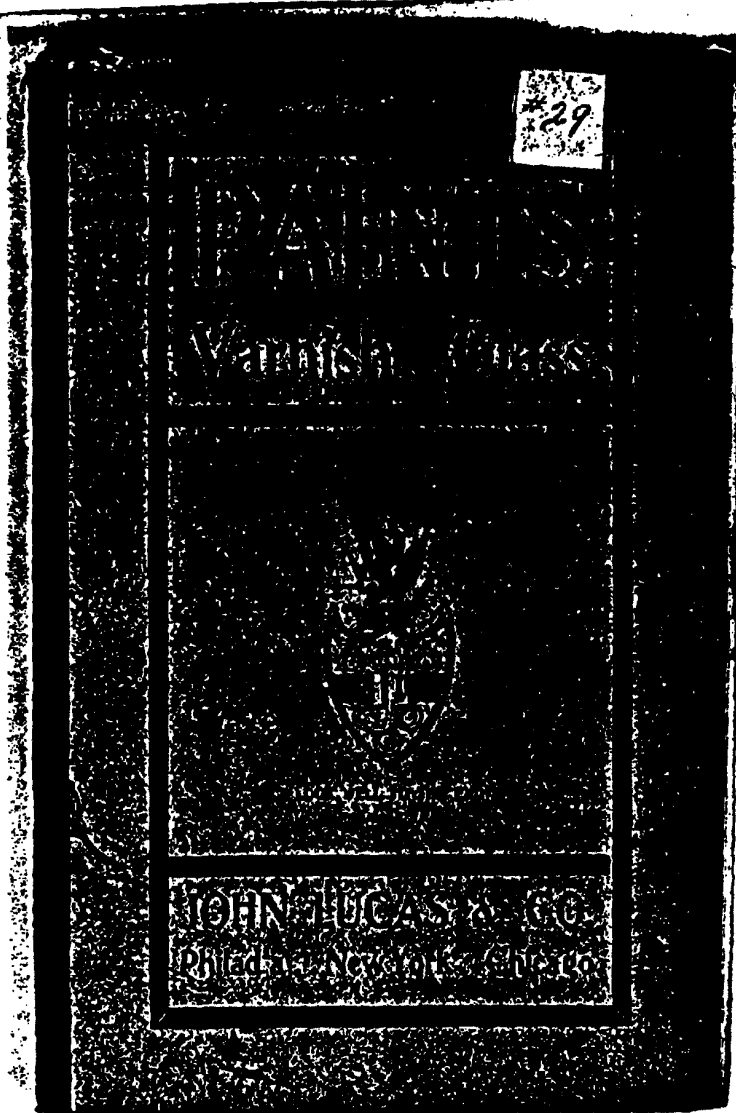




0007-SWP-042416

N23065

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## New For 1904

### Silica Liquid Wood Filler

Put up in all sizes.

In 1-Gallon Cans, \$1.50

A good, low-priced article. Is specially recommended as first coat or surfacer for soft woods—white pine, poplar, bass wood, etc. Works free and makes an excellent surface for varnish finish.

### Stains For Floors

In 1-Gallon Cans, 1.65

Stains for floors are always in demand. Both our Varnish and Oil Stains are admirably adapted for staining soft wood to exact imitations of costly hard wood. They are both easy to use, the Varnish Stain dries with a fairly good glossy finish, the Oil Stain dries with a "flat" or "dull" finish. If extra gloss or greater durability are required, give one or two coats of Lucas Durable Floor Finish, a wonder for wear.

### Barrel Paints

For other shades see page 22

Per pound, in bbls. only, .07

To this line we have added a new color under the name of Bright Yellow, the base of which is our celebrated Chrome.

### No. 4294 Vermilion Primer

In 12½ and 25 lb. Tins, per lb. 14

Send for sample cards.

For brush work, also for dipping, being a bright, light vermilion in color and having exceptional body and covering capacity. It makes an unexcelled under coat for high grade vermillions and materially increases the brilliancy of the vermilion finish. It is especially recommended to manufacturers of farm implements, wagons, etc.

### Wood Crack Filler

In 1 to 5-lb. Cans, per lb. 25

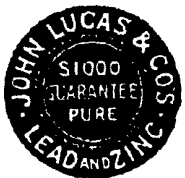
A specialty for filling cracks and crevices in old and new floors, decks, etc. Light gravity, tough, elastic and durable. It does not shrink and yields a hard, smooth, level surface for finishing. May be easily stained for matching any dark or old and discolored wood. The natural color is that of new yellow pine.

Long Prices Subject to Discount.



## LUCAS WHITES.

Painters who believe in and must have a perfectly pure white lead, can rely absolutely on this brand. It has wonderful covering qualities, is ground exceedingly fine. Very much whiter than ordinary white lead. For color, texture and body it has no superior at any price. It is simply an absolutely pure white lead. We forfeit \$1000 if it is otherwise.



This particular combination has been tested practically by us for years. It covers better than either lead or zinc alone. Is very white. Has great durability. Will neither peel nor chalk. Has all the virtues and none of the faults of lead or zinc. It stands exposure to the weather remarkably well. It is an elegant base for mixing high-grade tints. Is not at all high priced.



This zinc is ground in pure linseed oil and is highly recommended to painters for mixing with white lead and colors for making combination tints. A good white, and exactly what we label it.



We have given this distinctive name to this brand of white because it is similar to that which we have furnished the U. S. Government for use on its ships of war. It has had the most severe tests on land and sea. On land at the hands of the Government expert chemists and on various Government buildings. At sea it has stood the test of wind and weather, and the disintegrating effect of the salt sea waves. We guarantee quality. The price is right.



A tip top combination white; rather light in gravity and does not settle hard. Breaks up easily, works free, will stand brushing out and covers quite as well as pure Hydro-carbonate of Lead. Especially recommended for Railroad and Steamship work, and as base for colors and tints.



## BETTER VALUE CANNOT BE MADE

"Respecta Finem"—Look well to the end—is our motto. When we make a customer, we expect to please him, to please his trade and to hold his friendship and good-will forever, because we know our products are profit makers and business builders. Write to-day to Department M. Philadelphia, New York or Chicago. Tuck this up on your desk.

## LUCAS WHITES.

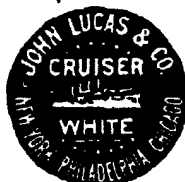
The survival of the old argument that what is known as Pure White Lead (hydro-carbonate) is the only white fit for outside work is one of the mysteries of the trade, as the contrary has been repeatedly proven. Tradition is a very weak, but do not be bowed by it. Leave prejudice aside, and don't quibble over the technical term of "pure lead." "Pure" is a relative term when used in connection with whites. Painters need a white



that wears well, covers well, and is really white, irrespective of the "pure" part of it. Lucas Capitol White Lead answers all the requirements. It has had years of actual practical use in all parts of this country; will neither chalk nor peel off, is non-poisonous, stands exposure in any climate, and is whiter and more durable and costs less than Pure Hydrocarbonate of Lead.

**NOTE.**—100 pounds of Capitol White Lead will take 5 gallons of Linseed oil and 1 quart of Gibbsboro Japan to this for use. This will give 84 gallons of paint weighing 16 pounds to the gallon. One gallon of this will cover 345 square feet two coats.

Another wonder in way of white. No question but that it is worthy its name. We have furnished it to the Government. It has been used with distinctive success



both on land and sea, standing equally well sun, wind and salt water. We welcome tests as to its lasting qualities. Low in price.

The greatest advantage the painter derives from the use of zinc is the fact that it is, unlike white lead, non-rancid. For this reason and also on account of its remarkable whiteness, which does not turn yellow with age, it is to be greatly



preferred for interior work. Mixed with lead, it makes the very best white possible for outside work, not chalking or peeling like other whites. We grind in pure oil the old brand of Vieille Montagne Superior French Zinc, red and green coal.

## Lucas Colored Paints in Oil.

Prices given are for 25-lb. Tins up to 700-lb. Packages; 12 1/2-lb. Tins, 1/2c. per lb. advance.

|                                        | Per Lb.  |
|----------------------------------------|----------|
| Brown, Manhattan Metallic . . . . .    | \$ 7 1/2 |
| " New Jersey " . . . . .               | 8 1/2    |
| " New Jersey Spanish . . . . .         | 8 1/2    |
| Red, Manhattan Venetian . . . . .      | 7 1/2    |
| " New Jersey " . . . . .               | 8 1/2    |
| Red Oxide, New Jersey Bright . . . . . | 9        |
| Red Lead, Gibbsboro . . . . .          | 16 1/2   |
| " C. P. . . . .                        | 18       |
| Ochre, Manhattan French . . . . .      | 7 1/2    |
| " New Jersey " . . . . .               | 8 1/2    |
| " J L C O " . . . . .                  | 13       |
| " Manhattan Oxford . . . . .           | 7 1/2    |
| " C. P. English " . . . . .            | 13       |
| " Manhattan White . . . . .            | 9        |
| " " Gray . . . . .                     | 9        |
| Bronze Green, Marine . . . . .         | 17 1/2   |
| " New Jersey . . . . .                 | 12 1/2   |
| Slate Paint, New Jersey . . . . .      | 9 1/2    |
| " Gibbsboro . . . . .                  | 11 1/2   |
| Blue Paint, New Jersey . . . . .       | 12       |
| Black Paint, New Jersey . . . . .      | 9        |
| " Gibbsboro . . . . .                  | 12       |
| Black, Marine . . . . .                | 14       |

Manhattan and New Jersey brands of Colored Paints are particularly recommended for priming or first coating wooden buildings and for structural iron work.

Long Prices Subject to Discount.

JOHN LUCAS,  
WILLIAM H. LUCAS

JOHN LUCAS & CO.

# GIBBSBORO PAINT AND COLOR WORKS,

MANUFACTURERS AND IMPORTERS OF

White Lead, White Zinc, Colors, Varnishes and Window Glass

141 AND 143 NORTH FOURTH STREET, PHILADELPHIA

Dear Sir,

We hand you To Day's Net Cash Prices subject to the fluctuations of the Market without notice, and shall be glad to receive your orders, which will be filled at lowest Market Rates and have the prompt attention of

Yours Respectfully,

John Lucas & Co.

## White Leads, in Oil.

J. L. & Co's Pure, per lb. 11 1/2  
Capitol, do. 12 1/2  
Columbia, do. 12 1/2  
Delaware River, do. 12 1/2  
Dismal, do. 12 1/2  
French, do. 12 1/2  
Avalanche, do. 12 1/2

## White Zincs, in Oil.

French Snow White, per lb. 10 1/2  
do. No. 1, do. 10 1/2  
Gibbsboro Snow White, do. 10 1/2  
Jersey Snow White, do. 10 1/2  
America, do. 10 1/2  
Pennsylvania, do. 10 1/2  
Avalanche, do. 10 1/2  
Finest Porcelain Finish in Varnish, do. 10 1/2  
China Glass, do. 10 1/2

## Colored Paints, in Oil.

Linac Paint, per lb. 8 1/2  
French Yellow Ochre, do. 8 1/2  
Gibbsboro, do. 8 1/2  
Black Paint, do. 8 1/2  
English Vaseline Red, do. 8 1/2  
French Brown Zinc, do. 8 1/2  
Ochreoline, do. 8 1/2  
Black, do. 8 1/2  
Spanish Brown, do. 8 1/2

## White Lead, Dry.

J. L. & Co's Pure, per lb. 7 1/2  
No. 1, do. 7 1/2

## White Zincs, Dry.

J. L. & Co's L. L., per lb. 5 1/4  
do. L. L. 2, do. 5 1/4

## Greens, Dry.

Imperial French, L. & M. Shades, per lb. 10  
Gibbsboro Pure Chrome, L. M. & D. Shades, do. 10  
Philadelphia, No. 1, do. 10  
Washington, do. M. Shades, do. 10  
Pure Double Deep, do. 10  
Deep Brunswick, in 100 lb. Kegs and Bbls. only, do. 10  
E. F. F. Paris, in 25 lb. Cans only, do. 10  
S. F. do. 10  
F. do. 10

## Greens, in Oil.

Imperial French, L. & M. Shades, per lb. 11  
Gibbsboro Pure Chrome, L. M. & D. Shades, do. 11  
Philadelphia, No. 1, do. 11  
Washington, do. 11  
E. F. F. Paris, do. 11  
F. do. 11  
Gibbsboro Verdigris, do. 11  
No. 1, do. 11  
Columbia Green, in 25 and 50 lb. Cans only, do. 11

## Chrome Yellows, Dry.

Gibbsboro Pure, L. M. and O. Shades, per lb. 12  
Philadelphia, No. 1, do. 12  
Delaware, do. 12  
Strictly Pure, M. in Bbls. only, do. 12  
do. Primrose, do. 12  
Gibbsboro, D. D. Orange, do. 12  
Imperial Yellow, do. 12  
Chrome Yellows, in Oil, do. 12  
Gibbsboro Pure, M. Shade, per lb. 12  
Philadelphia, No. 1, do. 12  
Delaware, do. 12

## Blues, Dry.

Washington, per lb. 10  
Chinese, do. 10  
Pure Prussian, do. 10  
No. 1, do. 10  
A. Ultramarine, in 25 lb. Boxes, do. 10  
B. do. 10  
A. Celestial, do. 10  
do. in 100 lb. Kegs, do. 10  
do. in 500 lb. Bbls., do. 10

## Blues, in Oil.

Pure Prussian, 1/4 to 1 lb. Cans, 30 lb. Cans, per lb. 2 1/2  
No. 1, do. 2 1/2  
Celestial, 1 to 5 lb. Cans, 70 lb. Cans, do. 2 1/2

## Sundries, in Oil.

Gibbsboro Drop Black, per lb. 12  
Raw Sienna, do. 12  
Burnt do. 12  
Raw Umber, do. 12  
Burnt do. 12  
Delaware Raw Sienna, do. 12  
Burnt do. 12

For less quantity than a case add 2 Cts. per lb.  
For all 1 & 2 lb. Cans, add 1/2 per lb.  
In Kegs 25 to 100 lb. 1 Cts. per lb. less.  
Same rule applies as with Green in Oil.  
Pulp Blues made to order.  
Same rule applies as with Green in Oil.  
Pulp Blues made to order.  
Same rule applies as with Green in Oil.  
Pulp Blues made to order.  
Same rule applies as with Green in Oil.  
Pulp Blues made to order.

Est. by John Lucas

0007-SWP-042420

# Look of prices to Painters, Coach Builders, Chain makers & consumers generally.

RECEIPT TO THIS

Office & Depot of the New Jersey Zinc Paint & Color Works,

Copy given to Mr. H. B. Smith

GIBBSBORO, CAMDEN Co., N. J.

JOHN LUCAS & CO., Proprietors.

Philadelphia, 130 Arch St.

Jan 1857

IMPORTERS AND WHOLESALE AGENTS FOR

The Derbyshire Terra Alba Company, England,  
The Yorkshire Mining Company's Barytes, England,  
Cox, Brothers & Company's Pure White Lead, England,  
French White and Colored Zinc Paints.

YAC & POLLEY & SONS

GENTLEMEN:

As IMPORTERS AND MANUFACTURERS, we can offer superior advantages to the Trade.  
All articles branded "JOHN LUCAS & CO." and "GIBBSBORO COLOR WORKS" are what they are represented.  
We are, however, prepared to grind any Paints to order, and at prices to suit under Special Contracts. Our  
ZINC GREEN, you will find very superior in tone of color and body to the best Chrome Greens; we have now  
facilities for manufacturing it in large quantities, it is fast taking the precedence of all others.  
We refer you to the following List of Prices.

| ARTICLES.                             | PACKAGES.               | WEIGHTS.            | PRICE. | REMARKS.                         |
|---------------------------------------|-------------------------|---------------------|--------|----------------------------------|
| <b>WHITE LEAD.</b>                    |                         |                     |        |                                  |
| J. L. & Co's pure dry,                | Kegs and Bbls.          | 100 to 1000 lbs.    | 8 1/2  | White Lead packages over         |
| " " in oil,                           | "                       | 12 1/2 to 1000 lbs. | 8 1/2  | 500 lbs. 1/2 cent per lb. lead,  |
| Eagle Premium Lead, in oil,           | "                       | "                   | 8 1/2  | and charge for package.          |
| Columbia Pure Lead, "                 | "                       | "                   | 8 1/2  | 12 1/2 lb. kegs 1/2 cent per lb. |
| Diamond White Lead, "                 | "                       | "                   | 8 1/2  |                                  |
| Pearl White Lead, "                   | "                       | "                   | 8 1/2  |                                  |
| Pure English White Lead, in oil,      | "                       | "                   | 8 1/2  |                                  |
| <b>ZINC WHITE.</b>                    |                         |                     |        |                                  |
| French Snow White Zinc, in oil,       | "                       | "                   | 10     |                                  |
| French White, warranted pure,         | "                       | "                   | 10     |                                  |
| French Zinc Driers,                   | Cases 1 to 6 lb. Cans.  | 50 lbs.             | 10     |                                  |
| Gibbsboro' White Oxide, dry,          | Casks.                  | 400 to 500 lbs.     | 8      |                                  |
| Jersey Works' Oxide, dry,             | "                       | "                   | 8      |                                  |
| Gibbsboro' Snow White, pure, equal to | Kegs and Bbls.          | 12 1/2 to 1000 lbs. | 8 1/2  |                                  |
| French,                               | "                       | "                   | 8 1/2  |                                  |
| Jersey Works' Snow White, in oil,     | "                       | "                   | 8 1/2  |                                  |
| America No. 1 Oxide, in oil,          | "                       | "                   | 8 1/2  |                                  |
| Penna. No. 1 Snow White, in oil,      | Cases 5 to 10 lb. Cans. | 80 lbs.             | 15     |                                  |
| China Glass Paint,                    | "                       | "                   | 20     |                                  |
| Finest Porcelain Finish,              | "                       | "                   | 20     |                                  |

0007-SWP-042421

0007-SWP-000125784

# Paint Firm Makes Tung Oil Substitute

By SEWARD E. SHELDON, The Press Financial Editor

Another answer to the problem of making American industry more self-contained has been developed by the Sherwin-Williams Co., it was learned today.

It is a product called "dehydrol," perfected in the Chicago and Cleveland laboratories of Sherwin-Williams as a substitute for tung oil and now being manufactured in the company's Cleveland plant.

Caught flat-footed in 1915, along with users of dyes, chemicals, medicinals and fertilizers obtained only from Germany, the paint industry has come a long way in making itself independent of foreign supply and inventive genius.

The present blockade of Germany finds American industry undisturbed and the paint industry, one of the hardest hit in 1918, perhaps least disturbed of all.

But on the other side of the world a disturbance started by Japan back in 1931 has caused the paint industry considerable embarrassment and financial loss.

Tung oil, product of China and for years past the principal medium for making lacquers, enamels and varnishes, has doubled in price and is difficult to obtain since the Japanese "incident" in China.

Sherwin-Williams chemists found the answer in the lowly castor bean from whose oil the new product "dehydrol" is made. By their process castor oil, one of the most "non-drying" of the vegetable oils, is converted to one of the best and fastest drying oils.

## Colorless, Odorless

Dehydrol is colorless and odorless, qualities not possessed by tung oil, and severe tests have proven it to be superior to tung oil in lasting qualities, say Sherwin-Williams chemists.

Canning companies have found the new product superior to any previously developed for use as a sanitary lacquer in the lining of cans and will use it exclusively for cans made for the canning of foodstuffs, according to A. W. Studel, 47-year-old vice president and general manager of Sherwin-Williams.

One unit for manufacture of dehydrol, costing about \$200,000, has been completed in Cleveland and is now in operation under the direction of H. J. Hain.

## Will Add Other Units

Other units will be added to provide capacity for the company's large output of oils and varnishes using this kind of oil as a medium.

The company is also considering the advisability of going into the manufacture of castor oil to make

itself self-contained in the manufacture of dehydrol from the harvesting of the castor bean to the finishing of the product, according to Mr. Studel.

Development of the new dehydrol manufacturing process is only one of several steps now under way to make the company more independent and self-contained.

"Our policy has always been to safeguard our products by producing as many as possible of the raw materials we use," said Mr. Studel.

## New Titanium Plant

"Mr. Sherwin started years ago making his own linseed oil here at Cleveland. Later we acquired our own lead and zinc mines in New Mexico and added ore smelters at Coffeyville, Kas., which now form the basis of our large pigment business.

"The addition of our large new titanium plant at Gloucester, N. J., which will soon go into operation, will be another step in making us more self-contained."

Titanium is a new white pigment developed by Sherwin-Williams chemists to replace white lead, particularly in white paints for exterior use. It is made from an ore called ilmenite, a coal black mineral which is converted into the purest white in the titanium plant at Gloucester, N. J.

## Claims Advantages Over Lead

Found in huge deposits in the United States, the best ilmenite ore, however, comes from India. Ilmenite from India is apparently the result of sub-sea volcanic eruptions. Washed up on the shores, it has the character and texture of sand, whereas ilmenite ore in this country is flinty and has the appearance of coal when mined.

Advantages claimed over lead are that titanium is non-poisonous and has three times the covering power. These more than offset the higher cost, about double that of lead, according to Mr. Studel. It can be used in all oils used for compounding paints.

The Gloucester plant was started two years ago and will cost several million dollars when completed. The first unit, 400 feet long, operates as a continuous process in which 95 per cent of chemicals used in the manufacture of titanium are recovered and returned to the plant for re-use.

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0007-SWP-042422

0007-SWP-000125785

**UMBER & SIENNA, in Oil.**

|   |                                |       |                               |
|---|--------------------------------|-------|-------------------------------|
|   | Giltsboro' Raw Umber           | _____ | 2                             |
| ◆ | <i>Rare</i> Philadelphia "     | _____ | 7 <sup>1</sup> / <sub>8</sub> |
|   | Giltsboro' Burnt " _____       | _____ | 7 <sup>1</sup> / <sub>8</sub> |
| ◆ | <i>Rare</i> Philadelphia " " \ | _____ | 7 <sup>1</sup> / <sub>8</sub> |
|   | Giltsboro' Raw Sienna _____    | _____ | 10                            |
| ◆ | <i>Rare</i> Philadelphia " " \ | _____ | 7                             |
|   | Giltsboro' Burnt " _____       | _____ | 10                            |
| ◆ | <i>Rare</i> Philadelphia " " \ | _____ | 7                             |

**RED, in Oil.**

|                     |       |
|---------------------|-------|
| Indian Red          | 5     |
| Venetian Red        | 4     |
| American Vermillion | 13    |
| ① Indian Red        | 10    |
| ② Pure Venetian Red | 5 1/2 |
| ③ Ven. Red          | 6     |
| ④ Red Lead in oil   | 9 1/2 |

**WHITE**

| WHITE |                         |        |
|-------|-------------------------|--------|
| 1     | One Smiling White       | 4.1280 |
| 2     | Two Black & Red Smiling | 9      |
| 3     | 1/2 C.C. Lead Smiling   | 1      |
| 4     | #8 Lead                 | 1/2    |
| No. 4 | { Old                   | 8 1/2  |
| No. 4 | { New                   | 7 1/2  |
| No. 5 | { New                   | 5 1/2  |
| No. 6 | { 5 (old 6)             | 5 1/2  |
| No. 7 |                         | 4 1/2  |

|                          |                    |        |
|--------------------------|--------------------|--------|
| Or. Kim Balm.            | ② French Zinc      | 11 1/2 |
| Finest Porcelain Finish. | Leindrop. 1 lb     | 9      |
| China Gloss              | " 1 1/2            | 5 1/2  |
| Patent Driers            |                    | 5 1/2  |
| Whiting in Oil.          | on white lead      | 4      |
| No. 1                    | on Red Zinc        | 9 1/2  |
| No. 2                    | (on Red Zinc) 1 lb | 7 1/2  |
| No. 1 Dry White Lead     |                    | 5 1/2  |
| No. 2                    | " dry Zinc         | 4      |
| A. W. Putty              | ② mixing only 1/2  | 1 1/2  |
| Gibson's Putty           |                    | 8      |

|                                 |       |
|---------------------------------|-------|
| No 57 White Combination         | 7 1/2 |
| " " " "                         | 5 1/2 |
| " " " "                         | 12    |
| ✓ "Flame White"                 |       |
| ✓ "Green Zinc in Oil for Hulls" | 15    |
| White Lignoid Paint per Gall    | 25    |

## COLORED PAINTS.

|   |                            |       |
|---|----------------------------|-------|
| A | Yellow scalp for 10.00     | 10.00 |
| B | Orange 10.00 for 10.00     | 10.00 |
| C | 10.00                      | 10.00 |
| D | 10.00                      | 10.00 |
| E | Gold Stone Color for 10.00 | 10.00 |
|   | Orange 10.00 for 10.00     | 10.00 |
|   | 10.00 for 10.00            | 10.00 |
|   | 10.00 for 10.00            | 10.00 |

## DISTEMPER COLORS.

|                                   |       |
|-----------------------------------|-------|
| Raw Umber                         | 5     |
| Burnt "                           | 6     |
| Raw Sienna                        | 7     |
| Burnt "                           | 7     |
| Vandyke Brown                     | 7     |
| Drop Black                        | 5     |
| <i>Chemical Colors in the box</i> | 5 1/2 |

## VARNISHES

|                                           |     |
|-------------------------------------------|-----|
| A. Wearing Body Varnish                   | 1.7 |
| B. Hard Drying or Flattening Body Varnish | 1.6 |
| C. No. 1 Coach Body Varnish               | 1.7 |
| D. No. 1 Carriage Varnish                 | 1.8 |
| E. No. 2 " " "                            | 1.2 |
| K. Piano Extra Polishing Varnish          | 3.1 |
| G. No. 1 Copal Varnish                    | 1.1 |
| H. No. 2 " " "                            | 98  |
| J. No. 3 " " "                            | 80  |
| L. White Enamel or Dial Varnish           | 1.8 |
| M. Demar Varnish                          | 98  |
| O. Porcelain Finish, or Thinning Varnish  | 1.2 |
| P. Black Asphaltum Varnish                | 7   |
| R. Hard White Spirit " "                  |     |
| S. Pure Shellac Varnish                   |     |
| T. Common " " "                           |     |
| Drying Japan                              | 20  |
| Furniture Oil                             |     |
| English Boiled Oil                        |     |
| Washington Drying Japan                   | 20  |
| Japan Gum Oil                             |     |
| Brown Baking Japan                        | 1.2 |
| Black " " "                               | 1.1 |
| Black " " "                               | 1.2 |
| Blue Black " " "                          | 1.2 |
| Stippled " " "                            | 1.2 |