooks talking our part at the time, will not secure the new business.

Ready for

By Mr. W. W. Haynes, Sales



NEWS from the "firing line" of the 2nd, 1911, finds every Company and accounted for, in effect, a great deal of trim, loaded with that kind of enthusiasm, interest in the work.

One representative of the S-W Paint Company for painting an 86-mile coal field.

Forward

By Mr. G. P. Jarden, Sales Manager, Philadelphia



RIGHT and early Tuesday morning, January 3rd, we again take up our work, and I am sure that the good rest has put us in fine shape and finer spirits for the New Year's work.

I am confident that the biggest spring business in our history lies before us. Stocks are low and merchants must buy, and we will soon be deluged by the spring floods of business.

This should encourage us all to start 1911 full of enthusiasm, optimism and energy and filled with that do or die spirit always characteristic of S-W men.

Let us then be up and doing
With a heart for any fate,
Still achieving, still pursuing,
Learn to labor and to WIN.

Prospects Were Never Brighter

By Mr. H. B. Sevier, Sales Manager, Omaha



PROSPECTS for spring business were never brighter. The merchants' stocks are very low and crops are good. The consumers have realized by this time that they cannot expect a decline in price this season, and our stock orders, so far, average about 25% larger than those of last year. With our splendid varnish campaign, Inside Floor Paint campaign and other good helps, I anticipate the largest business ever done out of Omaha.

Prosperity

By Mr. W. R. Ashbrook, Sales Manager, Dallas



NINE billion dollars is the value of the farm products of this splendid country for the year just closed. Will we share in this prosperity? You can safely wager your new aeroplane on that. Why? Because we have a bunch of optimists out on the firing line that never come into camp without the enemies' scalps adorning their belts. We've pinned our faith to them through shade and shine and have never lost.

Achievement

By Mr. D. A. Aronson, Sales Manager



O do a thing better is the ac-
the spirit that makes men a-
armies. And as we of this
the goal of satisfaction by
let us enter into our propos-
best of our opportunities and
We will succeed if we make up our mi-
greater things.



*Selling Arguments
have made good*

(Mr. F. A. Bogard, of Cincinnati Sales District, is successful in selling varnish that we represent arguments that have made good. He is the business-like way in which he sizes up the situation.)

Most representatives talk nothing but wishes and allow their competitors to get the full line from 75c to \$6.00, and each one says "I can't do it."

Our advantages in making and selling are great. Have your Varnish case handy. The low cost of selling, coupled with full line of products.

The relative standing of our Company compared to other manufacturers' statistics show we are the largest independent gum in the country.

Talk case lots or seldom less, then six and six of another. Other manufacturers and Coach, while we call a spade a spade.

Mar-not Assortments first, last and middle. "C" and when you drop down to "D" it is insuring a sale.

Talk nice profit on Varnish to you as much as three gallons of paint. That with our full line is of great advantage or so.

Keep hammering away and don't let me get my new Varnish business. The quality makes it a repeater.

All of our large competitors admit we have more lodge on Varnish than anyone else. We line.

The Sherwin-Williams Order of Top Notchers, December 1st, 1910.

Top Notcher District Manager,
Mr. C. C. Ballantyne, Canadian District.

Top Notcher Sales Manager,
Mr. R. C. Mission, Montreal Sales Division.

Top Notcher Trade Sales Representative
Mr. T. Affleck, New Orleans Sales Division.

Top Notcher Manual Sales Representative,
Mr. H. C. Ware, Central District.

Top Notcher Railway Representative,
Mr. F. A. Elmquist, Atlantic Coast District

Top Notcher Superintendent,
Mr. W. J. Lawson, Newark Factory.

Top Notcher Promoting Dept. Manager,
Mr. H. W. Nessel, Mississippi Valley District

Top Notcher Cashier,
Mr. T. G. Murphy, Southwestern District

General Standing Managers' Top-Notcher Competition, December 1st, 1910.

DISTRICT	DISTRICT MANAGERS	PLACE	DIVISION	SALES MANAGERS	PLACE
Canadian,	Mr. C. C. Ballantyne, T. N., 1		Winnipeg,	Mr. W. S. Falls, T. N., 6	
Miss. Valley,	Mr. F. F. Myers, T. N., 2		Philadelphia,	Mr. C. P. Jarden, T. N., 7	
Pacific Coast,	Mr. L. W. Wolcott, T. N., 3		Cleveland,	Mr. A. R. Kydd, T. N., 8	
Western,	Mr. R. W. Sample,	4	Chicago,	Mr. S. H. Stewart,	9
Atlantic Coast,	Mr. H. D. Whittlesey,	5	Portland,	Mr. W. J. Bland, T. N., 10	
Central,		6	Minneapolis,	Mr. J. P. Coleman, T. N., 11	
Southwestern,	Mr. F. B. Gable, T. N., 7		St. Louis,		12
DIVISION	SALES MANAGERS	PLACE	Savannah,	Mr. J. A. Bowman, T. N., 13	
Montreal,	Mr. R. C. Mission,	1	Omaha,	Mr. H. B. Sewier,	14
New Orleans,	Mr. G. G. Mowat, T. N., 2		Kansas City,	Mr. W. P. Clark, T. N., 15	
San Francisco,	Mr. D. A. Aronson,	3	Cincinnati,	Mr. W. W. Haynes, T. N., 16	
Los Angeles,	Mr. J. B. Kuriz, T. N., 4		Dallas,	Mr. W. R. Ashbrook, T. N., 17	
Newark,	Mr. J. R. Stout, T. N., 5		Boston,	Mr. W. H. Porter, T. N., 17	

Top-Notcher Travelling Representatives December 1st, 1910.

TRADE SALES DEPARTMENT

Central District,
1—R. I. Cook,
2—E. P. Hubson,
3—W. S. Harshbarger.

Western District,
1—T. M. Brude, T. N.,
2—G. L. Lathrop,
3—R. Clouston, T. N. 2.

Mississippi Valley District,
1—T. Affleck,
2—J. G. Ward,
3—L. A. Steger, T. N.

Southwestern District,
1—C. L. Berg,
2—E. J. Clare, T. N. 2
3—W. H. Barber.

MANUFACTURERS' SALES DEPARTMENT

H. C. Ware, Central District.

TRADE SALES DEPARTMENT

Atlantic Coast District,
1—W. H. Jarden, Jr., T. N. 3,
2—F. S. Suler,
3—F. C. Donnison, T. N.

New England Division,
1—H. C. Stratton, T. N. 2
2—J. H. Haynes, T. N.

Pacific Coast District,
1—H. W. Gorber,
2—W. H. Talley,
3—F. W. Howes.

Canadian District,
1—J. E. Ager, T. N. 5,
2—J. F. Ryan, T. N.,
3—J. W. Benson, T. N. 3.

RAILWAY SALES DEPARTMENT

F. A. Elmquist.



Central

Mr. O. D. ... ing in the ca
Sales Depart
duties on Te
our old frien
of the most

Central District. We bespeak for Mr. ...
tion of all concerned, and look forward
this energetic young man.

We want to take off our hats to
landed a \$1000 agent in Mansfield. V
Magill, who has been suffering a sev
been able to resume his duties on Te
Mr. John Gill, with his decorative c
Wheeling. He is in great demand, as
valuable assistance Mr. Gill can giv
back after a strenuous campaign throu
and West Virginia. The Cleveland ar
up specifications for him.

Cincinnati Sales

The way some of our Cincinnati
the business surely looks as if they
honors. It seems very easy for Mr. R
accounts. We would like to know ho
men, Messrs. W. P. Hambaugh and G.
of the "vets" a close run. They will b



Western

On Tues
day, Decemb
traveling rep
District att
and Minneap
many strong selling points were bro
much good for all present.

Among some of the good orders
calling for 300 gallons Flat-tone, 100 g
of Glazing Color. Another is for 2,080
tubes of Glaze Color. Mr. Williams, o
sentatives, just secured an order for

Manassa and Mr. Cluxton both contributed carload orders for jobbers on their territories.

While the territory being covered at the present time by Mr. F. A. Bush has been worked pretty hard, he has nevertheless been successful in getting six new agents since September 1st.

We had the opportunity to conduct through our White Lead Plant, four representatives from one of our largest jobbers, who had, just before arriving, the privilege of inspecting the new White Lead Plant and Offices of a large competitor in Chicago. They were more than enthusiastic in their praise of the superiority of our plant.

The sales for this good product are growing to a gratifying extent, the most recent order calling for a solid car, which is a part shipment of a contract received by Mr. G. J. Manassa, which covers the entire requirements of a large Iowa jobber who will use several cars.

Mr. Wheeler was also successful in securing a contract from one of his big jobbers for 400,000 lbs. of O D P.

Mr. Brude is also in the carload class, having closed with a jobber in Sioux Falls, on whom he has been working for some time, for a carload of shelf goods.



Atlantic Coast District

We have now on our books a carload order for Lime-Sulfur from Mr. E. S. Fleury, of Isle LaMotte, Vt., and J. A. Harrington & Co., Vergennes, Vt., and will supply the entire requirements of the

E. C. Church Co., Providence, R. I., jobbers of Lime-Sulfur Solution. From each customer we have received a very complete list of prominent growers, and so far the work has been very encouraging.

Recent demonstrations made in the presence of our representatives by Mr. H. M. Ashby have helped considerably in meeting price competition in New England, and every man started on the road January 1st with a firm belief that our New Process Arsenate of Lead is the best piece of goods on the market. Not only that, but they have demonstrations which help considerably in talking down the old argument prices. A practical favorable demonstration saves many words, and through these demonstrations made to many of the tree wardens, public sprayers, etc., we look forward to a very large and successful insecticide business this year.

We recently had a prominent architect in Boston write in for information regarding our Decorative Service, and after a little correspondence he forwarded us blueprints for a residence in the

vicinity of Boston. Before we receive decorative suggestions sent to the architect from him to make shipment at once out our specifications. All these little to the good work being done by our



Pacific Coast District

Portland

The N
Spokane a
success, not
apples grow

the Sherwin-Williams Insecticide stands the highest prizes for carload exhibits. New Process Arsenate of Lead.

Mr. I. V. Sater, on Territory No. 25,000 pounds of Arsenate of Lead and accidentally he also took a full carload from our two agents in that city.

Mr. C. S. Travers, Territory No. 1, carload class. He booked our Tacoma goods during the month of November.

Our representatives are going after business in the Northwest very enthusiastically for many thousands of pounds. O D Lead is getting a stronger hold on O every season, and we expect 1911 to

Mr. G. P. Rogers, who has been in Portland and Northern Oregon for the No. 508—Portland city—succeeding Rogers made an enviable record for with us, carrying off the Top-Notch competition for the entire Company.

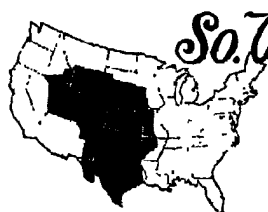
Mr. J. O. Knighten, who has had Los Angeles Sales Division so successful, will have to step lively to beat Mr. Rogers. We believe him equal to the occasion.

San Francisco Sales

During the month of November on Trade Sales business. This drop in price of paint was curtailing the competition.

A very interesting incident occurred recently, which gives our personal

Schluckebier Hdw. Co., our agents, had never enthused very much over our P. O. letters, and had not taken the time nor trouble to send us lists; but when our representative, Mr. F. W. Wansner, made his first call on them, he obtained a list of a dozen names from one of the clerks. One of these letters resulted in their selling an order of over \$200, and their lists are now coming in regularly every week.



So. Western District

Mr. B. A. Grote, who represented a competitor in Southwest Territory for the past several years, says for some time his ambition has been to have a position with The Sherwin-Williams Company. He says he had been on the "outside looking in" long enough, and that he felt it would be much more pleasant to be on the "inside looking out." We are glad to report that Mr. Grote is now on the "inside looking out," and from the way he is taking hold of things we predict that he will cause some of the old-timers in the district to hustle some if they prevent his setting the pace. Mr. Grote is representing us on one of our Top-Notcher territories, No. 602.

Our representatives are taking hold of the Insecticide proposition in a very enthusiastic way, and we already have a number of carload orders on Lime-Sulfur and Arsenate of Lead to our credit.

Change in Varnish Department.



R. B. M. McDade, who has been our representative on Varnish territory No. 51, has been transferred to the Detroit White Lead Works, where he has accepted a position as representative on their most important railroad territory. He started with our Company in 1902 on a territory in Central Iowa, and in August 1905 was put in charge of one of our special varnish territories, where he has made a fine record. His many friends in our organization wish him continued success.

Mr. McDade will be succeeded on his old territory by Mr. Ralph Baker, who is well known by all of our traveling representatives. Mr. Baker joined our Company in 1902 and has had charge of one of our important territories in southern Michigan since that time. He was one of the Top-Notcher representatives in 1909 and has always done good conscientious work. Mr. Baker is determined to make a splendid showing in his new position this year and has the good wishes of all who have been associated with him.

SALES DEPARTMENT

Representatives' Competition to

During the first two or three months of the year, figures under this competition always show a large number of representatives who have been successful in securing agency orders and a few new dealers, but have elapsed they begin to assume a more conservative tone for they indicate those who are, by the way, new records.

Leaders in New SWP Agents.

Montreal Sales Division,		Cleveland
R. E. Stinson	13	
A. E. Cowley	10	
W. L. Massiah	8	
R. Archibald	8 each	
New Orleans Sales Division,		Chicago
L. A. Siegel	10	
J. G. Ward	8	
A. E. Allen	4	
Omaha Sales Division,		Dallas
L. J. Heim	10	
C. J. Bora	4 each	
F. C. Kottner	4	
E. A. Welsh	2	
Winnipeg Sales Division,		San Francisco
J. B. Buckham	7	
A. J. Boyd	8	
W. J. Miller	6	
Minneapolis Sales Division,		Philadelphia
H. C. Lau	7	
J. E. Trow	5	
W. C. Fischer	8	
Cincinnati Sales Division,		St. Louis
B. L. Reynolds	7	
J. T. Mendelsohn	5	
E. H. Berrand	2 each	
W. P. Hamblough	2	
Portland Sales Division,		New York
W. H. Lillev	8	
B. L. Rogers	4	
C. S. Travers	3	
New England Sales Division,		Los Angeles
W. L. Hasey	5	
J. H. Haynes	4	
H. C. Stratton	2 each	
E. T. Porter	1	
Kansas City Sales Division,		
E. J. Clark	5	
E. H. Noble	4	
G. A. Dotwart	4	
G. C. Conner	1 each	
W. S. Ham	1	
H. R. Kelley	1	
W. H. Barber	1	

Leaders in New Dealers and New Other Accounts.

Newark Sales Division,

G. A. Albarran 149
 F. L. Foy 32
 G. S. Spetigue 27

San Francisco Sales Division,

B. W. Wanner 32
 H. W. Gerber 23
 H. R. McBride 16

Dallas Sales Division,

G. E. Cannon 37
 F. M. Rouch 20
 E. Gross 19

St. Louis Sales Division,

G. E. L. Dvann 29
 T. S. Bradley 16
 R. J. Tooker 14

New Orleans Sales Division,

T. Affleck 28
 A. E. Allen 23
 J. G. Ward 21

Montreal Sales Division,

W. L. Massiah 27
 W. P. Downing 19
 J. E. Auger 11 each
 D. Crevier 11 each

Cleveland Sales Division,

W. A. Mason 28
 A. N. Patriarcho 26
 R. Hise 17

Portland Sales Division,

W. H. Liller 28
 I. V. Sater 26
 C. S. Travers 16

Cincinnati Sales Division,

B. L. Reynolds 25
 F. H. Boyrand 22
 F. C. Fisher 12 each
 J. L. Pender 12 each

Philadelphia Sales Division,

A. Larkins 24
 W. H. Jarden, Jr. 23
 G. E. Elliott 22

Omaha Sales Division,

F. C. Kenower 24
 F. A. Welsh 19
 L. J. Heim 17

Savannah Sales Division,

H. F. Hush 27
 F. D. Spencer 20
 A. D. Kiser 14

Kansas City Sales Division,

E. H. Nolte 19
 A. M. Bollman 16
 W. H. Barber 15

Minneapolis Sales Division,

J. E. Trow 17
 F. D. Randall 14
 P. H. O'Neill 11 each
 H. C. Lutz 11 each

Chicago Sales Division,

R. W. Jay 16
 C. I. Manassa 15
 W. P. Gallinger 11 each
 F. A. Spoon 11 each

New England Sales Division,

J. H. Haynes 16
 W. B. DeWolfe 8 each
 R. M. Fay 8 each

Los Angeles Sales Division,

E. L. Culver 12
 L. B. McDado 7 each
 G. W. Burtill 2
 S. G. Harless 2

Winnipeg Sales Division,

K. E. Parsons 10
 H. H. Eagor 9
 W. J. Miller 4 each
 A. J. Boyd 4 each
 J. B. Buckham 4 each

TALK about big business! Why, it makes me smile. A few days ago Mr. J. H. Pendery, of Cincinnati, lined up two of the six largest manufacturers of machine tools in the United States for their Machine Finishes.

The contract with the R. K. LeBlonde Machine Tool Co., Linwood, Ohio, calls for: 20 bbls. Machine Filler, 400 gals. Intermediate Surfer, 20 gals. Egg Shell Gloss Lacquer.

The contract with the Cincinnati Shaper Co., Cincinnati, Ohio, is for: 15 bbls. Machine Filler, 72 gals. Special Surfer, 12 gals. Egg Shell Gloss Lacquer, 1/2 bbl. Steel Blue Finishing Paint.

The Little Paint Man