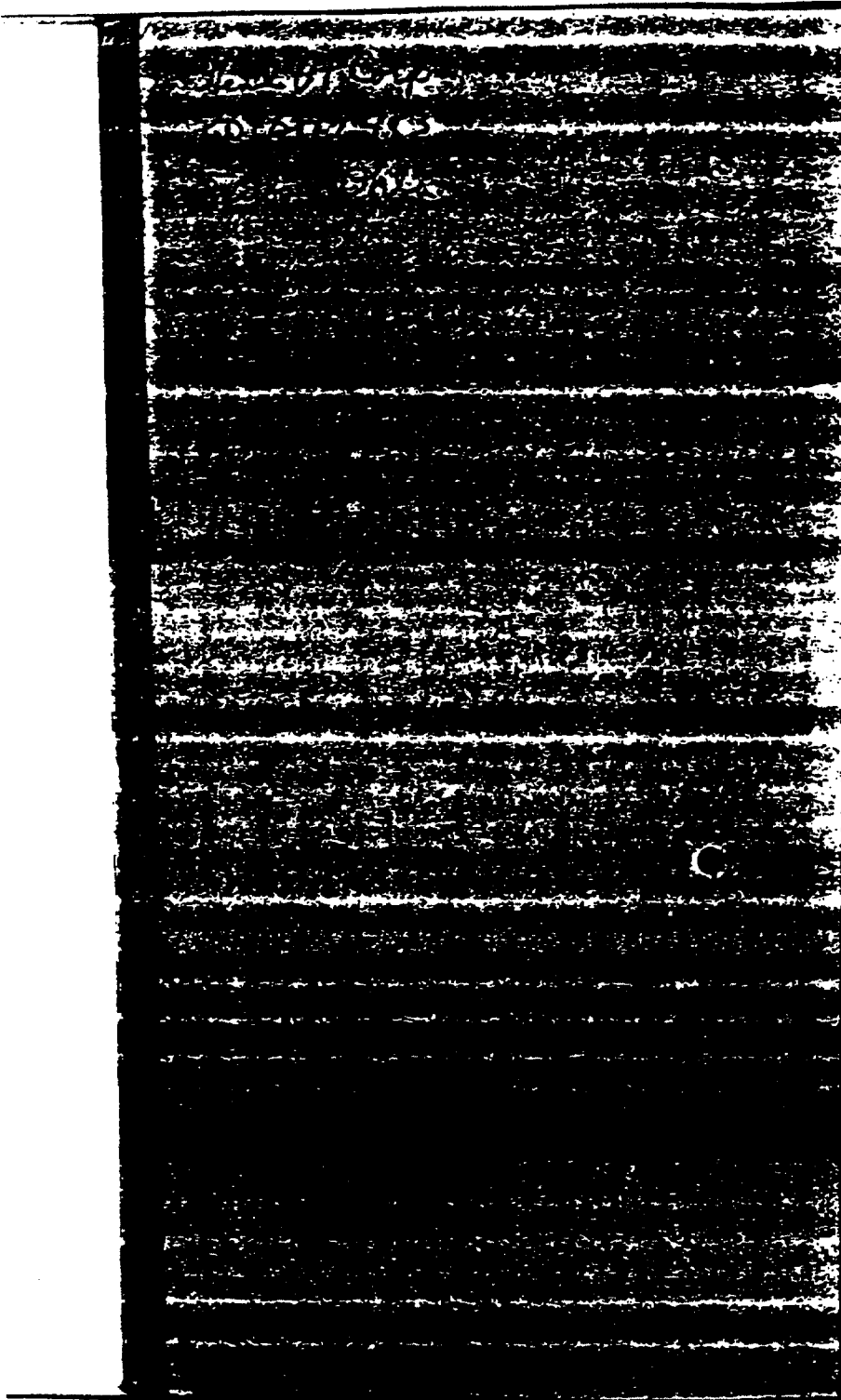




1986 National Plant Variety Protection Act



*Summary of*  
**PROCEEDINGS of the 1935 AND 1936 CONVENTIONS**  
*(48th and 49th Meetings of the Organized Industry)*

**National Paint, Varnish and Lacquer Association, Inc.**

Organized November 1, 1933

Incorporated December 1, 1933

**SUPERSEDING:**

The National Paint, Oil and Varnish Association

(Organized September 11, 1888)

The Paint Manufacturers' Association of the U. S.

(Organized May 8, 1899)

The National Varnish Manufacturers' Association

(Organized November 3, 1903)

The American Paint and Varnish Mfrs. Association

(Organized October 11, 1926)

National Association of Paint Jobbers

(Organized March 10, 1914)

National Association of Paint Distributors, Inc.

(Organized January 24, 1923)

National Wholesale Paint Association, Inc.

(Organized October 31, 1933)

**48th Meeting**

**MAYFLOWER HOTEL, WASHINGTON, D. C.**

October 30-31-November 1, 1935.

**49th Meeting**

(Formally convened at Association Headquarters in Washington, D. C.,

November 4, 1936)

Business and Entertainment Sessions adjourned to and held at

**DRAKE HOTEL, CHICAGO, ILL.**

November 18-19-20, 1936

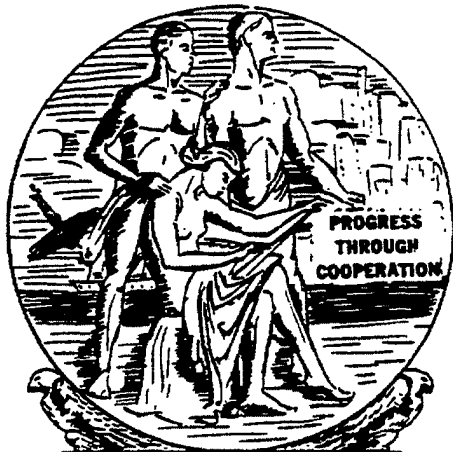
**WITH OTHER FUNDAMENTAL ASSOCIATIONAL INFORMATION**

**NATIONAL PAINT, VARNISH AND LACQUER ASSOCIATION, INC.**

2201 New York Avenue N. W., Washington, D. C.

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"For successfully operating a comprehensive, well coordinated and effective program in the interest both of the public and of the industry."

Awarded April 5, 1932

**IN THE SERVICE OF THE PUBLIC  
AND THE  
PAINT, <sup>in</sup> VARNISH AND LACQUER  
INDUSTRY**

The Bronze Medallion, the work of a distinguished artist, pictured above, represents the official insignia of honor presented each year by a jury of Award of the American Trade Association Executives, the Chairman being the Honorable Secretary of Commerce.

Recognition is thus bestowed on the trade association which is adjudged to have rendered the most valuable service to its members, to industry at large and to the public.

---

## "A Feeble Voice in the Wilderness"



Hon. Wright Patman

THERE has never been a time in the history of this country when there was such a necessity for good organization as today. During the last four years people have realized more than ever before that in order to have a voice in the affairs of your State or in the affairs of your Federal Government, it is necessary that you have your voice join in with hundreds and thousands of others, in order that your voice may be heard. Just one voice is like a feeble voice in the wilderness. It is not heard. No one pays any attention to you, but if you want to have a voice in the affairs of this great Government of ours, it is necessary that you become a member of some association or organization that can speak for you, and in that way your voice will be heard and your voice will be respected."—Honorable Wright Patman, in an address to the 1936 Convention of the National Paint, Varnish & Lacquer Association, Inc., in Chicago.

## "THE OPEN DOOR"



IN this Association, "The Open Door" (which incidentally is the name of the official monthly bulletin of our organization) when applied to the headquarters offices in Washington, means just what it says. It is a cordial and urgent invitation to our members to make your Association's national headquarters in Washington "Your Washington Office," and to call upon your President and your headquarters staff to help you to solve those many important problems which arise in every business organization, and in which a properly organized trade association can be of valuable assistance.

We are living in a time in which business conditions and business problems are vastly different and more perplexing than they were only a few years ago. Governmental supervision and regulation of business have made amazing strides. Complexities are increasing rapidly and will continue to increase.

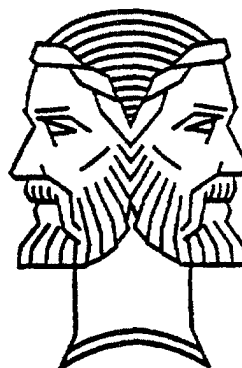
The government organization in Washington is a vast labyrinth in which the average business man finds himself relatively helpless. Even if he is able to find and reach the proper government officials, his voice as an individual is but a "feeble voice in the wilderness," as has been so aptly said by the Honorable Wright Patman.

Your Association and its staff does not claim to know everything and to do everything, but it can find out a surprising number of things to help you—if you will just accept this invitation and enter "The Open Door"—by letter, telegram or personally!

Cordially yours,

President





## HISTORY

**T**HE old National Paint, Oil and Varnish Association, of which our present National Paint, Varnish and Lacquer Association, Inc., is the immediate successor, and also the successor of the other national organizations of the paint, varnish and lacquer industry, hereinafter listed, was organized at the Grand Union Hotel, Saratoga, New York, September 11, 1888, and was the first national organization of the paint, varnish and allied industries. The national organization was antedated by several paint clubs which were strictly local or regional in scope, and which represented the first "get together" consciousness within what previously had been an utterly unorganized industry.

The first and oldest of these clubs was and is the Paint and Oil Club of New England, organized February 23, 1884. The St. Louis Paint, Oil and Drug Club, now the St. Louis Paint, Varnish & Lacquer Association, held its first meeting on December 18, 1886. The first meeting of the Chicago Club was held on February 25, 1887. The New York Club was organized February 26, 1887, which was the following that of the Chicago meeting, and the Philadelphia Club was organized October 1, 1887. George B. Heckel, in his history of the American paint and varnish industry, "The Paint Industry", calls attention to the fact that the paint clubs in Cincinnati and Pittsburgh, also had been organized by 1888, the year of the first national meeting.

At the beginning of 1937, there were thirty local paint, varnish and lacquer Associations affiliated with the National Paint, Varnish and Lacquer Association, Inc. A list of the local Associations and the names of their members will be found in the concluding pages of this Yearbook.

In the decades following the organization of the National Paint, Oil and Varnish Association, the manufacturers in the industry, while almost invariably retaining their membership in the National Paint, Oil and Varnish Association, formed separate organizations which developed as follows:

The Paint Manufacturers' Association of the U. S., organized May 8, 1903.

The National Varnish Manufacturers Association, organized November 9, 1903.

The American Paint & Varnish Manufacturers Association, which superseded the two previously named organizations of manufacturers, which was organized October 11, 1926.

As time went on, it became customary for the manufacturers' organization to hold its annual meeting at the same hotel and in the same week, as the convention of the old National Paint, Oil & Varnish Association—a procedure which helped to pave the way for the final, definite unification of the organization of the industry in the National Paint, Varnish and Lacquer Association, Inc., November 1, 1933, at the annual convention of the Industry held in Chicago. The energetic entry of the Federal Government into supervision of business was an immediate and powerful factor in bringing about the consolidation, by reason of the fact that the new conditions clearly demonstrated the interdependence of the various factors of the industry in cooperating with the Government through a single powerful organization of their own, with maximum prestige and benefit for the individual members and the industry as a whole.

On August 1, 1935, the National Wholesale Paint Association, Inc., which was organized October 31, 1933, and was successor to the National Association of Paint Jobbers, organized March 10, 1914, and the National Association of Paint Distributors, Inc., which was organized January 24, 1923, became the Wholesale Division of the National Paint, Varnish and Lacquer Association, Inc.

Including the organization meeting on September 11, 1888, your National Association under the old name of the National Paint, Oil and Varnish Association and under its present name, has held a total of fifty meetings, including the 1936 convention in Chicago. Two meetings were held in 1889, one in Detroit and one in Cleveland. Eliminating the organization meeting of 1888, and one of the two meetings held in 1889, it is found that actually 48 annual meetings have been held, including the Convention in November, 1936; in Chicago, 48 meetings or Conventions, which properly can be counted as "annual" conventions, have been held.

#### **YOUR NATIONAL ASSOCIATION WAS RESPONSIBLE FOR ESTABLISHMENT OF in S. DEPARTMENT OF COMMERCE**

*(Excerpts from an Address by President Ernest T. Trigg of the N. P. V. & L. A. at Fiftieth Anniversary Celebration of New York Paint Varnish & Lacquer Association, April 7, 1937).*

I am confident that it will be real news to almost every one present tonight to learn that your National Association was definitely responsible for the establishment of the United States Department of Commerce. Like many others, I have held an impression that this was so, but the specific proof, after thirty-four years had elapsed since its legal institution in 1903, was elusive. Thru the painstaking search of Mr. Harry J. Schnell, President of the Oil, Paint and Drug Reporter, in the files of the Reporter for the eighteen-nineties, and the early years of the present century, the complete story of this high achievement has been resurrected.

From this record, we find that President Whitelaw of the National Paint Oil and Varnish Association, in his address at the 1891 Convention, asked for the organization of a movement to bring about the establishment of a Department of Commerce, and as a result a committee to work to this end was appointed, composed of T. J. Beale, Chairman, Charles E. Adams, and M. D. Eger. At the fourth session of that Convention, Mr. Beale submitted the following report:

"WHEREAS there are in the organization of the executive department of the National Government a number of departments repre-

senting the business of the government and of the people, each presided over by a secretary who is a member of the President's Cabinet, and

"WHEREAS no provision has been made for a department in the interest of and especially devoted to the commerce of the country, and  
"WHEREAS the great and ever-increasing local, interstate and foreign commerce should be promoted by the fostering care of such a department; therefore be it

"RESOLVED that the National Paint, Oil and Varnish Association of the United States hereby calls upon Congress to establish a Department of Commerce and make provision for the appointment of a secretary thereof as a member of the President's Cabinet.

"RESOLVED FURTHER that the commercial, industrial and professional bodies of the country are invited to pass resolutions favoring the establishment of the Department of Commerce to favor legislation to that end.

"RESOLVED FURTHER that the members of this association and of the various local organizations throughout the country are hereby requested to write to their representatives and senators to urge the legislation hereby recommended.

"RESOLVED FURTHER that the President is hereby instructed to appoint a committee of five members to promote the movement hereby inaugurated and report to the next annual meeting."

(Signed)

T. J. Beale, Chairman  
Charles E. Adams  
M. D. Eger

In the concluding comment of the Chairman, he said:

"\* \* \* If a proper committee be appointed with proper energy and enterprise and if it is successful, *the National Paint, Oil and Varnish Association* \* \* \* *will get the credit.*"

The resolution was unanimously adopted and Mr. Charles Richardson was subsequently appointed chairman of a committee to continue this work. At the 1893 annual convention the committee reported progress. The supplemental remarks of the chairman are of as high significance today as they were at the time in emphasizing the power of our united effort.

They are concluded with these words:

"I hope you will all go home with the determination that this association will follow this thing through to success. Do not let a congressman sleep or a member of the House or Senate rest until you have brought this to their attention and forced the matter upon them. Let the prominent business men from all over the country rise up and make a demand that this will receive attention."

Again at the annual convention in 1894 the committee reported. Once more the supplemental remarks of the chairman are really more important than the report itself. He concluded by saying:

"The subject is so large that every one must feel interested and with your cooperation we are bound to succeed."

During the year October 1894 to 1895, Mr. Richardson died and he was succeeded as chairman of the committee by James A. Reardon of St. Louis.

At the 1895 Convention Mr. Reardon reported:

"Through the efforts of our lamented ex-chairman, Mr. Charles Richardson, of Boston, a bill for the creation of this additional department to our Cabinet, a copy of which is herewith submitted, was introduced by Mr. MacEttrick of Massachusetts, at the third session of the fifty-third or last Congress and after being read was referred to the committee on interstate and foreign commerce, and ordered to be printed."

The full text of this bill, H. R. 8305, introduced February 7, 1895, is printed in full in the October 14, 1895 issue of the Reporter, and there is an appeal to our national legislators, the public and trade press, the various boards of trade, and trade associations, and to the merchants and manu-

facturers of the United States, calling for their work to bring about the passage of this bill. The appeal concludes with the following:

"The National Paint, Oil and Varnish Association after several years of incessant work, has at last succeeded in placing this bill before our Congress and realizes that for its successful and speedy passage the united aid of all to whom it appeals is now necessary. Endorsements which may be sent to the secretary of this association or to the chairman of the committee having this matter in charge are earnestly and respectfully solicited."

For the next few years, there does not seem to be any record of moment other than that the subject was kept actively alive. During this period the chairmanship of the committee was changed from Mr. Reardon to Elliott Durand. Finally after eleven years of earnest, constructive work, a bill to create a Department of Commerce was passed by the Senate in January 1902 and on January 17, 1903 it was passed by the House of Representatives and signed by the President and made law on February 14, 1903. I quote the following from the final report of Mr. Durand as chairman of the committee, made at the annual convention of the National Paint, Oil and Varnish Association in October 1903:

"Endorsement and aid of all the manufacturing and commercial associations was invoked until Congress was compelled to take official recognition of the demand. Bills were drafted, discussed, amended, laid over, taken up, new bills substituted and unnecessary labor performed until the subject came before President Roosevelt when like many other grand public measures it was forced to a satisfactory conclusion. . . . Gentlemen, the work of this Committee is ended and we ask to be discharged."

They received a unanimous vote of thanks, which, we must all agree, was richly deserved. Now, when any of us become despondent over some legislative problem, remember that an association with the power to create a new government department, and a new office in the Cabinet of the President of the United States, may be safely entrusted to be your advocate in new government problems, as they arise.

**CERTIFICATE OF INCORPORATION**  
of  
**NATIONAL PAINT, VARNISH AND LACQUER**  
**ASSOCIATION, INC.**

**FIRST.** The name of the Corporation is NATIONAL PAINT, VARNISH AND LACQUER ASSOCIATION, Inc.

**SECOND.** Its principal office in the State of Delaware is located at No. 100 West Tenth Street, in the City of Wilmington, County of New Castle. The name and address of its resident agent is The Corporation Trust Company, No. 100 West Tenth Street, Wilmington, Delaware.

**THIRD.** The nature of the business or objects or purposes to be transacted, promoted or carried on are: To promote the welfare of the Paint, Varnish, Lacquer, Water Paint and Kindred Products Industry, to engage in education and scientific research, to strengthen business and fraternal relations among its members, to remove evils and customs contrary to sound business principles and ethics, to safeguard the interests of the public, to administer and abide by the Code of Fair Competition of the Paint, Varnish and Lacquer Manufacturing Industry as approved by the President of the United States and any amendments thereof, and to possess and exercise all of the authorities, powers and duties, including powers of delegation, conferred by said Code or any approved supplement thereof.

To purchase or otherwise acquire, own, mortgage, pledge, sell, convey, assign and transfer, or otherwise dispose of real and personal property of every class and description and wheresoever situate; and to assume the whole or any part of the obligations or liabilities of any association.

To enter into, make and perform contracts; to borrow money and

execute evidences of indebtedness; to acquire, hold, use, sell, assign, lease, grant licenses in respect of, or otherwise dispose of letters patents, patent rights, licenses or privileges, copyrights, trade-marks and trade names relating to or useful in connection with the business of this corporation.

To have one or more offices, and to carry on all or any of its operations, activities, and business in any of the States, Districts, and Territories of the United States and in foreign countries subject to the laws of such places; and, in general, to do everything necessary, suitable and proper for the accomplishment of the purposes or the attainment of any of the objects or the furtherance of any of the powers hereinbefore set forth, either alone or in association with other corporations, firms or individuals, and to do any or all of the things hereinbefore set forth and referred to, to the same extent as natural persons might do.

The powers, objects and purposes above specified shall be in no-wise limited or restricted by reference to, or inference from the terms of any other clause in this certificate, but they shall in each case be regarded as independent powers, objects, and purposes.

FOURTH. This corporation shall be a membership corporation and shall have no capital stock. The corporation shall not be conducted for profit and no part of its revenues or earnings shall inure to the benefit of any member as such.

FIFTH. The By-Laws may provide that the property and the business of the Corporation shall be governed or managed by the Executive Committee, and shall provide the number, qualifications, powers, terms of office, classifications and duties of the members of said Committee, and for the method of election of said members. The By-Laws shall also provide for conditions of membership in the Corporation and for classification of such membership, based on the nature, kind, or amount of business done by members, their group affiliations, or geographical location, and other bases for classification; for dues based on classifications of membership or otherwise; for the election or appointment, terms of office, powers, and duties of officers of the Corporation; for the method of establishing committees, filling vacancies, appointing employees; for the methods of voting by members, including representation of certain groups or classes of members by delegates or alternates; for annual and other meetings of the Corporation or its officers or committees; for the admission and expulsion of members and the forfeiture of memberships; and for the amendment and method of amendment of such By-Laws. The By-Laws may also contain any other provision or provisions which may be desirable to insert from time to time for the regulation and/or conduct of the business of the Corporation.

SIXTH. The Corporation is to have perpetual existence.

SEVENTH. The private property of the members shall not be subject to the payment of corporate debts to any extent whatsoever.

EIGHTH. In furtherance and not in limitation of the powers conferred by statute, the Corporation is expressly authorized to carry on its business and to hold annual or special meetings in any of the States, Districts or Territories of the United States; and to have one or more offices or branches therein, subject to the laws of the State of Delaware, to keep the books of the Corporation at such places as may be from time to time designated by the Corporation; to receive contributions, and to assess and collect fees, dues and other payments, as may be provided for in rules and regulations adopted by the Corporation.

NINTH. The Corporation reserves the right to amend, alter, change, or repeal any provision contained in this Certificate of Incorporation in the manner now or hereafter prescribed by the laws of the State of Delaware for the amendment of Certificates of Incorporation: but only on the vote of at least two-thirds of the members entitled to vote.

TENTH. The names and places of residence of the Incorporators are as follows:

| Names                 | Residences           |
|-----------------------|----------------------|
| M. Q. MACDONALD ..... | Washington, D. C.    |
| T. S. MOULTON .....   | Washington, D. C.    |
| C. S. PEABBLES .....  | Wilmington, Delaware |

WE, THE UNDERSIGNED, being each of the Incorporators hereinbefore named for the purpose of forming a corporation to do business both within and without the State of Delaware, and in pursuance of the General Corporation Law of the State of Delaware, being Chapter 65 of the Revised Code of Delaware, and the acts amendatory thereof and supplemental thereto, do make this certificate, hereby declaring and certifying that the facts herein stated are true, and accordingly have hereunto set our hands and seals this 1st day of December, A. D. 1933.

|                 |        |
|-----------------|--------|
| M. Q. MACDONALD | [SEAL] |
| T. S. MOULTON   | [SEAL] |
| C. S. PEABBLES  | [SEAL] |

In the presence of  
HAROLD E. GRANTLAND.

STATE OF DELAWARE  
COUNTY OF NEW CASTLE } ss:

BE IT REMEMBERED, That on this 1st day of December, A. D. 1933, personally came before me, Harold E. Grantland, a Notary Public for the State of Delaware; M. Q. Macdonald, T. S. Moulton, and C. S. Peabbles, all of the parties to the foregoing Certificate of Incorporation, known to me personally to be such, and severally acknowledged the said Certificate to be the act and deed of the signers respectively and that the facts therein stated are truly set forth.

GIVEN under my hand and seal of office the day and year aforesaid.

HAROLD E. GRANTLAND  
Notary Public

HARRY E. GRANTLAND,  
Notary Public

Appointed Jan. 11, 1933  
State of Delaware  
Term Two Years.

#### BY-LAWS

(Revised November 2, 1934)  
(Revised November 1, 1935)  
(Revised November 20, 1936)

of the

#### NATIONAL PAINT, VARNISH AND LACQUER ASSOCIATION, INC.

Organized November 1, 1933  
Incorporated December 1, 1933

#### Superseding:

- The National Paint, Oil and Varnish Association  
Organized September 11, 1888
- The Paint Manufacturers' Association of the United States  
Organized May 8, 1899
- The National Varnish Manufacturers' Association  
Organized November 9, 1903
- The American Paint and Varnish Manufacturers' Association  
Organized October 11, 1926
- National Association of Paint Jobbers  
Organized March 10, 1914
- National Association of Paint Distributors, Inc.  
Organized January 24, 1923
- National Wholesale Paint Association, Inc.  
Organized October 31, 1933

Whereas recent events make it desirable to amalgamate the National Paint, Oil and Varnish Association, Inc., and the American Paint and Var-

nish Manufacturers' Association, Inc., to present to the industry and the country a united front of the manufacturers and wholesalers of paints, varnishes, lacquers, kindred products and manufacturers and wholesalers of materials used in connection with the manufacture and/or application of paints, varnishes, lacquers, and kindred products. we do form ourselves into a new Association.

## **CONSTITUTION**

Articles I to VIII, inclusive, for purposes of convenience herein designated "Constitution" shall be a part of the By-Laws of this Association as provided by the laws of Delaware.

### **ARTICLE I**

#### **TITLE**

The name of this organization shall be the National Paint, Varnish and Lacquer Association, Inc.

#### **OBJECT**

The object of this Association shall be to promote the welfare of the Industry, to strengthen business and fraternal relations among its members, to remove evils and customs contrary to sound business principles and ethics, and to safeguard the interests of the public. The Association shall not directly or indirectly restrict free and lawful competition.

### **ARTICLE II**

#### **MEMBERSHIP**

Membership in this Association shall consist of individuals, firms, corporations who are manufacturers and/or wholesalers of paints, varnishes, lacquers, water paints and kindred products; and individuals, firms, corporations who are manufacturers and/or wholesalers of materials used in connection with the manufacture and/or application of paints, varnishes, lacquers, water paints and kindred products.

There shall be classes of membership as follows:

#### **REGIONAL OR CITY ASSOCIATIONS**

Section 1. Any Association with five or more members eligible to join the National Paint, Varnish and Lacquer Association, Inc., may become a member upon approval of the President, Treasurer and Chairman of the Committee on Membership, and after subscribing to the Constitution, By-Laws and Code of Ethics and payment of dues.

Election to membership of Class C members in a Regional or City Association affiliated with the National Paint, Varnish and Lacquer Association, Inc., shall carry with it election to membership in the National Paint, Varnish and Lacquer Association, Inc., of all members eligible to this membership unless otherwise authorized by the Executive Committee of the National Paint, Varnish and Lacquer Association, Inc.

#### **CLASS A MEMBERSHIP**

Section 2. Class A membership shall consist of individuals, firms, or corporations who are manufacturers of paints, varnishes, lacquers, water paints, and/or kindred products and who shall pay dues as provided for in Article II, Section 1, of the By-Laws. Each Class A member is entitled to one vote at the Association meetings and to receive copies of all publications of the Association, including Scientific Section Circulars. They are entitled to membership in Regional or City Associations on payment of the Regional or City Association's dues, not including the National dues.

#### **CLASS B MEMBERSHIP**

Section 3. Class B membership shall consist of individuals, firms, or corporations who are manufacturers of materials used in connection with the manufacture and/or application of paints, varnishes, lacquers, water paints and/or kindred products who shall pay dues as provided for in

Article II, Section 2, of the By-Laws. They shall have representation at the Association meetings through Regional or City Association delegates as provided in the By-Laws and shall be entitled to receive copies of all publications of the Association, including Scientific Section Circulars. They are entitled to membership in each Regional or City Association on payment of the Regional or City Association dues, not including National dues.

#### CLASS C MEMBERSHIP

Section 4. Class C membership shall consist of individuals, firms or corporations who are not eligible for Class A membership or who are not Class B members, but who are members of Regional or City Associations affiliated with the National Association and pay National dues and dues as prescribed by the Regional or City Associations. They shall have representation at the National Convention through Regional or City Association delegates as provided in the By-Laws.

#### CLASS D MEMBERSHIP

Section 5. Class D membership shall consist of individuals, firms or corporations who are manufacturers of paints, varnishes, lacquers, water paints and/or kindred products located in Canada and manufacturers of materials used in connection with the manufacture and/or application of paints, varnishes, lacquers, water paints and/or kindred products. Such individuals, firms, or corporations may become members of the National Paint, Varnish and Lacquer Association, Inc., and are entitled to receive copies of all publications of the Association, including the Scientific Section Circulars. They shall pay dues as provided in Article II, Section 4, of the By-Laws.

#### CLASS E MEMBERSHIP

Section 6 (a) Class E membership shall consist of individuals, firms or corporations, or a division thereof, definitely organized to render and rendering a general wholesale service, which buy and maintain at their place of business a stock of paints, varnishes, lacquers, white lead, turpentine, linseed oil and related products used in the painting business, and which sell to retailers or to institutions, or commercial or industrial users; it being recognized that it is not the character of a concern's buying but the character of its selling which marks it as a wholesaler.

No wholesaler qualified for Class E membership shall be taken into the membership of a local organization without first becoming a Class E member of the National Association. After becoming a Class E member he may join a local association, or associations, without payment of the \$20 dues going to the National Association, but only upon payment of the local association assessment. If a Class A member of the Association manufactures less than 50% of his total volume of business in the products of the industry, such membership shall be transferred to Class E membership and he shall pay dues accordingly, provided further that if such member so desires he may also continue as a Class A member by paying additional dues of \$25.

(b) Class A members of this Association, performing wholesaling functions through branch warehouses, shall designate one representative to the Wholesale Division.

(c) They shall be organized as the Wholesale Division of this Association which, except as provided by Constitution Article III, Section 4 shall elect its own officers, and shall act independently in all matters, subject, however, to the Constitution and By-Laws and not in conflict with the principles of the Association. Activities involving the expenditure of funds shall first be approved by the Executive Committee of the Association. The President ex-officio shall be a member of the Division and the Executive Committee thereof.

(d) Class E members shall pay dues as provided in Article II, Section 5 of the By-Laws.



## HONORARY MEMBERS

Section 6. Any individual who has rendered distinguished service to the Industry or to the Association may, upon unanimous nomination by the Executive Committee, be elected an Honorary member by two-thirds vote at any regular meeting of the Association.

## ARTICLE III

### OFFICERS AND EXECUTIVE COMMITTEE

Section 1. The officers of the Association shall consist of a President, Vice-President, Vice-President Wholesale Division, five (5) Regional Vice-Presidents, Treasurer, and Secretary.

Section 2. The President shall be elected by the members of the Association for a term not to exceed three years.

Section 3. The Vice-President shall be elected from Class A members, for one year or until his successor is elected and shall qualify.

Section 4. The Wholesale Division Vice-President shall be elected by the Association from Class E members for one year or until his successor is elected. He shall be Chairman of the Wholesale Division. The Vice-Chairman of the Wholesale Division shall be elected by said Division as hereinafter provided.

Section 5. Five (5) Regional Vice-Presidents shall be elected from either Class A, B or C members of the Association, one from each of the five (5) zones as designated in Article V of the Constitution. They shall be elected for one year or until their successors shall be elected and shall qualify.

Section 6. Treasurer: The Treasurer shall be elected from Class A members of the Association for one year or until his successor is elected and shall qualify.

Section 7. There shall be a Secretary of the Association, who shall be elected or appointed by the Executive Committee as provided in Article IV, Section 13, of this Constitution.

Section 8. Honorary Officers: Other offices of honorary character may be conferred upon any member by the unanimous vote of the Executive Committee.

Section 9. Executive Committee: The Executive Committee shall consist of the President, Vice-President, Treasurer, the retiring President and eighteen elected members, twelve of whom must be Paint, Varnish or Lacquer manufacturers; three must be Class A members, but not necessarily manufacturers of Paint, Varnish or Lacquer; and three to be Class B or C members. The Class B or C members will have all the rights of other members on the Executive Committee, except that they shall not be eligible to election as chairman or vice-chairman thereof, and they shall not vote on the subjects which directly affect the Paint, Varnish, Lacquer, Water Paint and/or kindred products industry.

Section 10. Members of the Executive Committee shall hold office for three years, except that there shall be elected at the first meeting of the Association the eighteen members as provided above, six of whom shall be elected to serve for one year; six of whom shall be elected to serve for two years; and six of whom shall be elected to serve for three years, provided, however, that no member who has served a full three-year term shall be eligible for reelection until at least one year shall have elapsed. Each group of six shall include four Paint, Varnish or Lacquer manufacturers, one must be a Class A member, but not necessarily a manufacturer of Paint, Varnish and/or Lacquer, and one must be a Class B or C member.

Section 11. The officers of the Executive Committee shall consist of a Chairman and a Vice-Chairman who shall be elected annually at the organization meeting of the Executive Committee from its membership. In no case shall such officers of the Executive Committee be allowed to serve for a longer term than three consecutive years.

Section 12. Election and Terms of Office: The officers and incoming members of the Executive Committee of the Association shall be elected

by ballot at the last session of the annual convention in accordance with the By-Laws. Those receiving a majority of the votes cast shall be declared elected. They shall enter upon their duties at the close of said meeting, and shall serve until their successors are elected.

Section 13. The first officers of the Association shall be elected by the incorporators.

#### ARTICLE IV DUTIES OF OFFICERS

Section 1. Duties of the President: He shall be the chief executive officer and shall be an ex-officio member of all Committees. It shall be the duty of the President to preside at all meetings of the Association, to make such appointments as are provided for in the By-Laws, also those required by action of the Association and Executive Committee. He shall present at the first session of the Annual Convention a report upon the affairs of the Association, together with such matters and recommendations as may be of interest. He shall perform such other executive duties as the Executive Committee of the Association may direct.

Section 2. Duties of the Vice-President: He shall perform all of the duties of the President in his absence and such other duties as may be assigned to him by the Executive Committee.

Section 3. Duties of the Regional Vice-Presidents: The Regional Vice-Presidents shall perform such duties as may be delegated to them by the President and/or Executive Committee. At the request of the President it shall be the duty of the Regional Vice-President of each Zone to officially visit any Regional or City Association in his Zone.

Section 4. Presiding Officer: In case of the inability of the President to preside at any meeting of the Association, the Vice-President shall preside, or in the absence of both, the Chairman of the Executive Committee, or in his absence, the Vice-Chairman of such Committee, shall be the presiding officer.

Section 5. Duties of the Treasurer: It shall be the duty of the Treasurer to open such bank accounts in such banks as may be approved by the Executive Committee; and to provide for the receipt of all moneys due the Association. Disbursement shall be made by voucher signed by the Secretary, or, in his absence, by a representative, authorized by the Executive Committee, as coming within the Budget, and countersigned by the Treasurer.

Section 6. Under the authorization of the Executive Committee, the Treasurer shall be empowered to invest the funds of the Association; to sell, convert or exchange securities or property owned by the Association, and to execute any necessary documents in connection therewith.

Section 7. In the case of the death, illness, disability or absence from his office of the Treasurer, any one of the following officers of the Association is hereby authorized to countersign checks and otherwise to perform, ad interim, the necessary duties of the Treasurer: the President, Vice-President or Chairman of the Executive Committee.

Section 8. The Treasurer shall keep an accurate account of all receipts and disbursements and shall submit quarterly a financial statement and operating statement covering the period from the last financial statement to the Executive Committee and an annual statement to the last day of September. This annual report to be audited and certified by a Certified Public Accountant and submitted to the Executive Committee at its annual meeting and by them presented to the annual convention. He shall also submit to the Secretary thirty (30) days before the annual convention, a complete list of the Regional or City Associations holding membership in the National Association with the number of their members in good standing on his books, which list shall be the basis of representation at the annual convention. He shall also furnish a complete list of all delinquents.

Section 9. It shall be the duty of the Treasurer to render bills to Regional or City Associations for members elected as soon as he is notified by the Secretary of such election in accordance with the By-Laws.

Section 10. Duties of the Executive Committee: The Executive Committee shall receive for consideration and action at their meetings all reports, resolutions and communications presented by the Officers, Chairmen of Committees and members, which in the judgment of the Executive Committee require immediate action, the benefits and effectiveness of which, if held over for the action of the Convention, would be seriously impaired or entirely destroyed; except changes in the Constitution and By-Laws as provided for in the Constitution and By-Laws. The Executive Committee shall consider all reports, resolutions and communications received prior to a meeting of the Association, and shall, through the Secretary, submit them to the meeting with their recommendations.

Section 11. The Executive Committee shall consider and take action upon the expenditure of any funds of the Association.

Section 12. The Executive Committee shall have the power to authorize the Treasurer to open bank accounts; to buy, sell, convert or exchange securities and property of the Association as provided by this Constitution.

Section 13. The Executive Committee shall elect or appoint a Secretary of the Association as provided by this Constitution.

Section 14. Bond: The Association shall provide indemnity bonds for the President, Vice-President, Chairman of the Executive Committee, Treasurer, Secretary, and such employees as the Executive Committee may direct. The Executive Committee shall designate the amount of the bonds. The bonding expense to be paid by the Association.

Section 15. Duties of the Secretary: The Secretary shall perform such duties as may be delegated to him by the President and/or by the Executive Committee in the interest of the Association and the general interest of the Industry.

Section 16. It shall be the duty of the Secretary to provide Minutes of all meetings of the Association and Executive Committee, and to preserve all records belonging to the Association and to perform such other duties incident to his office as may not otherwise be provided for.

Section 17. It shall be the duty of the Secretary to approve or provide for the approval for payment of all proper expenditures of the Association as provided for in the approved budget. He shall report to the Chairman of the Membership Committee all applications for membership, and shall notify the Treasurer and new members of their election to membership, and further, shall notify the Treasurer of the names and addresses of all members elected in Regional or City Associations as soon as he receives such notice from Regional or City Association secretaries.

Section 18. It shall be the duty of the Secretary to collect and account for all funds received and to deposit same in banks as provided in Article IV, Section 5, of the Constitution.

Section 19. The Secretary of the Association shall be sworn to the faithful discharge of his duties. He shall be custodian of the seal of the Association and may affix the same to any instrument requiring it, and when so affixed it shall be attested to by his signature or by the signature of the Treasurer.

#### ARTICLE V

##### ZONE CLASSIFICATION

For the purpose of administration, the Association is divided into five zones comprised of the following States:

New England Zone: Massachusetts, Maine, Vermont, New Hampshire, Rhode Island, Connecticut.

Eastern Zone: New York, Pennsylvania, New Jersey, Maryland, District of Columbia, Delaware.

Southern Zone: Virginia, Mississippi, West Virginia, North Carolina, Texas, South Carolina, Georgia, Florida, Alabama, Louisiana, Kentucky, Tennessee.

Central Zone: Arkansas, Illinois, Indiana, Ohio, Iowa, Kansas, Missouri, Michigan, Minnesota, Nebraska, North Dakota, South Dakota, Oklahoma, Wisconsin.

Western Zone: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Wyoming, Washington.

#### ARTICLE VI VACANCIES IN OFFICES

Section 1. President: In the event of the office of the President being declared vacant by action of the Executive Committee, the Vice-President shall act as President until the next annual convention when a successor shall be elected.

Section 2. Vice-President and Regional Vice-Presidents: In the event of the office of the Vice-President and/or any Regional Vice-President being declared vacant by action of the Executive Committee, the Regional Vice-President's successor shall be appointed from the same Zone and the Vice-President from any Zone within thirty (30) days by a majority vote of the Executive Committee.

Section 3: Executive Committee: All offices or memberships of the Executive Committee which have been declared vacant by the Executive Committee shall be filled by a majority vote of the Executive Committee.

#### ARTICLE VII MEETINGS

Section 1. Date: The Association shall hold annual conventions during the third week of October subject to change of date as provided for in Section 2 of this Article.

Section 2. Time and Place of Annual Convention: The place of the annual convention of this Association shall be at Washington, D. C., unless otherwise determined by the Executive Committee. This Committee may change the date of the annual convention if in their judgment such change is of benefit to the Association. Notice of time and place of annual convention shall be sent to the secretaries of all Regional or City Associations and trade papers at least two months prior to the date of the annual convention.

Section 3. Special Association Meetings: The President shall call special meetings upon written application of not less than thirty (30) Class A members if and when approved by the Executive Committee.

Section 4. Executive Committee Meetings: The Executive Committee shall meet immediately following adjournment of the annual convention or at the call of the President for the purpose of organizing, and such other business as may properly come before it, and thereafter quarterly within twenty (20) days before or after January 1st, April 1st, and July 1st, and immediately preceding the Convention. A report of the quarterly meeting may be made to the membership through the Association publication, or otherwise, as directed by the Executive Committee.

Section 5. Special Executive Committee Meetings: The Chairman shall call special meetings of the Executive Committee when in his judgment it is necessary or upon the written request of not less than nine members of the Executive Committee.

#### ARTICLE VIII AMENDMENTS

This Constitution may be amended or revised at any annual convention of the Association by an affirmative vote of not less than three-fourths of

the voting power present as provided in the By-Laws. However, no such amendment or revision shall be considered unless the same has been first submitted to the Committee on Constitution and By-Laws in writing, who shall present the same with their recommendation to the Executive Committee, and by them presented with their recommendation to the Association at a regular session prior to the session at which final vote is taken.

## BY-LAWS

### ARTICLE I

#### APPLICATION FOR MEMBERSHIP

Section 1. All applications for Class A, Class B and Class D memberships, after approval by the Chairman of the Membership Committee, shall be referred to the Secretary, who shall submit them at once to the Executive Committee of the Association for election. All applications for Class E membership shall first be referred to the Executive Committee Wholesale Division for approval, and upon approval shall be submitted to the Executive Committee of the Association for election. If the vote of the Executive Committee is favorable, the Secretary shall notify the applicant. Upon payment of dues, the applicant shall be enrolled by the Secretary in the membership of the Association. Class C members in Regional or City Associations shall be members in this National Association.

Section 2. No individual, firm or corporation shall be admitted to Class A or Class E membership until they have signed the agreement relative to Non-Exchange of Products and the Anti-Bribery Agreement of this Association.

### ARTICLE II

#### ASSOCIATION ANNUAL DUES

##### Section 1. Class A Membership:

Dues Based on the Domestic Sales of Paints, Varnishes, Lacquers, Water Paints and Kindred Products

| Class |                                           |    |            | Amount    |
|-------|-------------------------------------------|----|------------|-----------|
| 1     | Under                                     |    | \$50,000   | \$25.00   |
| 2     | \$50,000                                  | to | 100,000    | 50.00     |
| 3     | 100,000                                   | "  | 150,000    | 100.00    |
| 4     | 150,000                                   | "  | 250,000    | 150.00    |
| 5     | 250,000                                   | "  | 500,000    | 300.00    |
| 6     | 500,000                                   | "  | 750,000    | 450.00    |
| 7     | 750,000                                   | "  | 1,000,000  | 600.00    |
| 8     | 1,000,000                                 | "  | 1,750,000  | 1,000.00  |
| 9     | 1,750,000                                 | "  | 2,500,000  | 1,500.00  |
| 10    | 2,500,000                                 | "  | 5,000,000  | 2,500.00  |
| 11    | 5,000,000                                 | "  | 7,500,000  | 3,750.00  |
| 12    | 7,500,000                                 | "  | 10,000,000 | 4,750.00  |
| 13    | 10,000,000                                | "  | 12,500,000 | 5,750.00  |
| 14    | 12,500,000                                | "  | 15,000,000 | 6,750.00  |
| 15    | 15,000,000                                | "  | 20,000,000 | 9,000.00  |
| 16    | 20,000,000                                | "  | 25,000,000 | 11,000.00 |
| 17    | 25,000,000                                | "  | 30,000,000 | 13,000.00 |
| 18    | 30,000,000                                | "  | 35,000,000 | 15,000.00 |
| 19    | 35,000,000                                | "  | 40,000,000 | 17,000.00 |
| 20    | 40,000,000                                | "  | 45,000,000 | 19,000.00 |
| 21    | 45,000,000                                | "  | 50,000,000 | 21,000.00 |
| 22    | 1-25 of 1% over 50,000,000 plus 21,000.00 |    |            |           |

Dues are payable quarterly in advance on the first of January, April, July and October, based on sales to be reported by the member in accordance with Article II, Section 9 of the By-Laws. New members shall pay

from the date nearest the date of their acceptance into the membership of this Association.

**Section 2. Class B Membership:**

**Dues Based on the Domestic Sales to Manufacturers of Paints,  
Varnishes, Lacquers, Water Paints and Kindred Products**

| <i>Class</i> |                                            |              | <i>Amount</i> |
|--------------|--------------------------------------------|--------------|---------------|
| 1            | Under                                      | \$50,000     | \$20.00       |
| 2            | \$50,000                                   | to 100,000   | 40.00         |
| 3            | 100,000                                    | " 150,000    | 80.00         |
| 4            | 150,000                                    | " 250,000    | 120.00        |
| 5            | 250,000                                    | " 500,000    | 220.00        |
| 6            | 500,000                                    | " 1,000,000  | 440.00        |
| 7            | 1,000,000                                  | " 1,750,000  | 800.00        |
| 8            | 1,750,000                                  | " 2,500,000  | 1,200.00      |
| 9            | 2,500,000                                  | " 5,000,000  | 2,200.00      |
| 10           | 5,000,000                                  | " 7,500,000  | 3,200.00      |
| 11           | 7,500,000                                  | " 10,000,000 | 4,400.00      |
| 12           | 10,000,000                                 | " 12,500,000 | 5,400.00      |
| 13           | 12,500,000                                 | " 15,000,000 | 6,400.00      |
| 14           | 15,000,000                                 | " 20,000,000 | 8,500.00      |
| 15           | 1-25th of 1% over 20,000,000 plus 8,500.00 |              |               |

Dues are payable quarterly in advance on the first of January, April, July and October, based on sales to be reported by the member in accordance with Article II, Section 9, of the By-Laws. New members shall pay from the date nearest the date of their acceptance into the membership of this Association.

**Section 3. Class C Membership:** On October 1st each Regional or City Association shall, through its Secretary, furnish to the Secretary of this Association a complete list of its Class C members, and such Regional or City Associations shall pay as annual dues the sum of \$20.00 for each eligible member so reported and \$1.70 per month for each new Class C member elected after October 1st until the following October 1st. Regional or City Associations located outside of the United States shall pay as annual dues the sum of \$10.00 for each member in United States funds, or its equivalent, except as provided in Article II, Section 5, of the Constitution, and Article II, Section 4, of the By-Laws.

**Section 4. Class D Membership:** Individuals, firms, or corporations who are manufacturers of paints, varnishes, lacquers, water paints and/or kindred products located in Canada may become Class D members of this Association by paying dues in United States funds, or its equivalent, in amounts paid by corresponding classes of Class A members, but not in excess of \$150.00, and such members shall be entitled to receive copies of all publications of the Association, including Scientific Section Circulars. Class D membership shall also be available to individuals, firms or corporations who are manufacturers in Canada of materials used in the manufacture and/or application of paints, varnishes, lacquers, water paints and/or kindred products. Such concerns shall pay dues in United States funds, or its equivalent, in amounts paid by corresponding classes of Class B members, but not in excess of \$120.00 per year, and shall be entitled to receive copies of all publications of the Association, including Scientific Section Circulars. Any concern eligible for membership in this Association, as described in Article II of the Constitution, located in Canada, who is not a Class D member, shall be entitled to affiliate through a local Association as a Class C member, by paying \$10.00 annual dues as provided in Article II, Section 3, of the By-Laws, in addition to the dues of the Regional or City Associations in Canada. If admissions are made during the fiscal year, the dues shall be pro-rated.

**Section 5. Class E membership:** Dues based on the wholesale sales of paints, varnishes, white lead, turpentine, linseed oil, and related products.

|                               |              |
|-------------------------------|--------------|
| 1. Under \$50,000 .....       | \$25.00      |
| 2. \$50,000 - \$100,000 ..... | 50.00        |
| 3. Over \$100,000 .....       | 1/20th of 1% |

Dues are payable quarterly in advance on the first of January, April, July and October, based on sales to be reported by the member in accordance with Article II, Section 9, of the By-Laws. New members shall pay from the date nearest the date of their acceptance into the membership of this Association.

Section 6. Scientific Section Circulars: Scientific organizations at home and abroad, or foreign manufacturers of Paints, Varnishes, Lacquers, Water Paints and Kindred Products, may receive the Scientific Section Circulars on payment of \$100.00 per annum.

Section 7. Honorary Members: Honorary members shall be exempt from the payment of dues.

Section 8. Expulsion: The Executive Committee, at its discretion, may declare forfeited any membership for good and sufficient reasons, or for nonpayment of dues that may be in arrears six (6) months.

Section 9. Annual Dues: The fiscal year of this Association shall commence October 1, and end September 30, but dues of Class A, Class B, Class D and Class E members shall be based on such members' sales for their last fiscal year, which are to be reported to Association Headquarters as soon as available after January 1st. All other membership dues shall be paid in advance to the National Treasurer after October 1.

### ARTICLE III MEETINGS

Section 1. Quorum: Fifty (50) Class A members and delegates shall constitute a quorum at any meeting of the Association. Twelve members shall constitute a quorum at any meeting of the Executive Committee.

Section 2. Representation at Meetings: Class A Members shall have full privilege of the floor and one vote at all meetings of the Association.

Section 3. Delegates: Each Regional or City Association in good standing shall elect delegates to meetings of this Association, as follows:

One (1) delegate for ten (10) members or less

Two (2) delegates for more than ten (10) and not more than twenty (20) members

One (1) delegate for each additional ten (10) members over twenty (20) members.

Section 4. Alternates: Each Regional or City Association shall elect an alternate for each delegate, who shall act for such delegate during his absence, and whose vote shall be binding the same as if cast by such delegate.

Section 5. The Wholesale Division at its annual meeting immediately preceding each annual meeting of the Association shall elect delegates to meetings of the Association, as follows:

One (1) delegate for every ten (10) members in good standing, including representatives of Class A members. Representatives of Class A members shall not be eligible for election as delegates from the Wholesale Division.

Section 6. Voting Power: At all meetings of the Association Class A members and delegates of local Associations and the Wholesale Division present shall be entitled to one vote each.

Section 7. A qualified member or delegate may demand a vote by roll call of Class A members and delegates. Said vote may be taken at once or during the next regular business session. The result of such roll call

vote shall supersede the result of any previous vote on the same question by the membership at large.

Section 8. Delinquents: No member or delegate or alternate representing a Regional or City Association who may be delinquent in payment of dues shall be allowed voting privileges.

Section 9. Floor Privilege: All Class E members shall be entitled to the privilege of the floor and all other privileges of full membership, with voting privileges by delegates as above provided. Honorary members shall be entitled to the privilege of the floor without voting power. The privilege of the floor at any meeting may be extended to delegates or representatives from other organizations or to any other individuals by authority of the Executive Committee, or upon favorable vote by two-thirds of the voting members present.

#### ARTICLE IV

##### VOTING BY MAIL

Section 1. Executive Committee: When necessary, the Executive Committee shall vote by mail on questions presented by the President or Chairman and a majority of the votes received within fifteen (15) days shall be decisive.

Section 2. Members: Questions, which in the judgment of the Executive Committee are of sufficient importance for the consideration of the Association, and are not important enough for a special meeting, may be voted upon by mail, and a majority of the votes received within thirty (30) days from the voting membership of the Association shall be decisive.

#### ARTICLE V

##### COMMITTEES

Section 1. Trade Sales: There shall be a National Trade Sales Committee, the Chairman of which shall be appointed annually by the President.

Section 2. The President of this Association, in collaboration with the President of each Regional or City Association, shall appoint to this Committee a Regional or City member having a thorough knowledge of trade sales in his district. It shall be the duty of the Chairman of each Regional or City Trade Sales Committee to organize thoroughly those interested in trade sales in his district. It shall also be his duty to organize those members of lacquer sales to auto accessory wholesalers. The reactions of these Regional or City Associations shall be presented by their Chairmen to the National Trade Sales Committee.

The President shall request the Presidents of Regional or City Associations to appoint a Class E member on the Regional or City Trade Sales Committee.

Section 3. Industrial Sales: There shall be a National Industrial Sales Committee, the Chairman of which shall be appointed annually by the President.

Section 4. The President of this Association, in collaboration with the President of each Regional or City Association, shall appoint to this Committee a Regional or a City Association member having a thorough knowledge of Industrial Sales in his district. It shall be the responsibility of this Committee member, as local Chairman, to organize thoroughly members of Industrial Sales locally, members interested in industrial sales of paints; members interested in industrial sales of lacquers, etc. The reactions of these Regional or City Associations shall be presented by their Chairmen to the National Industrial Sales Committee.

Section 5. National Advisory Committee: This Committee shall consist of the officers of the National Association, the Regional Vice-Presidents and Divisional Vice-Presidents and Chairman of the Regional or City Association Program Committee, and Presidents of the Regional or City



Associations, and shall meet annually prior to the National convention at the call of the President. The President of the National Association shall preside at such meetings.

Section 6. Budget and Finance Committee: This Committee shall consist of three or more members and shall be appointed by the Chairman of the Executive Committee who shall be ex-officio a member thereof. They shall fix the compensation of the President and shall have charge of the allocation of all income of the Association.

Section 7. Unfair Competition Committee: This Committee shall be appointed by the President, in collaboration with the Chairman of the Executive Committee, subject to approval by the Executive Committee.

Section 8. The President shall, when practicable, appoint members of the Wholesale Division to general committees of the Association and such members shall from time to time report on such matters to their Division.

Section 9. The following Committees shall consist of three or more members each, to be appointed by the President:

|                                    |                              |
|------------------------------------|------------------------------|
| Clean Up and Paint Up Committee    | Production Clubs Committee   |
| Constitution and By-Laws Committee | Save the Surface Committee   |
| Credits and Collections Committee  | Scientific Section Committee |
| Kindred Products Committee         | Simplification Committee     |
| Legislative Committee              | Tariff Committee             |
| Membership Committee               | Traffic Committee            |
| Memorial Committee                 |                              |

Section 10. Arrangements and Entertainment Committee: The President shall appoint an Arrangements and Entertainment Committee of three or more members who shall arrange for the ensuing annual convention. They shall receive the assessments for the same as provided in the By-Laws, and shall make all the necessary disbursements from said fund, rendering report to the Executive Committee within thirty (30) days after the close of the annual convention. The President shall also appoint a Ladies' Reception Committee of three or more ladies.

Section 11. Chamber of Commerce of the United States of America Committee: The President shall appoint annually a Chamber of Commerce of the United States of America Committee, composed of a Chairman, who shall be the National Councillor, as provided for in the By-Laws of the Chamber, and the number of delegates to which our membership may entitle us, and as provided for in the By-Laws of the Chamber. The National Councillor and the delegates are empowered to represent this Association in accordance with the By-Laws of the Chamber, and to cast their votes for this Association upon any subjects presented to them. The National Councillor shall present to the Chamber, upon approval of the Executive Committee, such subjects as the Association may submit, and no proposition, resolution or question shall be presented by the National Councillor to the Chamber without the approval of the Executive Committee.

Section 12. Regional or City Association Program Committee: The President shall appoint a Regional or City Association Program Committee of not less than five (5) members to prepare at the beginning of the fiscal year a series of programs which shall be sent to each Regional or City Association for the suggested use by such Association during the year.

Section 13. Nominating Committee: At least three (3) months preceding the annual Convention, the President shall appoint, subject to the approval of the Executive Committee a Nominating Committee of seven (7) members, as follows:

Four to be selected from Class A membership, two to be selected from Class B or Class C membership (none of whom shall be officers) and the President. The Nominating Committee shall report at the end of the first business session of the Convention.

Section 14. Publicity and Press: The President may appoint annually a Publicity and Press Committee, consisting of five members, who, together with the Secretary, shall edit material for the Press and shall edit all re-

ports of the annual Convention or other meetings of the Association. There shall be made a stenographic report of the business proceedings of the annual Convention. Upon application, such report shall be furnished as edited approved by the Publicity and Press Committee, to any of the Trade Papers subscribing. The expense of the stenographic report shall be provided pro-rata between the Association and each of the Trade Papers making application for the report.

Section 15. Arbitration Committee: To be composed of six members of the Association, four of whom shall be Class A members, and two of whom shall be Class B or C members.

#### RULES OF PROCEDURE FOR ARBITRATION

1. At the time of asking for an arbitration, the parties shall forward to the Chairman of the Committee on Arbitration their written agreement to abide by the decision of the Arbitration Committee. They shall deposit with the Treasurer of the National Paint, Varnish and Lacquer Association, Inc., a sum of money designated to defray the expenses of the Committee on Arbitration, including traveling expenses, to the place where hearing is to be held and all expenses incident to the hearing. The amount of this deposit in excess of such expenses will be returned pro-rata. If first deposit is insufficient, the parties to the controversy shall pay the additional amount, same to be divided equally between them.

2. When the parties to the controversy have complied with Rule 1, the Chairman of the Committee on Arbitration shall confer with his Associates and fix a time and place where the arbitration is to be held and notify both parties.

3. Unless otherwise agreed between the parties of the controversy, each party shall submit to the Arbitration Committee his side of the case in form of a typewritten statement, which shall present his position and contain his arguments in support of same and cite any precedents bearing on the case. This shall be accompanied by original papers or exhibits referred to in the statement.

4. No person shall sit as a member of the Committee on Arbitration at a hearing who is interested in any manner in the subject matter of the dispute or who has previously expressed an opinion on the merits of the particular controversy or who would be subject to any common law disqualification of a judge to hear and determine such controversy.

5. A majority of the Committee on Arbitration shall be necessary to constitute a quorum empowered to hear and determine the matter in dispute, and such majority may, if it desires, select substitutes for other members of the Committee who are unable to attend. Such substitutes shall be members of the Association and qualify under Rule 4 and shall serve only in connection with the controversy for which they have been selected.

6. The record of the action of the Committee shall be made in triplicate, one copy of which shall be given to each of the contending parties, and one copy sent to the Secretary of the National Paint, Varnish and Lacquer Association, Inc., but no report of the same shall be published or made a matter of permanent record.

All members are cordially invited in cases of dispute, to avail themselves of this service and thus avoid the expense, delay and ill-feeling of litigation.

Section 16. Resolutions Committee: The President shall appoint from the membership of the Executive Committee at its annual meeting a Committee of three to be known as the Resolutions Committee. This Committee shall consider all reports, resolutions or recommendations which may be referred to them in sessions of the annual Convention pertaining to matters that have not been before the Executive Committee. They shall submit to the Convention such resolutions or reports with their recommendations. When necessary, they shall draft and submit to the Convention resolutions on subjects requiring action.

Section 17. Trade-Mark Committee: This Committee shall direct the work of the Trade-Mark Bureau, as provided in the By-Laws.

Section 18. Special and Sub-Committees: The President shall appoint upon the request of the Executive Committee and when the exigency may arise, or when in his judgment it may be required, additional special or sub-committees, to whom the President shall refer or relegate to investigate, support or confer on subjects not within the scope of the duties assigned to other committees, as provided for in this Article.

Section 19. Duties of Committees: It shall be the duty of all Committees, unless otherwise specified, to receive for consideration, all subjects involving the interests represented by said Committees: to formulate such recommendations as may seem to serve the best interests of the Association, for presentation in the form and manner prescribed for Committee reports in the By-Laws.

Section 20. Communications: All communications relating to or affecting any interests covered by Committees, shall be referred by the Secretary, upon the approval of the President, to the Chairman of such Committee, who shall make reply or return to the Secretary such recommendations as his Committee may indicate.

#### ARTICLE VI

##### REPORTS, RESOLUTIONS AND COMMUNICATIONS

All Committees shall submit, through their Chairman, to the Secretary at least thirty (30) days before the annual Convention for presentation through the Executive Committee to the Convention, a written report accompanied by recommendations, if any, on the subjects assigned to said Committees. All resolutions, special reports or communications received by the Secretary in advance of the annual Convention, shall be referred by him to the Executive Committee for consideration and by them referred, with their recommendations, to the Convention for consideration and appropriate action. All resolutions, reports or communications presented in convention sessions pertaining to matters which have not been before the Executive Committee, may be referred to the Resolutions Committee for consideration and recommendations; reports of such considerations and recommendations shall be made prior to the adjournment of the Convention.

#### ARTICLE VII

##### BUREAU OF TRADE-MARKS

Section 1. A Trade-Mark Bureau shall be maintained by the Association for the purpose of keeping records and giving information as to Marks in our Industry, also giving information on Trade-Mark matters in general.

Section 2. The Trade-Mark Committee shall, subject to the approval of the Executive Committee make such rules and regulations as may seem desirable, with regard to the registration of Trade-Marks in the Trade-Mark Bureau, the furnishing of reports and publication to members and non-members relating to Trade-Marks and the fees to be collected therefor.

#### ARTICLE VIII

##### EXPENSES OF OFFICERS

As may be authorized by the Budget and Finance Committee and approved by the Executive Committee, the necessary expenses of the President, Secretary or duly accredited agents or representatives shall be paid.

#### ARTICLE IX

##### ANNUAL CONVENTION REGISTRATION

The assessment at the Annual Convention shall not exceed twenty dollars (\$20.00) for each person attending the Convention; the amount to be determined by the Executive Committee prior to opening of the Convention.

#### ARTICLE X

##### PRESS AND NON-MEMBER REPRESENTATION

At the annual Convention, representatives of the local daily press and others may be admitted to preliminary opening sessions. All subsequent

sessions shall be executive in their character and none but members shall be admitted except by approval of the Executive Committee or by a two-thirds vote of voting members present. The President may appoint a Sergeant-at-Arms whose duty it shall be to exclude all visitors except as herein provided for.

#### ARTICLE XI NOMINATIONS

Section 1. Nominating Committee: The report of the Nominating Committee shall be presented at the end of the first business session of the annual Convention, and shall be voted upon at the last business session of the Convention.

Section 2. Six weeks prior to the Annual Convention, the Nominating Committee shall mail to all members, entitled to vote, the names of six candidates to be elected to the Executive Committee, showing the names of their Companies. If twenty-five members, entitled to vote, wish to place other candidates in nomination, they may do so by filing the names of said candidates with the Nominating Committee three weeks prior to the Convention, provided only one name be filed from any one Regional or City Association.

Section 3. Other Nominations: Other qualifying nominations may be made from the floor, by any one having voting privileges, at the first business session succeeding that at which the Nominating Committee makes its report, and shall be voted upon at the last session of the Convention.

#### ARTICLE XII RULES

Section 1. Parliamentary: The proceedings of all meetings of this Association and its Executive Committee shall be subject to parliamentary rules as indicated in Robert's Rules of Order.

Section 2. Order of Business:

1. Opening of Convention
2. Roll Call
3. President's Address
4. Treasurer's Report
5. Auditor's Report
6. Committee Reports
7. Resolutions
8. Unfinished Business
9. New Business
10. Election of Officers and Members of the Executive Committee
11. Installation of Officers and Members of Executive Committee.

#### ARTICLE XIII CODE OF ETHICS

We, members of the National Paint, Varnish and Lacquer Association, Inc., recognizing our responsibilities and obligations to promote the public welfare, and to maintain honorable, fair and friendly relations among men, do pledge ourselves:

1. To compete always with fairness and honesty, seeking patronage on merit and service; to refrain from false derogatory reference written, oral or printed, to competitors or their products; and from the circulation of harmful rumors regarding such competitor's products, or their personal or financial reputation; to strive, by sincere and intelligent cooperation with our competitors, in all lawful ways to increase the efficiency and service to the public of the industry as a whole; to base our advertising exclusively on the merit of our own products and the value of our own service, without false, derogatory reference to the products of competitors or misleading comparisons therewith.

2. To be guided by a spirit of justice, honor and fairness, in all our relations with members of the allied trades, realizing that the standard of ethics maintained in our industry must vitally affect the standard ob-

served in associated industries; to encourage the adoption by the allied trades of similar codes as guides to govern their practices; and to discourage unfair trade practices in those trades, even though such practices might at times be to our own immediate advantage.

3. To represent our products truthfully in advertising, labeling and branding; avoiding therein all false or misleading statements or descriptions.

4. To avoid and actively strive to prevent all forms of commercial bribery or corruption by members of this Association and by the Industry in general; and to this end we pledge our support to the Federal Trade Commission and any other enforcement agency in locating and prosecuting individuals guilty of such practices.

5. To recognize the right of employees to use all honorable and reasonable efforts to better their conditions, but to refrain from directly or indirectly soliciting or bidding for the services of the employee of another member.

6. To recognize that only when an employee shall take the initiative shall we have the right to negotiate with such an employee of another member.

7. To refrain from the unethical practice of taking in exchange or in any manner assisting in the exchange of, the paints, varnishes or other kindred products of another manufacturer, distributor or dealer.

8. To adhere faithfully to the rules of conduct herein set forth and to inspire our fellow members to do likewise, believing that the Golden Rule is the only safe guide of conduct in the relations among men.

9. Any violation of this Code shall be referred by the President of the National Paint, Varnish and Lacquer Association, Inc., to the Executive Committee for consideration and action.

#### ARTICLE XIV WHOLESALE DIVISION

Section 1. Officers and Their Election. The officers of the Wholesale Division shall consist of:

Vice-President, Wholesale Division, who shall be elected by the Association and shall be the Chairman of the Division, as provided in Constitution, Article II, Section 6.

Vice-Chairman, Wholesale Division, who shall be elected by the Division and shall serve for one year or until his successor is elected.

Secretary. The Executive Committee of the Wholesale Division shall recommend to the Executive Committee of the Association, the individual it desires to act as Secretary of the Wholesale Division and of its Executive Committee.

Section 2. Executive Committee, Wholesale Division.

The Executive Committee, Wholesale Division, shall consist of the President, ex-officio, and the Vice-President, Wholesale Division, ex-officio, and nine members elected by the Wholesale Division who shall hold office for 3 years, except that there shall be elected at the first meeting of the Wholesale Division the nine members as provided above, three of whom shall be elected to serve for one year, three of whom shall be elected to serve for two years, and three of whom shall be elected to serve for three years; Provided, however, that no member who has served a full three-year term shall be eligible for reelection until at least one year shall have elapsed.

The incoming members of the Executive Committee, Wholesale Division, shall be elected by ballot at Annual Meeting of the Wholesale Division. Those receiving a majority of the votes cast shall be declared elected. They shall enter upon their duties at the close of said meeting and shall serve until their successors are elected.

The officers of the Executive Committee, Wholesale Division, shall consist of a Chairman and Vice-Chairman, who shall be elected annually from

its membership at its organization meeting, and shall serve until their successors are elected.

**Section 3. Duties of Officers and Executive Committee:**

(a) The Wholesale Division Vice-President shall submit through the President to the Executive Committee of the Association at least 3 days in advance of each regular meeting of said Committee a report of the actions of said Division and/or its Executive Committee; and before each annual meeting of the Executive Committee of the Association he shall submit through the President to said Committee his annual report of the activities of the Division, which said report shall be reviewed by the Committee and returned with its comments to the Wholesale Division Vice-President for his presentation to the Association at the Annual Convention.

He shall be the Chairman of the Wholesale Division.

(b) The Chairman of the Wholesale Division shall preside at all meetings of said Division, appoint committees and make other necessary appointments, receive and present reports of Committees, make recommendations, and perform such executive duties as the said Division or its Executive Committee may direct.

(c) The Vice-Chairman of the Wholesale Division shall perform the duties of the Chairman in his absence.

(d) The Secretary shall perform the usual duties, subject to the direction of the Executive Committee of the Division and the President.

The Executive Committee, Wholesale Division shall have power to act for said Division between its meetings.

It shall report to the Nominating Committee of the Association at least six weeks in advance of each annual meeting of the Association, a name or names of candidates for election by the Association as Divisional Vice-President.

It shall appoint annually a Committee to present to each annual meeting of the Wholesale Division nominations for election of Vice-Chairman of said Division and of members of Executive Committee of said Division.

It shall submit to the President such recommendations for action by the Association or any committee thereof as may be considered necessary or appropriate.

The Chairman, Executive Committee, Wholesale Division, shall preside at all meetings of said Committee, make such reports to the Division as may be appropriate, and perform such duties as the Committee may direct.

The Vice-Chairman of the Executive Committee, Wholesale Division, shall perform the duties of the Chairman in his absence.

**Section 4. Meetings.**

(a) The Wholesale Division shall hold its annual meeting within three (3) days in advance of the annual convention of the Association and at the same place.

Upon due notice the Chairman, Wholesale Division, may call special meetings and shall call special meetings upon written request of five members of the Executive Committee of the Division.

(b) The Executive Committee, Wholesale Division, shall meet not less than four (4) times each year. The annual meeting shall be held immediately preceding the annual meeting of the Division as provided in paragraph (a) above. The Executive Committee shall meet immediately following the annual meeting of the Division or at the call of the Vice-President of the Division for the purpose of organizing and such other business as may properly come before it, and thereafter meetings shall be held after due notice approximately three (3) months apart.

Upon due notice the Chairman, Executive Committee may call special meetings, and shall call special meetings upon written request of a majority of its members.

(c) At all meetings of the Wholesale Division, Class E members shall be entitled to all privileges of membership, including full privilege of the floor and one vote. At such meetings representatives of Class A members shall be entitled to the privilege of the floor and one vote.

(d) Quorum: One-third of the members, including representatives of Class A members, in good standing, shall constitute a quorum at any meeting of the Wholesale Division. Five shall constitute a quorum at any meeting of its Executive Committee.

Section 5. Voting by Mail.

(a) Executive Committee: When necessary the Executive Committee of this Division shall vote by mail on questions presented by the President or Chairman of the Executive Committee, and a majority of the votes received within fifteen days shall be decisive.

(b) Members: Questions which in the judgment of the Executive Committee of the Wholesale Division are sufficiently important for consideration of Class E members including representatives of Class A members and not important enough for a special meeting, may be voted upon by mail. A majority of the votes received within thirty days shall be decisive.

Section 6. Committees.

There shall be such committees appointed within this Division as may be necessary or desirable. Standing Committees shall submit reports and recommendations through the Secretary of the Division thirty days prior to the Annual Meeting.

ARTICLE XV  
AMENDMENTS

Section 1. These By-Laws may be amended or revised at any Annual Convention of the Association by an affirmative vote of not less than two-thirds of the voting power present as provided for in the By-Laws. However, no such amendment or revision shall be considered unless the same has been first submitted to the Committee on Constitution and By-Laws in writing, who shall present it with their recommendation to the Executive Committee, and by them presented with their recommendation to the Association at a regular session prior to the session at which final vote is taken.

Section 2. Any portion of the By-Laws may be suspended for a definite purpose by unanimous vote at any meeting of the Association.

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NON-EXCHANGE AGREEMENT

(Revised 1936)

"WHEREAS, the taking of the products of one manufacturer by another in exchange for his own products—commonly known as the 'Exchange of Paints, Varnishes or Lacquers'—is unethical, an unfair form of competition, and demoralizing:

"1. We hereby agree for ourselves, our distributing agents, jobbers, representatives and traveling salesmen, that we will not take or allow to be taken in exchange for our own products any paints, varnishes, lacquers or other products of any other manufacturers; nor will we give or permit the giving of any advice or assistance in facilitating such exchange or replacement or the disposal of competitive products in the hands of others; nor will we make or permit to be made any concessions, allowances or gifts of any kind to promote or facilitate such exchange.

"2. We agree to report promptly to the National Paint, Varnish and Lacquer Association, Inc., any violation of this agreement coming to our knowledge.

"3. We agree to cooperate with the National Paint, Varnish and Lacquer Association, Inc., in the investigation of such report.

"4. The National Paint, Varnish and Lacquer Association, Inc., shall investigate such report, and if found correct shall report the facts to the Executive Committee, who shall notify the accused of the charges, and provide due opportunity for hearing. The undersigned agrees that if the

Executive Committee shall find that such charges against it are sustained, it will pay into the Treasury of the Association an amount computed by the Executive Committee which shall be twice the value of the goods exchanged or displaced, said value to be fixed on the basis of the regular invoice prices of the manufacturer, distributor or dealer making such exchange, at the time of the transaction, and agrees further to accept the decision of the Executive Committee in all such cases.

"5. We agree to maintain this Agreement fully in spirit as well as in letter; to inform all of our salesmen, jobbers and other distributing agents or agencies of the purport and scope of this Agreement and to advise them that any effort or assistance on their part to effect or promote the exchange through sale or otherwise of the products of any other manufacturer for the purpose of replacement in whole or in part by our own products, or to assist in the disposal of competitive products in the hands of others constitutes a direct violation of this Agreement.

"6. We accept responsibility for any violation of this Agreement by our salesmen, jobbers and other distributing agents, and will require of them that they shall not negotiate, arrange, or in any way participate in the replacement or transfer of any products other than those of our own manufacture.

"7. We agree that in all cases where the application of this Agreement is in doubt we will submit the facts to the Executive Committee of the National Paint, Varnish and Lacquer Association, Inc., before taking action, and will abide by their decision."

#### ANTI-BRIBERY AGREEMENT

WHEREAS, The *Federal Trade Commission*, at Washington, has decided that the practice in trade of manufacturers or dealers, secretly giving commissions, gratuities, or other things of value to employees of concerns to whom they sell is unfair competition; and

WHEREAS, The members of the National Paint, Varnish and Lacquer Association, Inc., are in full sympathy with the purpose and wish to co-operate with the *Federal Trade Commission* to eliminate the practice:

Therefore, We hereby agree for ourselves individually, our respective companies, salesmen and employees, not to permit the gift of any commission, gratuities, or other things of value to employees of concerns to whom we sell; and we further agree not to allow our salesmen expense money for any other purpose than for legitimate expenses, and not to permit any funds to be dispensed in any illegal way to influence business.

We are signing this agreement irrespective of our membership in the National Paint, Varnish and Lacquer Association, Inc., or contemplated membership or because signing it is compulsory in order to become members or to continue membership in said Association.

Firm Name .....

Signature of Representative ..... Title .....  
(Please Sign in Ink)

Street Address .....

City and State ..... Date .....

Fiscal Year Ended .....



## DEFINITIONS

*(From Article II of the old NRA Code of Fair Competition for the Paint, Varnish and Lacquer Industry. Reprinted because of historical interest and definite terminology.)*

The term "The Industry" means all persons in the continental United States engaged in the manufacture of paint, kalsomine and water paint, varnish (including shellac varnish), lacquer and kindred products, including putty, semi-finished base materials for lacquers, thinners, and diluents (when such semi-finished base materials are sold or offered for sale in competition with the finished products of this Industry), liquid and plastic roof coatings and roof cements, and artists' colors; and/or such branches or sub-divisions thereof as may from time to time be included under the provisions of this Code, provided that if any member of the Industry also manufactures products of any other industry, the provisions of this Code shall apply only to that part of his business which is included in this Code. The term "Export Trade" means any business transacted with any purchaser for shipment of products of the Industry outside of the continental United States.

The term "Artists' Colors" means artists' oil colors, or artists' paints, water colors including poster and showcard colors, tempera colors, and artists' pastels, prepared canvases and panels, artists' mediums and varnishes, artists' drawing and lettering inks, artists' block printing inks of oil and water base, charcoal, modelling tools and all types of artists' woodenware, such as easels, palettes, color boxes, and such kindred materials and articles ordinarily used in schools and by art students, artists, commercial artists, etchers, modellers, sculptors and craftsmen.

The term "employee" as used herein includes any person engaged in any phase of the Industry in any capacity in the nature of employee irrespective of the method of payment of his compensation. The term "employer" as used herein includes anyone for whose benefit such an employee is so engaged. The term "member of The Industry" includes any manufacturer who shall be subject to this Code. The term "member of the Code" includes any member of The Industry who shall expressly signify assent to this Code. The term "Association" herein means the American Paint and Varnish Manufacturers' Association, Inc., and the National Paint Oil and Varnish Association, Inc., or their successor or successors. The term "Association Headquarters" means the office maintained jointly by the Associations at 2201 New York Avenue, N. W., Washington, D. C. The term "Trade Sales" as used herein means all sales to jobbers, dealers, painters, automotive refinishing shops, and sales made directly to the consumer, with the exception of such sales as are hereinafter defined as "Industrial Sales." The term "Industrial Sales" as used herein means all sales to the following classes of buyers, covering products of The Industry used by such buyers on their products or for the finishing of their equipment and for the painting, upkeep and maintenance of their plants, equipment, tenements, and for any other purpose:

- Industrial plants of all kinds (such as automobile manufacturers, implement manufacturers, furniture manufacturers, etc., etc.).
- Transportation companies (including street railways, bus and air transportation companies)
- Car and locomotive builders
- Public service companies
- Oil refiners and pipe line companies
- Packing houses
- Steel manufacturers and those who fabricate their own products
- Bridge builders and bridges
- Coal or other mining operations
- Steamship lines, shipyards, wharves and docks
- All departments of any State, County, Municipal or other political sub-divisions, but only for the following products: traffic paint; road paint; products used on bridges, trucks and machinery; automobile license tag coatings; or materials for finishing furniture, or any other products manufactured in prisons or reform-

tories. All other business from State, County, Municipal and other political sub-divisions, such as products used on buildings, institutions, etc., to be classified as "Trade Sales."  
All Departments of the United States Government regardless of usage.

### LEST WE FORGET!

*(An editorial on your Association's Code of Ethics, from the American Paint Journal, March 29, 1937)*

During the period which is rapidly approaching a half-century of honorable existence, the National Paint, Varnish and Lacquer Association and its predecessor organizations have consistently taken cognizance of and attempted to eliminate certain trade practices which, because properly considered as unethical, rather than illegal, hit below the belt and inflict damage incompatible with the principles of fair play, leaving the injured party without legal recourse and utterly defenseless unless he yields to the temptation to fight back in the same unprincipled manner.

While such a course may result in a degree of temporary satisfaction in individual instances, it can contribute nothing in the way of a permanent solution; indeed, if such unethical practices were condoned even when practiced only in self defense, they would be bound to spread to such an extent as to become the rule rather than the exception, and to create a state of chaos characterized by a degree of suspicion and ill feeling which would tend to degrade, rather than to elevate, the standards of the industry.

The success of the cooperative efforts for which this industry has won signal recognition is dependent upon a feeling of good will and mutual respect which can exist only when the rules of fair play are jealously observed. These rules are set forth in the Code of Ethics of the National Paint, Varnish and Lacquer Association, which appears on the opposite page. They antedate the Code of Fair Competition adopted under NRA and also the earlier agreements emanating from the trade practice conferences held under the auspices of the Federal Trade Commission.

One of the apparently inescapable penalties of regulation is that the incentive to adhere to voluntary principles which have been readily accepted is removed and that a premium is placed upon evasion. The weakness of the rules of the trade practice conferences was that they were legally binding only upon signatories. When the same principles were later incorporated in the NRA code, they were legally binding upon all members of the industry. But with the passing of NRA, they became legally binding upon no one.

Perhaps it is because of the many newcomers into the industry who have never been made familiar with the Code of Ethics as such; perhaps it is because its existence has been forgotten during the recent years of rapid change in which one new form of governmental regulation has superseded another in its demands upon the attention of members of the industry—but there has been some evidence that its principles are being disregarded in certain quarters.

It is for the purpose of reminder that the Code of Ethics still exists and to call attention to its provisions that it is reproduced here as incorporated in the by-laws of the National Paint, Varnish and Lacquer Association. It provides the basis for honorable competition which permits competitors to band together in their cooperative efforts to expand the market for the industry's products, in competition with those of other industries, to their mutual benefit. If it is to be "either a closed season or an open season," as suggested by one member recently in professing his inability to suffer in silence through adherence to principles unobserved by his competitors, by all means let us make it a closed season; the other alternative is a cat and dog fight which can benefit no one in the long run, while threatening the security of the structure erected for the advancement of a united industry.

OFFICIAL  
BUSINESS PROGRAM  
1935  
ANNUAL CONVENTION

(48th Meeting of the Organized Industry)

National Paint, Varnish and Lacquer Association, Inc.

Washington, D. C.

OCTOBER 29, 30, 31, NOVEMBER 1, 1935

Mayflower Hotel

*Committee Meetings*

Meetings of the Budget and Finance Committee, the Executive Committee and the National Advisory Committee were held Tuesday, Oct. 29, 1935.

BUSINESS SESSIONS

TUESDAY—OCTOBER 29, 1935

10:00 A. M.

First Annual Meeting

Wholesale Division, National Paint, Varnish and Lacquer Association, Inc.

*Formerly*

NATIONAL WHOLESALE PAINT ASSOCIATION

PRESIDENT ERNEST T. TRIGG, *Presiding*

Report of Nominating Committee. Election of Executive Committee. Election of Vice Chairman of the Division. Election of Delegates to the Convention. Report of Committee on Constitution and By-Laws Regarding Proposed Amendments Affecting Wholesale Division—H. M. Howard.

"Voluntary Trade Practice Agreements"—E. P. Lynch. "Modernizing for Profit"—T. E. Damm, Paint Industry Representative, Federal Housing Administration. "Problems of Distribution"—Edward R. Drake. "Sand Paper"—George H. Halpin. "Paint Performance"—Dr. H. A. Gardner, Director, Scientific Section. "Meeting the Seasonal Sales Problem of the Paint Wholesaler"—Stanley L. Kedzierski, Marketing and Research Division, U. S. Department of Commerce.

"Bristle and Brushes"—Philip H. Thayer, First Vice-President, American Brush Manufacturers' Association. "Wall Paper as a Profitable Jobbing Line"—Harold E. Watson. "Cooperative Paint Catalogs"—I. T. Alderson. Announcements.

WEDNESDAY—OCTOBER 30, 1935

9:30 A. M.—Opening Session

NATIONAL PAINT, VARNISH AND LACQUER ASSOCIATION

PRESIDENT ERNEST T. TRIGG, *Presiding*

Welcome to Delegates: Birmingham (England) Paint, Varnish and Lacquer Club. Response: K. G. Cooke, Honorary Secretary, International Society Master Painters and Decorators. Response: John B. Dewar, President. Delegates: John B. Dewar, J. Frank Jones, George S. Stuart, Federation of Paint and Varnish Production Clubs. Response: Roy B. Anderson, Retiring President.

Report of Treasurer—Charles J. Roh. "Membership Dividends"—E. V. Peters. "What About NRA?"—Major George L. Berry. Preliminary Report of Constitution and By-Laws Committee—H. M. Howard, Chairman. "Home Owners Loan Corporation"—John H. Fahey, Chairman. "Consistent Cooperation Conquers"—Ernest T. Trigg, President. Preliminary Report of Nominating Committee—Wm. H. Jarden, Jr., Chairman. Announcements.

**WEDNESDAY—OCTOBER 30, 1935**

2:00 P. M.

**TRADE SALES CONFERENCE**

**CHAIRMAN CHAS. W. EASTWOOD, Presiding**

"The National Housing Act"—Stewart McDonald, Administrator, Federal Housing Administration. "Paint and the Better Housing Program"—T. E. Damm, Paint Industry Representative, Federal Housing Administration. Housing Flashes—Pathe Movie Film. "The Bottleneck of the Housing Program"—W. B. Elwang, representing the Wholesale Division. "The Value of an Industry Operated Finance Corporation"—L. H. Goldbright, Jr., Vice-President and Treasurer, Heating and Plumbing Finance Corporation (Subsidiary American Radiator Corp.). "Our Own Finance Corporation"—Ernest T. Trigg, President, National Paint, Varnish and Lacquer Association. Discussion. Announcements.

10:00 P. M.

**COUNTY CARNIVAL—BALLROOM**

**THURSDAY—OCTOBER 31, 1935**

9:30 A. M.

**INDUSTRIAL SALES CONFERENCE**

**CHAIRMAN PAUL S. KENNEDY, Presiding**

"The Year in Review"—Paul S. Kennedy, Chairman, National Industrial Sales Committee. "The Federation Cooperates"—Roy B. Anderson, Federation of Paint and Varnish Production Clubs. Discussion. "A Survey of Marketing Problems"—O. C. Holleran, Marketing Research and Service Division, U. S. Department of Commerce. Discussion. "Committee Activities"—David Andrew, C. F. Beatty, A. C. Horn, W. I. Longworth, C. L. Sullivan, Jr.

"In More Ways Than One"—C. Homer Flynn, Director, Industrial Sales Division. "China Wood Oil in World Markets"—C. C. Concannon, Chief, Chemical Division, U. S. Department of Commerce. Discussion. Announcements.

**THURSDAY—OCTOBER 31, 1935**

2:00 P. M.

**COMBINED INDUSTRIAL AND TRADE SALES CONFERENCE**

**VICE PRESIDENT WALLACE F. BENNETT, Presiding**

"The Scientific Section"—Dr. H. A. Gardner, Director. "Saving the Surface"—Chas. W. Eastwood, Chairman. "Better Light—Better Sight"—J. F. O'Brien, Better Light—Better Sight Campaign. "The Clean Up and Paint Up Campaign"—Dr. R. A. Plumb, Chairman. "The Control of Credits and Collections"—M. B. Wiley. "Trade-Mark Protection"—C. J. Caspar, Chairman. "Brass Tacks"—(A playlet in four scenes, presenting some every-day problems in the Paint Industry and an Ideal Conclusion). Announcements.

7:00 P. M.

**ANNUAL BANQUET—BALLROOM**

**FRIDAY, NOVEMBER 1, 1935**

9:30 A. M.

**FINAL BUSINESS SESSION**

**PRESIDENT ERNEST T. TRIGG, Presiding**

Final Report of Committee on Constitution and By-Laws—H. M. Howard, Chairman. "A Voluntary Agreement—Does the Paint Industry Want It?"—M. Q. Macdonald, General Counsel. "Reconstruction Finance Corporation"

—Jesse H. Jones, Chairman. "Into the Past"—George B. Heckel, Chairman. National Memorial Committee. Final Report of Nominating Committee—Wm. H. Jarden, Jr., Chairman. Election and Installation of Officers and Members Executive Committee. Unfinished Business. New Business. Adjournment.

NOTE: The proceedings of the 1935 Convention were published verbatim in the Trade Press, and are on file at Association Headquarters in Washington. The results of the Annual Election at the 1935 Convention are shown in the list of officers and Executive Committee for 1936, shown on a preceding page.

### OFFICERS—1936 (Last Year)

National Paint, Varnish and Lacquer Association, Inc.

PRESIDENT—ERNEST T. TRIGG

(Elected for three-year term, November 1, 1933. Re-elected November 20, 1936, for three-year term.)  
Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.

VICE-PRESIDENT—WALLACE F. BENNETT

Bennett Glass & Paint Company, Salt Lake City

TREASURER—CHARLES J. ROH

Murphy Varnish Company, Newark

#### Regional Zone Vice-Presidents

##### NEW ENGLAND ZONE—

EUGENE E. MORTON, Carpenter-Morton Co., Boston, Mass.

##### EASTERN ZONE—

HARRY C. SOFFER, Paragon Paint & Varnish Co., Long Island City, N. Y.

##### CENTRAL ZONE—

WERNER G. SMITH, Werner G. Smith Co., Cleveland, Ohio

##### SOUTHERN ZONE—

W. T. ARRINGTON, Harry C. Smith Co., Memphis, Tenn.

##### WESTERN ZONE—

GARRETT M. GOLDBERG, Garrett M. Goldberg Paint Co., San Francisco, Cal.

#### DIVISIONAL VICE-PRESIDENT REPRESENTING WHOLESALE DIVISION—

T. A. FLYNN, Butler-Flynn Paint Co., Washington, D. C.  
(Appointed by Executive Committee.)

SECRETARY—REUEL W. ELTON

Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.

GENERAL COUNSEL—M. Q. MACDONALD

Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.

SECRETARY EMERITUS—GEORGE B. HECKEL  
Philadelphia, Pa.

### EXECUTIVE COMMITTEE—1936 (Last Year)

(The by-laws provide that the Executive Committee shall consist of the president, vice-president and treasurer of the association and eighteen elected members serving three-year terms, six of whom shall be elected each year.)

ERNEST T. TRIGG, President, Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.

WALLACE F. BENNETT, Vice-President, Bennett Glass & Paint Co., Salt Lake City, Utah

CHARLES J. ROH, Treasurer, Murphy Varnish Company, Newark, N. J.

(Elected for three-year term, November 2, 1934. Previously elected for one-year term, November 1, 1933.)

W. C. DABNEY, *Jones-Dabney Company, Louisville*  
O. J. S. DEBRUN, *Egyptian Lacquer Mfg. Company, New York City*  
S. C. DUNNING, *Muralo Company, Staten Island, N. Y.*  
D. W. FIGGIS, *American Can Company, New York City*  
R. A. PLUMB, *Truscon Laboratories, Detroit*  
J. HEATH WOOD, *Standard Varnish Works, Chicago*  
F. D. GRIFFIN, *Pittsburgh Plate Glass Co., Milwaukee, Wis.*  
(Elected by Executive Committee Jan. 9, 1935, to fill out unexpired three-year term of the late Ludington Patton. Re-elected for full three-year term November 20, 1936.)

(Elected at Chicago Convention, November 1, 1933, for three-year term.)

ELLIOT S. PHILLIPS, *Devco & Reynolds Company, New York City, Chairman*  
FRED M. CARTER, *National Lead Company, New York City*  
L. P. MOORE, *Benjamin Moore & Company, New York City*  
WILLIAM RICHTER, *E. I. duPont de Nemours & Company, Wilmington, Del.*  
ERNEST T. TRIGG, *3201 New York Avenue, Washington, D. C.*  
H. E. WEBSTER, *Pratt & Lambert, Inc., Buffalo, N. Y.*

(Elected for two-year term, November 1, 1933. Re-elected for full three-year term, November 1, 1935.)

MARSHALL L. HAVEY, *New Jersey Zinc Company, New York City*  
JAMES B. LORD, *Boston Varnish Company, Everett, Mass.*  
WELLS MARTIN, *Martin Varnish Company, Chicago, Ill.*  
SAMUEL R. MATLACK, *Geo. D. Wetherill & Co., Inc., Philadelphia, Pa.*  
HERBERT W. RICE, *U. S. Gutta Percha Paint Co., Providence, R. I.*  
FRANK L. SULZBERGER, *Enterprise Paint Mfg. Company, Chicago, Ill.*

## COMMITTEES—1936

### National Paint, Varnish and Lacquer Association, Inc.

#### Arbitration

Frank P. Cheesman, *Chairman; Cheesman-Elliott Co., Brooklyn, N. Y.*  
P. H. Callahan, *Louisville Varnish Co., Louisville, Ky.*  
E. J. Cornish, *National Lead Co., New York, N. Y.*  
J. Sibley Felton, *Sibley & Co., Inc., Philadelphia, Pa.*  
George J. Michel, *C. A. Michel & Co., Pittsburgh, Pa.*  
R. O. Walker, *The Thibaut & Walker Co., Long Island City, N. Y.*

#### Budget and Finance Committee

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D. W. Figgis, *American Can Co., New York City*  
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H. A. Melum, *Benjamin Moore & Co., Chicago, Ill.*  
Wm. Richter, *E. I. du Pont de Nemours & Co., Wilmington, Del.*  
F. L. Sulzberger, *Enterprise Paint Mfg. Co., Chicago, Ill.*

#### Calcimine and Water Paint Division (Steering Committee)

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S. C. Dunning, *The Muralo Co., Staten Island, N. Y.*  
H. A. Melum, *Benj. Moore & Co., Chicago, Ill.*  
J. C. Penniman, *New England Whiting Co., Boston, Mass.*  
J. Vincent Reardon, *The Reardon Co., St. Louis, Mo.*  
C. A. Warren, *Craftex Co., Boston, Mass.*

#### Chamber of Commerce, U. S. A.

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Leon Hanline, *Hanline Brothers, Baltimore, Md.*

#### Clean Up and Paint Up

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John Henry Coon, *Pittsburgh Plate Glass Co., Pittsburgh, Pa.*  
Adam E. Daum, *Impervious Varnish Co., Pittsburgh, Pa.*

D. W. Figgis, American Can Co., New York, N. Y.  
John R. MacGregor, Eagle-Picher Lead Co., Cincinnati, Ohio  
Wells Martin, Martin Varnish Co., Chicago, Ill.  
George H. Priest, Jr., American Paint Journal Co., St. Louis, Mo.  
J. G. Yates, Yates-Huelett Paint Co., San Francisco, Calif.

**Constitution and By-Laws**

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N. Y.  
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Arthur V. Crary, Continental Can Co., New York, N. Y.

**Credits and Collections**

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R. A. Colliton, Secretary, National Association of Credit Men, St. Louis, Mo.

**Vice-Chairmen**

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Eastern Zone—H. E. Rhell, John T. Lewis & Bro. Co., Philadelphia  
Southern Zone—M. M. Salaun, Marine Paint & Varnish Co., New  
Orleans  
Western Zone—C. H. Sondhaus, National Lead Co., San Francisco

**Steering Committee**

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J. A. Fueglein, Louisville Varnish Co., Louisville  
T. J. Kenny, Devco & Reynolds Co., Inc., Brooklyn, N. Y.  
B. G. McFadden, Pratt & Lambert, Inc., Buffalo  
H. E. Rhell, John T. Lewis & Bro. Co., Philadelphia  
M. M. Salaun, Marine Paint & Varnish Co., New Orleans  
L. E. Schroeder, George E. Watson Co., Chicago  
C. H. Sondhaus, National Lead Co., San Francisco

**Local Representatives**

Atlanta—Ellis L. Cone, F. J. Cooledge & Sons, 1314 Murphy Avenue  
Baltimore—A. L. Franklin, Pittsburgh Plate Glass Co., 8 South Paca St.  
Birmingham—J. M. Phillips, Pittsburgh Plate Glass Co., 912 North 20th St.  
Geo. L. Pierce, The Glidden Co., 2016 First Avenue  
Boston—Wesley W. Gilmour, Boston Varnish Co., Everett, Mass.  
Frank A. Roche, Wadsworth, Howland & Co., Inc., 141 Federal St.  
Buffalo—B. G. McFadden, Pratt & Lambert, Inc., 73 Tonawanda St.  
W. A. Michael, National Lead Co., Clinton & Oak Sts.  
Chicago—W. H. Luecke, James B. Day & Co., 1872 Clybourne Ave.  
Leon C. Hayes, Standard Varnish Works, 2600 Federal St.  
Cincinnati—O. F. Stuempe, Pittsburgh Plate Glass Co., Court & Broadway  
Streets  
Chas. W. Heitman, Foy Paint Co., Mentor & Huston Aves.,  
Norwood  
Dallas—C. C. Knudson, Pittsburgh Plate Glass Co.  
Denver—Frank McLister, Kohler-McLister Paint Co.  
Des Moines—Wm. H. Schmidt, Pittsburgh Plate Glass Co.  
H. E. Collins, Standard Glass & Paint Co.  
Detroit—C. Fallon, Frazer Paint Co., 2475 Hubbard Ave.  
Frank Bacon, Detroit Graphite Co., 518 12th St.  
Grand Rapids—G. E. Cowlishaw, Grand Rapids Wood Finishing Co.  
Houston—A. Waldhauser, Pittsburgh Plate Glass Co., Crawford & Com-  
merce Streets  
Indianapolis—Dwight Sherburne, The A. Burdsal Co.  
Kansas City—E. N. Ronnau, Cook Paint & Varnish Co., P. O. Box 1096  
Los Angeles—Warren J. Beebe, W. P. Fuller & Co., 135 N. Los Angeles St.  
Louisville—J. A. Fueglein, Louisville Varnish Co., 1400 Maple St.  
C. D. Kerswill, Peaslee-Gaulbert Paint & Varnish Co., 15th &  
Lythe Streets  
Memphis—M. G. Heins, True-Tagg Paint Co.  
Milwaukee—P. W. Ruppert, National Lead Co., 1534 S. First St.  
A. L. Kohlmetz, Patek Bros., Inc., 215 Water St.

Minneapolis-St. Paul—J. W. Hoffman, Forman, Ford & Co., 111 S. 2nd St., Minneapolis, Minn.  
 Geo. Coughlin, St. Paul White Lead & Oil Co., Water & Starkey Sts., St. Paul, Minn.  
 Newark—G. H. Rothweiler, Murphy Varnish Co., 224 McWhorter St.  
 New Orleans—B. H. Read, American Paint Works.  
 New York—D. H. Driver, Devoe & Reynolds Co., 383 Hamilton Ave., Brooklyn  
 Omaha—J. T. Cunningham, Pioneer Glass & Paint Co., 14th & Harney Sts.  
 D. H. Baldwin, Cook Paint & Varnish Co., 1422 Davenport St.  
 Philadelphia—A. W. Sande, John Lucas & Co., Inc., 322 Race St.  
 Pittsburgh—J. G. Reuter, Pittsburgh Plate Glass Co., Grant Bldg.  
 J. E. Smith, John Lucas & Co., Inc., 1130 Carson St. West  
 Portland (Ore.)—J. F. Totten, General Paint Corp., 2nd & Taylor Sts.  
 W. J. Webber, W. P. Fuller & Co., Front & Morrison Sts.  
 Richmond—F. J. Sampson, Sampson Paint & Color Co.  
 Charles W. Snead, Bullington Paint Co., 4th & Broad St.  
 St. Louis—E. J. Brengartner, Con-Ferro Paint & Varnish Co., 3226 N. Broadway  
 Salt Lake City—Harold Moore, Salt Lake Glass & Paint Co., 33 E. 1st South Street  
 San Francisco—C. C. Hill, W. P. Fuller & Co.  
 R. H. Ohea, Paraffine Companies, Inc.  
 Seattle—B. W. Lockhart, National Lead Co., 973 John St.  
 R. C. Uhlmann, Schorn Paint Mfg. Co., 1128 W. Spokane St.

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 R. L. Clancy, Southern Cotton Oil Co., Savannah, Ga.  
 D. J. Devlin, Marine Paint & Varnish Co., New Orleans, La.  
 C. B. Woodruff, W. P. Fuller & Co., San Francisco, Calif.

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 F. C. Atwood, Atlantic Research Associates, Inc., Boston, Mass.  
 E. S. Blackledge, Devoe & Reynolds Co., Brooklyn, N. Y.  
 G. M. Goldberg, Garrett M. Goldberg Paint Co., San Francisco, Calif.  
 E. E. Morton, Carpenter-Morton Co., Boston, Mass.  
 Werner G. Smith, Werner G. Smith Co., Cleveland, Ohio  
 H. C. Soffer, Paragon Paint & Varnish Corp., Long Island City, N. Y.  
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 Adam E. Daum, Impervious Varnish Co., Pittsburgh, Pa.  
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 W. H. Gerke, Sargent-Gerke Co., Indianapolis, Ind.  
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 C. J. Landen, Sterling Paint & Varnish Co., Boston, Mass.  
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 Chas. W. Parrott, Lowe Bros. Co., Dayton, Ohio  
 James A. Reardon, The Reardon Co., St. Louis  
 F. J. Sampson, Sampson Paint & Color Co., Richmond, Va.  
 W. O. Schwarz, Patek Bros., Milwaukee  
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 L. J. Staverman, R. F. Johnston Paint & Varnish Co., Columbus  
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 A. C. Horn, A. C. Horn Co., Long Island City, N. Y.  
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 C. J. Landen, Sterling Paint & Varnish Co., Boston, Mass.  
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 W. S. Auchincloss, Oil, Paint & Drug Reporter, New York, N. Y.  
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#### Steering Committee

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 J. R. Esposito, Ault & Wiborg Corp., New York, N. Y.  
 A. C. Horn, A. C. Horn Co., Long Island City, N. Y.  
 H. E. Lackey, E. I. du Pont de Nemours & Co., Wilmington, Del.  
 W. I. Longworth, Lilly Varnish Company, Indianapolis, Ind.  
 J. Heath Wood, Standard Varnish Works, Chicago, Ill.

#### Local Representation

*Baltimore*—H. Braith Davis, H. B. Davis Company, 1600 Bayard St.  
*Buffalo*—T. E. Murphy, Pratt & Lambert, Inc., 73 Tonawanda St.  
*Chicago*—E. T. Stille, Stille-Young Co., 2300 N. Ashland  
*Cincinnati*—E. J. Shannon, Edw. J. Shannon Co., P. O. Box 14, Norwood  
*Cleveland*—C. H. Reed, Forbes Varnish Co., 3800 W. 143d St.  
*Denver*—Frank A. Traylor, Minehart-Traylor Co., 25th and Walnut St.  
*Detroit*—Wm. Hogben, Ditzler Color Co., 3000 W. Chicago Blvd.  
*San Francisco*—D. J. Tight, R. N. Nason & Co., 151 Potrero Ave.  
*Indianapolis*—W. I. Longworth, Lilly Varnish Co., 666 S. California St.  
*Kansas City*—E. R. Kyger, Sewall Paint & Varnish Co., 1009 W. 8th St.  
*Los Angeles*—C. E. Burge, Scriver & Quinn, Inc., 1366 Willow St.

*Louisville*—Harry F. Schaefer, The Schaefer Co., 1315 W. Kentucky  
*Milwaukee*—E. A. Hentzen, Wisconsin Paint Mfg. Co., 3710 Richards St. N.  
*Minneapolis-St. Paul*—W. H. Sweeney, St. Paul White Lead & Oil Co.,  
 Water & Starkey Sts., St. Paul, Minn.  
*New England*—E. W. Hinckley, Berry Bros., Inc., 21 Power House, S., Bos-  
 ton, Mass.  
*New York*—H. M. Howard, Thibaut & Walker Co., 46th Road, L. I. City  
*Philadelphia*—H. E. Lackey, E. I. du Pont de Nemours & Co., Wilming-  
 ton, Del.  
*Pittsburgh*—Adam E. Daum, Impervious Varnish Co., Koppers Bldg.  
*Richmond*—James A. Saunders, Atlantic Varnish & Paint Co., 2329 Lester  
 Street  
*St. Louis*—J. E. George, P. D. George Co., 4153 Bingham Ave.  
*Toledo*—P. F. Whalen, Jr., Buckeye Paint & Varnish Co., 715 S. 15th St.

#### Roof Coatings

W. H. Bailey, Alcatraz Company, Richmond, Va.

#### At Large

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 David Andrew, Ferbert-Schorndorfer Co., Cleveland, Ohio  
 C. F. Beatty, Socony Paint Products Co., New York, N. Y.  
 E. S. Blackledge, Devoe & Reynolds Co., Brooklyn, N. Y.  
 C. R. Cook, Cook Paint & Varnish Co., Kansas City, Mo.  
 J. R. Esposito, Ault & Wilborg Corp., New York, N. Y.  
 A. C. Horn, A. C. Horn Co., Long Island City, N. Y.  
 G. A. LaValle, Marietta Paint & Color Co., Marietta, Ohio  
 W. I. Longworth, Lilly Varnish Co., Indianapolis, Ind.  
 C. L. Sullivan, Jr., Thresher Varnish Co., Dayton, Ohio  
 J. Heath Wood, Standard Varnish Works, Chicago, Ill.  
 W. J. Pitt (Spray Painting), 300 Phillips Ave., Toledo Ohio

#### ADVISORY BOARD

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 Charles R. Cook, Cook Paint & Varnish Co., Kansas City, Missouri  
 M. J. Creighton, The Zapon Co., Stamford, Conn.  
 William C. Dabney, Jones-Dabney Co., Louisville, Kentucky  
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 Joseph R. Esposito, Ault & Wilborg Corp., New York, N. Y.  
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 H. M. Howard, Thibaut & Walker Co., Long Island City, N. Y.  
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 Norman W. Kelley, Southern Varnish Co., Roanoke, Virginia  
 Henry E. Lackey, E. I. duPont de Nemours & Co., Wilmington, Dela.  
 J. H. Lathe, The Glidden Co., Cleveland, Ohio  
 W. I. Longworth, Lilly Varnish Co., Indianapolis, Indiana  
 W. L. McFadden, Lawrence-McFadden Co., Philadelphia, Pa.  
 T. E. Murphy, Pratt & Lambert, Inc., Buffalo, N. Y.  
 Charles H. Reed, Forbes Varnish Co., Cleveland, Ohio  
 Fred Rinshed, Rinshed-Mason Co., Detroit, Mich.  
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 Carl J. Schumann, Hilo Varnish Corp., Brooklyn, N. Y.  
 Charles L. Sullivan, Jr., Thresher Varnish Co., Dayton, Ohio  
 J. Heath Wood, Standard Varnish Works, Chicago, Illinois

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 W. H. Bailey (Roof Coating), Alcatraz Co., Richmond, Va.  
 C. R. Cook (At Large), Cook Paint & Varnish Co., Kansas City, Mo.  
 Wm. Hogben (Auto Finish), Ditzler Color Co., Detroit, Mich.  
 C. L. Sullivan, Jr. (Railroad), Thresher Varnish Co., Dayton, Ohio  
 W. I. Longworth (Wood Finish), Lilly Varnish Co., Indianapolis, Ind.

#### National Trade Sales Committee

C. W. Eastwood, Chairman, U. S. Gutta Percha Paint Co., Providence, R. I.

#### Steering Committee

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 Matt. Denning, E. I. du Pont de Nemours & Co., Wilmington, Del.  
 A. R. De Vos, Breinig Bros., Inc., Hoboken, N. J.  
 S. C. Dunning, The Muralo Co., Staten Island, N. Y.  
 Ralph H. Everett, Keystone Varnish Co., Brooklyn, N. Y.  
 Horace S. Felton, Felton, Sibley & Co., Philadelphia, Pa.  
 E. D. Peck, Devco & Reynolds Co., New York, N. Y.  
 Charles J. Roh, Murphy Varnish Co., Newark, N. J.  
 H. C. Soffer, Paragon Paint & Varnish Co., Long Island City, N. Y.

Atlanta—S. N. Freeman, Tripod Paints, Inc., 61 Pryor St. N. E.  
 Baltimore—M. M. Goldsmith, Hirschberg Paint Co., 106 W. Pratt St.  
 Buffalo—H. J. Birtch, Devco & Reynolds Co., 690 Main St.  
 Chicago—L. D. Williams, Benjamin Moore & Co., 415 N. Green St.  
 Cincinnati—Geo. W. Schenider, Jr., The Foy Paint Co., Mentor & Huston,  
 Norwood

Cleveland—W. A. Alpers, Cleveland Paint & Color Co., 1200 Bolivar Rd.  
 Denver—Frank McLister, Kohler-McLister Paint Co., W. 13th Ave. and  
 Osage

Detroit—H. G. Doering, Truscon Laboratories, Caniff & GTRR  
 San Francisco—D. M. Schindler, National Lead Co., 2240 24th St.

Indianapolis—W. H. Gerke, Sargent-Gerke Co., 323 W. 15th St.

Kansas City—C. N. Seidlitz, Seidlitz Paint & Varnish Co., 18th and Gar-  
 field

Los Angeles—Dean Morgan, Sillers Paint & Varnish Co., 331 E. 61st St.

Louisville—S. E. Booker, Peaslee-Gaulbert Paint & Varnish Co., 223 N.  
 15th St.

Memphis—M. G. Heins, True-Tagg Paint Co., 442 N. Third St.

Milwaukee—W. O. Schwarz, Patek Bros., 226 Water St.

Minneapolis-St. Paul—George Lindquist, Pittsburgh Plate Glass Co., 616  
 S. Third St., Minn.

New England—S. B. Woodbridge, E. I. du Pont de Nemours & Co., 59  
 Water St., Everett, Mass.

New Orleans—E. J. Haas, O. H. Van Horn Co., 524 Camp St.

New York—H. C. Soffer, Paragon Paint & Varnish Corp., 5-49 46th Ave.,  
 Long Island City

J. P. Surtoc (Vice-Chairman), E. I. du Pont de Nemours &  
 Co., 350 Fifth Ave., New York City

Philadelphia—Wm. H. Jarden, Jr., McCloskey Varnish Co., Holmesburg  
 Junction

Portland, Ore.—C. E. Collins, Pittsburgh Plate Glass Co., 900 S. W. 2d Ave.

Seattle (Puget Sound)—R. C. Krueger, National Lead Co., 973 John St.

Richmond—F. J. Sampson, Sampson Paint & Color Co., 1415 E. Main St.

St. Louis—Carl M. Farline, Vane-Calvert Paint Co., 1601 N. Broadway

Toledo—A. J. Roche, Pittsburgh Plate Glass Co., 2410 Albion St.

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Dwight P. Joyce, The Glidden Co., 11001 Madison Ave., Cleveland

D. A. Kohr, Lowe Bros. Co., 450 E. 3d St., Dayton

R. W. Lindsay, Pratt & Lambert, Inc., 73 Tonawanda St., Buffalo

H. A. Meium, Benjamin Moore & Co., 415 N. Green St., Chicago

Benjamin Patterson, Patterson-Sargent Co., 135 E. 42d St., New York

J. D. Patton, Pittsburgh Plate Glass Co., 217 E. Pittsburgh Ave., Milwaukee  
R. P. Prentys, National Lead Co., 2240 24th St., San Francisco  
Charles J. Roh, Murphy Varnish Co., 224 McWhorter St., Newark  
F. L. Sulzberger, Enterprise Paint Mfg. Co., 331 S. Peoria St., Chicago  
Wm. Zintl, E. I. du Pont de Nemours & Co., Wilmington, Delaware

#### Wholesale Division

Harold E. Watson, Geo. E. Watson Co., Chicago, Ill.

#### Calcimine and Water Paint

J. Vincent Reardon, The Reardon Company, St. Louis, Mo.

#### Roof Coatings

Mitchel Goldsmith, Armstrong Paint & Varnish Co., Chicago, Ill.

#### At Large

Wallace F. Bennett, Bennett Glass & Paint Co., Salt Lake City, Utah  
A. E. Gardner, S. C. Johnson & Son, Racine, Wisc.

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#### (Executive Committee)

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H. C. Gregg, Tropical Paint & Oil Co., Cleveland, Ohio  
Grover M. Herman, American Asphalt Paint Co., Chicago, Ill.

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William Knust, National Lead Co., New York, N. Y.

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Ralph H. Everett, Keystone Varnish Co., Brooklyn, N. Y.  
George D. White, Pittsburgh Plate Glass Co., Newark, N. J.

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Paint & Varnish—H. A. Melum, Benjamin Moore & Co., Chicago, Ill.  
O. S. Orrick, General Paint Corp., San Francisco, Calif.  
Wilbur L. Rice, U. S. Gutta Percha Paint Co., Providence, R. I.

Calcimine—J. Vincent Reardon, The Reardon Company, St. Louis, Mo.  
Putty—O. J. Biddle, The Biddle Company, St. Louis, Mo.  
Roof Coating—M. J. Merkin, M. J. Merkin Paint Co., New York, N. Y.  
Wholesalers—E. P. Lynch, E. P. Lynch Co., Providence, R. I.

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Louis V. Fox, M. Ewing Fox Co., New York, N. Y.  
J. H. Lovett, Devos & Reynolds Co., Newark, N. J.  
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E. G. Weber, F. Weber Company, Philadelphia, Pa.

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A. B. Gartner, Perry & Derrick Co., Cincinnati, Ohio  
 B. C. Hart, Tropical Paint & Oil Co., Cleveland, Ohio  
 J. C. Henniges, 5841 Cabanna Ave., St. Louis, Mo.  
 J. P. Nolan, Pratt & Lambert, Inc., Buffalo, N. Y.  
 E. R. Spangenberg, Pittsburgh Plate Glass Co., Milwaukee, Wisc.  
 J. J. A. Winzenried, Devoe & Reynolds Co., Brooklyn, N. Y.

**Unfair Competition**

H. E. Webster, Chairman, Pratt & Lambert, Inc., Buffalo, N. Y.  
 W. C. Dabney, Jones-Dabney Co., Louisville, Ky.  
 O. J. S. de Brun, Egyptian Lacquer Mfg. Co., New York, N. Y.  
 J. D. Patton, Pittsburgh Plate Glass Co., Milwaukee, Wisc.  
 E. S. Phillips, Devoe & Reynolds Co., New York, N. Y.  
 C. J. Roh, Murphy Varnish Co., Newark, N. J.  
 F. L. Sulzberger, Enterprise Paint Mfg. Co., Chicago, Ill.  
 W. M. Zintl, E. I. du Pont de Nemours & Co., Wilmington, Del.

**Construction League (General Assembly Representatives)**

Ernest T. Trigg, President, Association Headquarters, Washington, D. C.  
 Reuel W. Elton, Secretary, Association Headquarters, Washington, D. C.  
 Leon Hanline, Hanline Brothers, Baltimore, Md.  
 H. Braith Davis, H. B. Davis Co., Baltimore, Md.  
 S. R. Matlack, Geo. D. Wetherill & Co., Philadelphia, Pa.

**OFFICIAL  
 BUSINESS PROGRAM  
 1936**

**ANNUAL CONVENTION**

**National Paint, Varnish and Lacquer Association, Inc.**  
 Chicago, Ill.

**NOVEMBER 18-20, 1936**  
**Drake Hotel**

*Executive and Group Meetings*

**Monday—November 16th, 1936, 10:00 a. m., Executive Committee—Wholesale Division.**

**Tuesday—November 17th, 1936, 12:30 p. m., Budget and Finance Committee; 2:00 p. m., Executive Committee, National Paint, Varnish and Lacquer Association; 3:00 p. m., Simplification Committee; 7:00 p. m., National Advisory Committee (Dinner Meeting).**

**Wednesday—November 18, 1936, 10:00 a. m., 2nd Annual Meeting.**

**WHOLESALE DIVISION**

**National Paint, Varnish and Lacquer Association, Inc.**

**CHAIRMAN T. A. FLYNN, Presiding**

Report of Nominating Committee. Election of Executive Committee. Election of Vice-Chairman of the Division. Election of Delegates to the Convention. Remarks by President Ernest T. Trigg. Simplification Program—Harry W. Constant, United Sash and Door Co. "Present Day Methods of Distribution"—Stanley L. Kedzierski, Chief, Wholesale Trade Section, Marketing Research and Service Division, Bureau of Foreign & Domestic Commerce. Discussion—Robinson-Patman Act. New Business. Announcements. Recess.

Wednesday—November 18, 1936, 1:30 p. m., Opening Session.

**NATIONAL PAINT, VARNISH AND LACQUER  
ASSOCIATION, INC.**

**PRESIDENT ERNEST T. TRIGG, Presiding**

Welcome to Delegates: International Society of Master Painters & Decorators. Response: Franklin Marling, Jr., Chairman. Delegates: Charles H. Schmitz, Charles B. Hart, Morris Ecker. Federation of Paint and Varnish Production Clubs. Response: R. C. Stark, Retiring President. Delegates: R. B. Anderson, V. C. Bidlack, R. H. Everett, F. W. Fasig, K. J. Howe. National Lumber Dealers Assn. Response: George W. LaPointe, Jr., President. Delegate: Frank Carnahan, Secretary.

Report of Treasurer—Charles J. Roh. Our Membership Campaign—E. V. Peters, Chairman. Preliminary Report of Constitution and By-Laws Committee—H. M. Howard, Chairman. Address—Ernest T. Trigg, President. Preliminary Report of Nominating Committee—J. Vincent Beardon, Chairman. The Robinson-Patman Act—Edwin B. George, Dun & Bradstreet, Inc. Announcements.

Thursday—November 19, 1936, 9:30 a. m.

**INDUSTRIAL DIVISION CONFERENCE**

**CHAIRMAN PAUL S. KENNEDY, Presiding**

"The Aims of the Industrial Division"—Paul S. Kennedy, Chairman. "The Association and the Industrial Division"—Ernest T. Trigg, President. "Extending Our Market"—Presented by J. Heath Wood, Standard Varnish Works. "Dead End"—An Industrial Drama with appropriate music. "Industrial Sales Education and Cooperation"—George H. Robertson, The Sherwin-Williams Co. "Production Club Papers in Review"—Dr. J. S. Long, Devoe & Reynolds Co., Inc. Discussion of Tung Oil Report. Discussion of Industrial Price Book Forms.

Thursday—November 19th, 1936, 10:00 a. m. Second Session

**WHOLESALE DIVISION**

**CHAIRMAN T. A. FLYNN, Presiding**

"The Credit Man is Your Best Salesman"—Leo E. Schroeder, Geo. E. Watson Co. "Bristles"—Samuel Hirshenhorn, Jr., S. Hirshenhorn & Sons. New Business. Announcements. Adjournment.

11:30 a. m. Joint Convention Session

**PRESIDENT ERNEST T. TRIGG, Presiding**

"The Robinson-Patman Act and Its Application to Industry"—Hon. Wright Patman.

Thursday—November 19th, 1936, 2:00 p. m.

**TRADE SALES CONFERENCE**

**CHAIRMAN CHAS. W. EASTWOOD, Presiding**

Deferred Payment Financing (a) From the Standpoint of a National Manufacturer—E. J. Allee, Pittsburgh Plate Glass Co. (b) From the Standpoint of a Regional Manufacturer—H. J. Kuhn, Kuhn Paint & Varnish Works (c) From the Standpoint of a Painter—John B. Sheehan, Business Manager, Chicago Painting and Decorating Contractors Association. Discussion. Simplification—J. E. Ingram, Chairman, Simplification Committee. Discussion. Better Light Better Sight Campaign: The National Better Light-Better Sight Bureau—M. E. Skinner, Chairman. "Local Cooperation"

—Ralph G. Raymond, Managing Director, Chicago Lighting Institute. "Advantages to Paint Interests"—John D. Sheehan, Business Manager, Chicago Painting and Decorating Contractors Association. Robinson-Patman Act.—Ernest T. Trigg, President. Discussion.

Friday—November 20th, 1936. 9:30 a. m.

#### FINAL BUSINESS SESSION

VICE PRESIDENT WALLACE F. BENNETT, *Presiding*

Final Report of Constitution and By-Laws Committee—H. M. Howard, Chairman. Technical Progress—Dr. Henry A. Gardner, Director, Scientific Section. "In Memoriam"—R. F. Adams. Final Report of Nominating Committee—J. Vincent Reardon, Chairman. Election and Installation of Officers and Members Executive Committee. "Here's How—Things Don't Just Happen"—(A pictorial presentation of your Association's Activities). Address—George A. Martin, President, The Sherwin-Williams Company. Unfinished Business. New Business. Adjournment.

#### Annual Message by ERNEST T. TRIGG

President, N. P. V. & L. A.

Presented at the Opening Session, National Paint, Varnish and Lacquer Association Convention, Chicago, Illinois, Wednesday, November 18, 1936

Three years ago we met here in Chicago and by unanimous action we consolidated the then existing organizations into one body which we elected to call the National Paint, Varnish and Lacquer Association.

Those three years have probably been the most active ones we have ever known in an organized way due to the many new experiments in legislative regulations and a new and different attitude on the part of Government in its relation to business. The problems resulting therefrom have been of a nature requiring more than ever before, collective thinking and a unity of action on the part of business. Certainly no industry of the volume and numerical size of ours could hope to take advantage of opportunities on the one hand and to protect its interests on the other, if each unit acted independently and at cross purposes. Cooperative thinking crystallized into definite objectives expressing the best judgment of a substantial majority has been and is more essential than ever before.

I do not intend to go into a discussion of "water over the dam" further than to say that your organization has dealt with the many problems which have come to it—many of which were anticipated—aiming only to serve the best interests of the industry as a whole.

#### Knowledge of Association Services

We realize that all members of the industry are not thoroughly acquainted with the work of their Association and the personalities active in its every day conduct. It is hoped that as time goes on a greater number of the members of the industry will more frequently visit their National Headquarters and take time enough while there to talk with the heads of the various departments, giving them the benefit of suggestions and advice on matters of common interest.

Through our monthly publication, *The Open Door*, our *Weekly News Letter* and through frequent additional publications we keep you informed of current developments affecting your interests. In addition there is a continuous dissemination of industry news and developments through the several local associations and various committees throughout the country.

One of our most difficult problems is to cause the members of this Association to understand and be as familiar as possible with its current activities. We are using every possible means to keep these activities constantly before you, and I take the liberty of suggesting that each company

which is a member of this Association delegate to at least one person in their own organization the responsibility for reading and digesting all the publications that come from your National Association. If the person to whom this responsibility is delegated would then make it his business to see that each department of the individual company is advised of matters affecting it you will then benefit to the greatest possible extent by the work of this organization.

This year we are making an experiment with the convention program. We are holding only four half-day sessions instead of five as on previous occasions. As this curtails our program time, we are eliminating the detailed reports of department heads. In place thereof we will give you at the Friday morning session, in illustrated form, a "sampling" of all departmental activities which we hope and believe will be interesting and instructive.

A complete and detailed report for each department has been prepared and printed and is available at this convention for all who may wish to examine more closely into the work of any one or more of the departments.

The several standing committees have submitted reports which are also printed in full and available at this meeting for your consideration.

#### Cooperative Spirit

The cooperative spirit throughout the industry continues to grow. We are deeply grateful to literally hundreds of members of the industry who are serving on regular and special committees, and who give freely of their time and constructive thought to the work of the Association. Without this cooperation and the support of the industry it would not be possible to accomplish more than a small part of the results which we are able to secure. This is a tribute to the vision and the fair-mindedness of the members of the industry and bespeaks continued progress and benefit for the future.

Our local associations, too, are in the main better organized and more effective in looking after local affairs and in their cooperation with the National organization. There is still room for the strengthening of a few of the local associations, and your National organization is cooperating in that direction in all possible ways.

#### Deferred Payment Plan

Shortly after the convention a year ago we completed arrangements with a finance company to handle deferred payment financing for all members of the Association who desired to avail themselves of it. During the year we have carried on a large amount of promotional work in cooperating with all Association members having deferred payment plans. There is scarcely any commodity or service in the building field today which cannot be purchased on a monthly payment basis, and there is scarcely any commodity of any kind which cannot be similarly bought. The Federal Housing Administration under Title I introduced and sold to the public the idea of repainting and otherwise reconditioning their property on an easy payment basis. The total volume of business done under Title I which covers a million and a quarter separate loans amounts to \$500,000,000. It is conservatively estimated that the activity under Title I has resulted in at least five dollars worth of such repainting and repair work for every one dollar of business insured by FHA. On this basis no less than \$3,000,000,000 worth of work has been created by its activities.

While the deferred payment plan in the painting industry did not make a great deal of progress in 1936, this was undoubtedly due to the fact that the public has not been sufficiently advised with regard to its availability, and due furthermore to the fact that the pickup in painting business during the year from regular sources was such that many painters found they had all they could do with the force available to take care of it without seeking additional jobs. We estimate that over 100 manufacturers now have a deferred payment plan available to their customers and it seems certain that as the public becomes better acquainted with the fact that it can "Paint Now and Pay Monthly Out of Income", and as the number of painters is increased, as we hope it will be, this method of merchandising



and property protection will become an accepted institution in our industry, greatly expanding our market and extending the protective and decorative benefits of our products.

#### Master Painters

We are continuing to cooperate as fully as possible with the International Society of Master Painters and Decorators. At their request we have worked out certain features for their local chapter meetings. We have prepared promotion letters printed under the name of individual painters for their use in soliciting business. We have conferred from time to time with their officers and committees, and I feel I can report to you a very genuine spirit of desire and intention to cooperate existing with respect to all matters of common interest.

I previously referred to the question of sufficient skilled painters to apply the paint for which the market does and will exist. This is a serious situation. It is generally known that painting mechanics have been depleted at an alarming rate during recent years. Reports from many industrial centers throughout the country indicate an actual shortage of journeyman painters.

We are advised the International has a very aggressive committee working on this problem and that it is their idea to see that painting and decorating courses are established in every vocational school in the country. The committee proposes to devise a complete course of study covering two phases of training. The first is the academic training in school covering the theoretical part of the trade. The second is the laboratory work covering actual experience in the shop and on the job. Thus both the theory and practice will be correlated. As manufacturers we have a most vital interest in this situation. So far as trade sales are concerned, it is all too evident that our own factory output will be limited by the man power available to apply it. We have discussed this subject with officers of the International Society and we shall continue to cooperate with them in every way possible to improve this situation.

#### Insurance

For some months we have been diligently working on the subject of added protection for the members of this Association through Product Liability Insurance. It is gratifying to be able to advise you that a most attractive contract has been arranged with Lloyds at unusually low rates. This contract specifies that it is for the members of the National Paint, Varnish and Lacquer Association. This represents another service of definite advantage to our membership as such. Full details, together with the contract form itself, were mailed to all Class A members of the Association on Saturday last, the 14th instant.

We are now giving serious consideration to other insurance matters affecting our membership. Insurance seems to be the one important matter in our business operations about which there is less first-hand information and knowledge than anything else. Each member of the Industry has a close check on his raw materials and his finished products as well as his sales, advertising and credits. But when it comes to the various forms of insurance: fire, accident, compensation, public liability, etc., it is well known that not more than a very small percentage of manufacturers and distributors can tell the names of the companies with whom their insurance is placed. Neither do they know the rates they are paying, what limitations of coverage, if any, exist and exactly what protection the insurance affords. It is usual to depend on an insurance broker in all insurance matters. In saying this, I do not mean in any way to minimize the importance of such brokers who are loyal to the assured, helpful in making adjustments and otherwise looking after their welfare. I do believe there is opportunity in this field for a type of service to the members of this organization which can be made to result in some very substantial benefits.

#### Federal Housing Administration

The program of the Federal Housing Administration in the brief period of two years in which it has been in operation has already proved itself the principal factor in producing the widespread revival now apparent in home building and allied construction resulting in business activities

in the building trades to such an extent that an actual shortage of skilled labor in these trades has become noticeable.

The insurance provided through the mutual mortgage insurance fund established by Title II of the National Housing Act is a device which, without cost to the taxpayer, is capable of placing the home mortgage market of the country on a permanent staple basis.

It is our conviction based upon a very close relationship with this Administration since its inauguration that it has been a most potent factor in the revival of business generally and particularly beneficial to the Paint Industry.

According to the Bureau of Labor Statistics the peak year for residential building was reached in 1925 when 491,222 families were provided for based on building permits received from 257 identical cities. In 1934, the total had dropped according to the same source and from the same identical cities to 22,063 families—a decline of 95% from the peak year. As a result of the promotion done by Federal Housing Administration and the financing made possible by it through private sources, there was a total of 75,000 new homes built in 1935, and this figure it is estimated will be increased to 250,000 for 1936.

Economists generally agree that there is a pent up need for approximately 2,000,000 new homes; that approximately 4,850,000 new homes will be needed over the next 10 years to take care of the net increase in families, and that approximately 750,000 new homes will be needed to replace those destroyed by fire, tornadoes and other catastrophies. This makes a total of 7,600,000 new homes which should be supplied over the next 10 years or an annual average of approximately 760,000.

So this is the market ahead of us in new home building. There is no one activity which affects all other industries and businesses so much as construction. Its general revival means business for every one.

Certainly, any agency which has served such a useful purpose as FHA and which specifically and exclusively encourages individual initiative and creates business for all branches of the building industry and for the banks, Building and Loan Associations, and other financial institutions should be continued and all proper steps and measures calculated to make its effectiveness more widespread should be supported.

One part of the act having to do with Government guarantee of the principal and interest on debentures of the Mutual Mortgage Insurance Fund which may be issued to insured mortgagees in exchange for properties foreclosed will expire in July 1937. A resolution urging its extension will be presented to the Trade Sales Division meeting tomorrow for its consideration.

Title I of the National Housing Act provides for repair, remodeling and modernization of homes. You are all so familiar with it that I shall not go into any details regarding it. I do call your attention to the fact that the extension of Title I expires on April 1, 1937. Believing that it has and will continue to provide a service of outstanding value to the Paint Industry there will also be represented to the Trade Sales meeting tomorrow a resolution urging its further extension.

#### Robinson-Patman Law

The latest piece of federal legislation of the greatest concern to the members of our industry is the Robinson-Patman law. I shall do no more than refer to it in a general way inasmuch as it will be discussed later today by competent counsel and will be discussed tomorrow by Congressman Patman, its originator. It is also on the program of the Trade Sales Division for discussion after Mr. Patman's talk. I cannot, however, let this opportunity go by without calling attention to the intent, spirit and purpose of the law as I see it, which is to prevent discrimination between buyers in the same class, and to give some measure of protection and support to the independent merchant with perhaps one store as against his mass-buying competitors with their dozens or hundreds of stores throughout the country. This industry, speaking from the standpoint of Trade Sales has built its volume of distribution through independent retailers located all over the United States. It is estimated that there are at present from 75,000 to 100,000 such retailers. There was a time when these re-

retailers sold to local painters and large maintenance accounts, as well as to the small over-the-counter buyer. To some extent the independent retailers have lost the larger trade due to price competition from mass-buying units, from wholesalers who enjoy the wholesale discount and use their lower costs to undersell the local retailer, and in other cases from the manufacturer selling direct or through his own retail stores, to painters and large maintenance accounts at prices sometimes as low as those charged the independent retailer. All of this has caused the business of the independent retailer to shrink, resulting in a lessened interest on their part in their paint departments, and a corresponding falling off in volume of purchases. Since you elected me your President three years ago, I have consistently called attention to this condition, not with any desire or intention of trying to indicate how you should conduct your business, but solely for the purpose of calling attention to this situation and to point out that if it is the desire of the industry to retain distribution through independent retailers, some protection and encouragement must be given them.

The Robinson-Patman Act now provides for that very thing, and I submit to you that it creates at one and the same time a legal responsibility, to eliminate discrimination in prices, terms, rebates, allowances, services or in any other way which may have existed with buyers of the same class, and affords an opportunity to put the paint business back on a high plane of fair prices and proper treatment of all customers alike.

#### Association Serves as Clearing House on Matters of Common Interest

I conceive it to be the business of your National Association to deal with all matters of common interest to the industry, and to do it on a basis which is fair and equitable to all manufacturers be they large, medium-sized or small. As a general clearing house and with an organization dealing strictly impersonally with its problems, it is natural that we should expect and receive the confidence of the members of the industry to the end that they will talk frankly with us and give us the opportunity of rendering service whenever the possibility exists. In saying this, I have in mind the fact that many times in an industry as highly competitive as ours, grievances develop for which in some cases a basis of fact exists and in other cases it does not. When given the opportunity to sift such matters to the bottom and so far as possible and so far as it is legal and possible it is our business to correct practices or actions which are not ethical and proper and in cases where it is the result of misunderstanding to clear it up and wipe it off the the slate. Such matters are not proper for discussion with others than the interested parties, hence I am not at liberty to go into any detail, but I can say to you that the officers of your National Association have had many experiences along these lines which have been definitely beneficial to the parties involved and indirectly helpful to the industry as a whole. This type of work is one of the real benefits that come from your Association. The more misunderstandings and consequent bad feelings that can be eliminated, the better the industry becomes as a whole and the more satisfaction there is to each one of us in our participation in our daily work.

#### Looking Into the Future

I also conceive it to be our responsibility to look into the future so far as possible to the end that our industry may be constantly developed and strengthened in its relationship to the public. There has been so much talk about the faults of business, crooked corporations, and so many charges that "business" takes advantage of the public that it seems as though many people have come to a place where they look askance at all business. I do not believe there is any more important job for all industries, our own included, than to build more solidly for future public confidence. Ours is essentially a business nation and the daily bread of our people by and large depends upon business. It is business that makes possible the building of roads, public buildings, churches, schools, our great universities, etc. Why should people be distrustful of the very thing out of which they make their living, and which affords them the opportunity to enjoy the many conveniences and comforts that exist? Why should they not have respect for it and have confidence in it and be proud of it? Our

industry has made great strides in putting its own house in order, and I feel it can be gratified with many of its accomplishments. But, of course, there are still things to be done considering the industry as a whole. Each manufacturer is responsible for his own formulation and the quality of his products. Your Association has been called upon on more than one occasion to meet demands from official, semi-official and private sources that the industry set up standards of quality and hence composition of its products. It has taken the position that such standardization would serve no useful purpose so far as the public is concerned, and that it would be harmful to the best interests of the industry itself.

The Association will be strengthened in its position in such matters in the future and the demands for such standardization will be lessened to the extent that each manufacturer makes his products of a quality which will be satisfactory for the purpose intended and of a standard justifying the price charged for it. While this may seem like a problem of each manufacturer for himself, and while it is true that he is the one who directly benefits or suffers in public estimation by the quality of what he manufactures, the industry as a whole is also affected. The industry's general standing is the adding-machine total of the public's opinion of all of its units combined.

Then, too, let me suggest continued vigilance with respect to the claims which we make for our products through advertising or printed matter of any kind as well as by oral statements. While each manufacturer naturally "puts his best foot forward" with respect to his products, it should not be necessary to make exaggerated statements regarding them, neither should it be necessary to exploit one's own products by attempting either directly or by inference to tear down those of another. Public criticism through advertising naturally tends to weaken the confidence of the public in the industry as a whole. It is my earnest belief that each manufacturer can further his own interests best by relying on constructive salesmanship and by emphasizing the benefit which comes through the use of our products.

#### Future Paint Markets

Looking ahead, we must give ever-increasing attention to the question of markets for our products. There is a great deal being said these days about building materials which require no paint. While we can feel quite content for the time being that the existing structures in the country, and the new ones at present being built, do offer a ready market for our products, it is entirely possible that new developments in the future may have a bearing on this situation, and it behooves us to anticipate as far as possible anything of this kind which may be under consideration. I am glad to advise you that we are making real progress in our efforts to develop a permanent market for painting of brick in the future. More of this is being done right along and those manufacturers who are devoting intelligent sales effort to it are meeting with merited success. The very interesting and informative exhibit which the Scientific Section has in the Paint Show this week should be seen and studied by every manufacturer present. It is gratifying to us to tell you that the Brick Manufacturers Association of America is cooperating with us in this work so far as possible.

Dr. Gardner has accepted appointment on a committee of the American Concrete Institute to study the need "of good practice in the application of paint to concrete surfaces to get satisfactory results." This may develop into an important matter for our industry.

We must not let these present prospects lull us into a false sense of security; and we must remain alert and watchful. We must neglect no opportunity to explore and develop new markets, adapting our products to the constant changes in the industry of which we are a part.

#### Employer-Employee Relationship

May I make one more suggestion along the lines of public confidence and future welfare? This has to do with our relations with our employees. It is my conviction, based on a rather intimate knowledge of the situation throughout the country, that the paint industry is paying reasonable wages and working reasonable hours. I take this means of suggesting, however.

that each manufacturer determine whether or not his wages and hours are on a basis at least equal to his competitors' in his own community, and consistent with those which are being paid workmen in other lines of industry in the same locality. At this time with business conditions improved and profits returning, it is the duty of each employer to consider the welfare of his employees and to see to it that their wages are consistent with the increased cost of living. Nothing is so discouraging to a working man and to his family as to feel that he is not being properly compensated or that he is required to work longer hours than the going standards in his community. Then there are other things in this field which are being done by many, and I submit should be considered by all. I refer to the maintenance of a proper human relationship to our employees. This should include such personal contacts by the executive or his immediate associates as circumstances permit. A friendly "good morning, Bill", or "Hello, Jim" to a man in the plant helps to lighten the load during the day and tends to create good will, loyalty and the kind of company spirit which we all so much desire.

Along this line I call attention to the fact that many manufacturers in the industry now work only five days a week, keeping a skeleton force on hand in the office and the shipping department on Saturdays. There is also a growing tendency to give annual vacations with full pay to all employees including factory workers who have been on the payroll for a given length of time. Group life insurance, employees sometimes participating in the payment of the premium, and in other cases the entire premium being paid by the employer, is another means of giving employees a feeling of security and protection which they otherwise might not have. These and any other human acts on the part of the employer are, I feel, in keeping with the forward looking ideas as to employer-employee relationship. They will do more to cut down turnover and to insure faithful, loyal and efficient service than anything else. After all, those who work for us are human beings making a living for themselves and their families, and anything we can do to make their work more satisfactory and agreeable for them will, I am sure, tend to increase our own satisfaction in the kind of a job we are doing ourselves.

#### Progress of Industry

The latest figures available from the Department of Commerce on October 1st showed for the first nine months of this year a 13½% increase in volume over the same period last year. If the percentage of increase so far this year continues through 1937, we will have exceeded the record of our peak year which was 1929.

From such information and reports as are available, the profits of the industry are on a satisfactory basis.

There is every reason to look forward to a further increase in volume for the next several years. What effect taxes and other legislative requirements will have on profits is impossible to estimate. It is reasonable to expect, however, that with a satisfactory volume of business and with proper business management, the members of this industry can feel assured of a continuing satisfactory profit.

#### Appreciation

The cooperation and support which has been given to your President by the other officers and members of the Executive Committee, as well as by the association staff have enabled him to carry on his work under most favorable conditions, and it is appreciated. The officers and the Executive Committee take this means of sincerely thanking the Presidents and other officers of the local associations and the members of all standing and special committees of the National Association for their splendid cooperation and service during the year now closing. And finally on behalf of the Association and all of its members we acknowledge the fine constructive support of the trade publications during the year. Editorially and otherwise they have been alert and forward looking at all times and have done much to develop helpful thinking and a greater spirit of cooperation throughout the industry.

This industry has truly learned to cooperate. The fine spirit of con-

structive endeavor which so generally exists insures our continued progress. It promises too the greatest satisfaction and pleasure in the daily contacts with our employees—our customers—our competitors and with the public generally.

After all, every one wants to be happy and contented in his or her business life, as well as to make money. The confidence built up between us and the many fine and valued friendships which have resulted from the work of our Association are splendid dividends—compensating us all many times over for whatever time we may put into it.

### OFFICERS—1937

#### National Paint, Varnish and Lacquer Association, Inc.

(Elected at Convention in Chicago, November 20, 1936)

##### PRESIDENT—ERNEST T. TRIGG

(Re-elected for three-year term, November 20, 1936. Previously elected for three-year term, November 1, 1933)

*Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.*

##### VICE-PRESIDENT—C. N. SEIDLITZ

*Seidlitz Paint & Varnish Company, Kansas City, Mo.*

##### TREASURER—CHARLES J. ROH

*Murphy Varnish Company, Newark*

#### Regional Zone Vice-Presidents

##### NEW ENGLAND ZONE—

*C. K. STODDER, Savogram Co., Boston, Mass.*

##### EASTERN ZONE—

*HARRY C. SOFFER, Paragon Paint & Varnish Corp., Long Island City, N. Y.*

##### CENTRAL ZONE—

*FRANK CLARKE, Pittsburgh Plate Glass Co., St. Louis, Mo.*

##### SOUTHERN ZONE—

*R. B. PRIMM, Sherwin Williams Co., Atlanta, Ga.*

##### WESTERN ZONE—

*J. LANGDON ROOT, W. P. Fuller & Co., San Francisco, Cal.*

#### DIVISIONAL VICE-PRESIDENT, REPRESENTING WHOLESALE DIVISION—

*T. A. FLYNN, Butler-Flynn Paint Co., Washington, D. C.*

(Appointed by Executive Committee)

##### SECRETARY—REUEL W. ELTON

*Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.*

##### GENERAL COUNSEL—M. Q. MACDONALD

*Association Headquarters, 2201 New York Ave. N. W., Washington, D. C.*

##### SECRETARY EMERITUS—GEORGE B. HECKEL

*Philadelphia, Pa.*



**ERNEST T. TRIGG**

Portrait painted by Edwin Burrage Child, and presented by Mr. Trigg's friends to the National Paint, Varnish and Lacquer Association, Inc.

## Your President

**E**RNEST T. TRIGG, President of the National Paint, Varnish and Lacquer Association, Inc., was born in Aurora, Illinois, August 12, 1877, and educated in the public schools.

In 1892, he secured a job as office boy with E. H. Haines, Chicago paint distributor. He later went to the Heath & Milligan Manufacturing Company, and became General Sales Manager of that organization in 1902. In 1908, he went to Philadelphia as General Manager of John Lucas & Company, Inc., and became Vice President in 1913 and President and General Manager in 1922. He resigned this position, December 1, 1933, and established his business headquarters in Washington, D. C., while retaining his residence in Philadelphia, to devote his entire time to the service of the industry as President of the National Paint, Varnish and Lacquer Association, Inc., which was incorporated under the laws of Delaware, December 1, 1933. At the same time, Mr. Trigg retired as a member of the board of the Sherwin-Williams Company.

Mr. Trigg has long been a dominant figure in paint trade association activities, having been a member of the Educational Bureau since 1906, and Chairman since 1927. He was President of the Paint Manufacturers' Association of the United States in 1911; President of the Philadelphia Paint, Oil and Varnish Club, 1918-21; President of the National Paint, Oil and Varnish Association, Inc., in 1922; and served as a director of the American Tung Oil Corporation since its organization. He has also been elected as honorary chairman and honorary member for life of the Executive Committee of the Philadelphia Paint, Varnish and Lacquer Association.

For five months preceding the adoption of the Code of Fair Competition for the Paint, Varnish and Lacquer Manufacturing Industry, as Chairman of the General Code Committee of the Industry, Mr. Trigg worked unceasingly in the preparation of the industry's Code, following it through official channels until it was signed by the President of the United States on October 31, 1933. In addition to being President of the National Paint, Varnish and Lacquer Association, Inc., to which office he was elected for a three year term at the organization meeting in Chicago, November 1, 1933, and re-elected for another three year term at the convention in Chicago, November 20, 1936, Mr. Trigg also served as President of the Paint Industry Recovery Board, Inc., the Code Authority of the Industry, until the code was legally terminated.

Mr. Trigg has also been a prominent figure in Philadelphia's civic and commercial life, holding many directorates and offices in banking and financial institutions and on educational and charitable boards. He is Chairman of the Board of the Federal Home Loan Bank for the Third District, embracing Pennsylvania, Delaware and West Virginia, and Chairman of the National Housing Advisory Council. Mr. Trigg is also a member of the Board of City Trusts in Philadelphia, and of the Board of Trustees of Temple University.



## EXECUTIVE COMMITTEE—1937

(The by-laws provide that the Executive Committee shall consist of the president, vice-president and treasurer of the Association, and eighteen elected members serving three-year terms, six of whom shall be elected each year.)

ERNEST T. TRIGG, *President, Association Headquarters, 2201 New York Avenue N. W., Washington, D. C.*

C. N. SEIDLITZ, *Vice-President, Seidlitz Paint & Varnish Co., Kansas City, Missouri*

CHARLES J. ROH, *Treasurer, Murphy Varnish Co., Newark, N. J.*

(Elected for three-year term, November 2, 1934. Previously elected for one-year term, November 1, 1933)

W. C. DABNEY, *Jones-Dabney Company, Louisville*

O. J. S. DEBRUN, *Egyptian Lacquer Mfg. Company, New York City*

S. C. DUNNING, *Muralo Company, Staten Island, N. Y.*

D. W. FIGGIS, *American Can Company, New York City*

R. A. PLUMB, *Truscon Laboratories, Detroit*

J. HEATH WOOD, *Standard Varnish Works, Chicago*

(Elected at Chicago Convention, November 20, 1936, for three-year term)

E. J. CORNISH, *National Lead Co., New York City*

E. D. GRIFFIN, *Pittsburgh Plate Glass Co., Milwaukee, Wis.\**

D. A. KOHR, *Lowe Brothers Co., Dayton, Ohio*

DE LANCEY KOUNTZEL, *Devoe & Raynolds Co., New York City*

H. A. MELUM, *Benjamin Moore & Co., Chicago, Ill.*

WILLIAM ZINTL, *E. I. du Pont de Nemours & Co., Wilmington, Del.*

(Elected for three-year term, November 1, 1935. Previously elected for two-year term, November 1, 1933)

MARSHALL L. HAVEY, *New Jersey Zinc Company, New York City*

JAMES B. LORD, *Boston Varnish Company, Everett, Mass.*

WELLS MARTIN, *Martin Varnish Company, Chicago, Ill.*

SAMUEL R. MATLACK, *Geo. D. Wetherill & Co., Inc., Philadelphia, Pa.*

HERBERT W. RICE, *U. S. Gutta Percha Paint Co., Providence, R. I.*

FRANK L. SULZBERGER, *Enterprise Paint Mfg. Company, Chicago, Ill.*

\*Previously elected Jan. 9, 1935, to fill out three-year term of the late Ludington Patton.

## OFFICERS AND EXECUTIVE COMMITTEE 1937



FRANK L. SULZBERGER  
Chairman



ERNEST T. TRIGG  
President



H. W. RICE  
Vice Chairman



C. N. SEIDLITZ  
Vice-President



CHARLES J. ROH  
Treasurer



REUEL W. ELTON  
Secretary



E. J. CORNISH



W. C. DARNEY



O. J. S. de BRUN



S. C. DUNNING



D. W. FIGGIS



GEORGE E. HECKEL  
Secretary Emeritus

OFFICERS AND EXECUTIVE COMMITTEE 1937  
(Continued)



E. D. GRIFFIN



M. L. HAVET



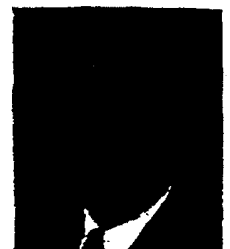
D. A. KORN



LANCEY KOUNTZE



J. B. LORD



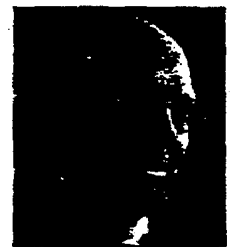
WELLS MARTIN



S. R. MATLACK



S. A. MELUM



R. A. PLUMB



J. HEATH WOOD



WILLIAM ZINTL

## REGIONAL ZONE VICE PRESIDENTS—1937



FRANK CLARKE  
Central Zone



R. B. PRIMM  
Southern Zone



J. LANGDON ROOT  
Western Zone



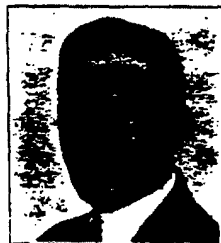
HARRY C. SOFFER  
Eastern Zone



C. E. STODDER  
New England Zone

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## WHOLESALE DIVISION VICE PRESIDENT



T. A. FLYNN

## COMMITTEE CHAIRMEN FOR 1937



**F. P. CHEESMAN, Chairman**  
Arbitration Committee



**CHARLES J. ROH, Chairman**  
Budget & Finance Committee



**J. C. PENNIMAN, Chairman**  
Calcimine & Water Paint Division



**DR. R. A. PLUMB, Chairman**  
Clean Up and Paint Up Committee



**WELLS MARTIN, Vice Chairman**



**H. M. HOWARD, Chairman**  
Constitution & By-Laws Committee



**F. J. HAMERIN, Chairman**  
Credits & Collections Committee



**H. W. RICE, Chairman**



**W. J. PITT, Vice Chairman**  
Legislative Committee

## COMMITTEE CHAIRMEN FOR 1937 (Continued)



**E. V. PETERS, Chairman**  
Local Association Program Committee



**J. VINCENT REARDON, Chairman**  
Membership Committee



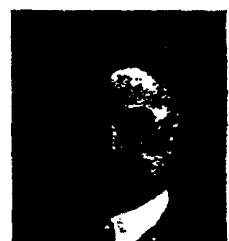
**W. S. AUCHINCLOSS, Chairman**  
Memorial Committee



**PAUL S. KENNEDY, Chairman**  
National Industrial Sales Committee



**C. W. EASTWOOD, Chairman**  
National Trade Sales Committee



**R. A. GAINES, Chairman**  
Roof Coating Division



**F. L. SULZBERGER, Chairman**  
Scientific Section Committee



**J. E. INGRAM, Chairman**  
Simplification Committee



**T. J. CAMPBELL, Chairman**  
Taxes Committee



**C. J. CASPAR, Chairman**  
Trade-Mark Committee



**E. A. LEVEILLE, Chairman**  
Traffic Committee



**H. E. WEBSTER, Chairman**  
Unfair Competition Committee

## 1937 COMMITTEES

### National Paint, Varnish and Lacquer Association, Inc.

(As of May 5, 1937)

#### Arbitration

Frank P. Cheesman, Chairman, Cheesman-Elliott Co., Brooklyn, N. Y.  
P. H. Callahan, Louisville Varnish Co., Louisville, Ky.  
E. J. Cornish, National Lead Co., New York, N. Y.  
J. Sibley Felton, Felton, Sibley & Co., Philadelphia, Pa.  
R. O. Walker, Thibaut & Walker Co., Long Island City, N. Y.  
A. F. Winstel, Saeger-Winstel Co., Cincinnati, Ohio

#### Budget and Finance

Charles J. Roh, Chairman, Murphy Varnish Co., Newark, N. J.  
D. W. Figgis, American Can Co., New York, N. Y.  
S. R. Matlack, Geo. D. Wetherill & Co., Philadelphia, Pa.  
H. A. Melum, Benj. Moore & Co., Chicago, Ill.  
Wm. Richter, E. I. du Pont de Nemours & Co., Wilmington, Del.  
F. L. Sulzberger, Enterprise Paint Mfg. Co., Chicago, Ill.

#### Calcimine and Water Paint Division

##### (Steering Committee)

J. G. Penniman, Chairman, New England Whiting Co., Boston, Mass.  
Louis V. Fox, M. Ewing Fox Co., Inc., New York, N. Y.  
S. C. Dunning, The Muralo Co., Staten Island, N. Y.  
H. A. Melum, Benj. Moore & Co., Chicago, Ill.  
J. Vincent Reardon, The Reardon Co., St. Louis, Mo.  
Norman Daniel, National Chemical & Mfg. Co., Chicago, Ill.

#### Clean Up and Paint Up

R. A. Plumb, Chairman, Truscon Laboratories, Detroit, Mich.  
Wells Martin, Vice Chairman, Martin Varnish Co., Chicago, Ill.  
C. J. Caspar, Pittsburgh Plate Glass Co., Pittsburgh, Pa.  
John Henry Coon, Pittsburgh Plate Glass Co., Newark, N. J.  
Adam E. Daum, Impervious Varnish Co., Pittsburgh, Pa.  
D. W. Figgis, American Can Co., New York, N. Y.  
C. J. Landen, Sterling Paint & Varnish Co., Malden, Mass.  
John R. MacGregor, Eagle-Picher Lead Co., Cincinnati, O.  
George H. Priest, Jr., American Paint Journal Co., St. Louis, Mo.  
H. E. Watson, Geo. E. Watson Co., Chicago, Ill.  
J. G. Yates, Yates & Smart Paint Co., San Francisco, Calif.

#### Constitution and By-Laws

H. M. Howard, Chairman, Thibaut & Walker Co., Long Island City, N. Y.  
March G. Bennett, Samuel Cabot, Inc., Boston, Mass.  
Arthur V. Crary, Continental Can Co., New York, N. Y.

#### Credits and Collections

F. J. Hamerin, Chairman, Lilly Varnish Co., Indianapolis, Ind.  
R. A. Colliton, Secretary, National Assn. of Credit Men, St. Louis, Mo.

#### Vice Chairmen

Central Zone—F. J. Hamerin, Lilly Varnish Co., Indianapolis, Ind.  
Eastern Zone—H. E. Rheil, John T. Lewis & Bro. Co., Philadelphia, Pa.  
Southern Zone—M. M. Salaun, Marine Paint & Varnish Co., New Orleans, La.  
Western Zone—C. H. Sondhaus, National Lead Co., San Francisco, Calif.

#### Steering Committee

F. J. Hamerin, Chairman, Lilly Varnish Co., Indianapolis, Ind.  
J. A. Fueglein, Louisville Varnish Co., Louisville, Ky.

1. G. McFadden, Pratt & Lambert, Inc., Buffalo, N. Y.
1. E. Rhell, John T. Lewis & Bro. Co., Philadelphia, Pa.
1. M. Salaun, Marine Paint & Varnish Co., New Orleans, La.
- .. E. Schroeder, Geo. E. Watson Co., Chicago, Ill.
2. H. Sondhaus, National Lead Co., San Francisco, Calif.
- .. Langdon Root, W. P. Fuller & Co., San Francisco, Calif.

#### Local Representatives

- Atlanta*—H. C. Robert, F. J. Coledge & Sons, 1314 Murphy Ave.  
*Baltimore*—A. L. Franklin, Pittsburgh Plate Glass Co., 8 S. Paca St.  
           C. Burch Athey, C. M. Athey Paint Co., 500 S. Hanover St.  
*Birmingham*—J. M. Phillips, Pittsburgh Plate Glass Co., 912 N. 20th St.  
           George L. Pierce, The Glidden Co., 2016 First Ave.  
*Boston*—Frank A. Roche, Wadsworth, Howland & Co., Inc., 141 Federal St.  
*Buffalo*—B. G. McFadden, Pratt & Lambert, Inc., 73 Tonawanda St.  
           W. A. Michael, National Lead Co., Clinton and Oak Sts.  
*Chicago*—W. H. Luecke, Jas. B. Day & Co., 1872 Clybourn Ave.  
           Leon C. Hayes, Standard Varnish Works, 2600 Federal St.  
*Cincinnati*—O. F. Stuempe, Pittsburgh Plate Glass Co., Court and Broad-  
           way Sts.  
           Chas. W. Heitman, Foy Paint Co., Mentor and Huston Aves.,  
           Norwood  
*Cleveland*—A. A. Harbert, Cleveland Paint & Color Co., 1200 Bolivar Rd.  
*Denver*—Frank McLister, Kohler-McLister Paint Co., W. 13th Ave. & Osage  
*Detroit*—C. Fallon, Frazer Paint Co., 2475 Hubbard Ave.  
*Grand Rapids*—G. E. Cowlshaw, Grand Rapids Wood Finishing Co., 53  
           Grandville Ave., S. W.  
           D. C. Johnson, Pittsburgh Plate Glass Co.  
*Houston*—A. Waldhauser, Pittsburgh Plate Glass Co., Crawford and Com-  
           merce Sts.  
*Indianapolis*—Dwight Sherburne, The A. Burdsal Co., 206 S. Capitol Ave.  
*Kansas City*—E. N. Ronnau, Cook Paint & Varnish Co., P. O. Box 1096  
*Los Angeles*—Warren J. Beebe, W. P. Fuller & Co., 135 N. Los Angeles St.  
*Louisville*—J. A. Fueglein, Louisville Varnish Co.  
           C. D. Kerswill, Peaslee-Gaulbert Paint & Varnish Co., 15th and  
           Lytle Sts.  
*Memphis*—M. G. Heins, True Tagg Paint Co., 442 N. Third St.  
*Milwaukee*—P. W. Ruppert, National Lead Co., 1534 S. First St.  
           A. L. Kohimetz, Patek Bros., Inc., 215 N. Water St.  
*Minneapolis-St. Paul*—J. W. Hoffman, Forman, Ford & Co., 111 S. 2nd St.,  
           Minneapolis  
*Newark*—G. H. Rothweiler, Murphy Varnish Co., 224 McWhorter St.  
*New Orleans*—B. H. Read, American Paint Works, 428 Josephine St.  
*Omaha*—J. T. Cunningham, Pioneer Glass & Paint Co., 14th & Harney Sts.  
*Philadelphia*—A. W. Sande, John Lucas & Co., Inc., 322 Race St.  
*Pittsburgh*—J. G. Reuter, Pittsburgh Plate Glass Co., Grant Bldg.  
           J. E. Smith, John Lucas & Co., Inc., 1130 Carson St., West  
*Portland (Oregon)*—J. F. Totten, General Paint Corp., 2d & Taylor Sts.  
           W. J. Webber, W. P. Fuller & Co., Front & Morrison  
           Sts.  
*Richmond*—F. J. Sampson, Sampson Paint & Color Co., 1415 E. Main St.  
           Chas. W. Snead, Bullington Paint Co., 4th & Broad Sts.  
*St. Louis*—E. J. Brengartner, Con-Ferro Paint & Varnish Co., 3226 N.  
           Broadway  
*Salt Lake City*—H. W. Moore, Salt Lake Glass and Paint Co.  
*San Francisco*—C. C. Hill, W. P. Fuller & Co., 301 Mission St.  
           R. H. Ohea, Paraffine Companies, Inc., 475 Brannan St.  
*Seattle*—B. W. Lockhart, National Lead Co., 973 John St.  
           R. C. Uhlmann, Schorn Paint Mfg. Co., 1128 W. Spokane St.  
*Shreveport (Louisiana)*—J. E. King, Pittsburgh Plate Glass Co.



#### Legislative

Herbert W. Rice, Chairman, U. S. Gutta Percha Paint Co., Providence, R. I.  
Wm. J. Pitt, Vice Chairman, DeVilbiss Mfg. Co., Toledo, Ohio  
R. L. Clancy, Southern Cotton Oil Co., Savannah, Ga.  
D. J. Devlin, Marine Paint & Varnish Co., New Orleans, La.  
O. S. Orrick, General Paint Corp., San Francisco, Calif.

#### Local Association Program

E. V. Peters, Chairman, St. Joseph Lead Co., New York, N. Y.  
E. S. Blackledge, Devoe & Reynolds Co., Inc., Brooklyn, N. Y.  
Frank Clarke, Pittsburgh Plate Glass Co., St. Louis, Mo.  
E. A. Foy, Jr., The Foy Paint Co., Cincinnati, Ohio  
Wm. H. Jarden, Jr., McCloskey Varnish Co., Philadelphia, Pa.  
J. Langdon Root, W. P. Fuller & Co., San Francisco, Calif.  
H. C. Soffer, Paragon Paint & Varnish Corp., Long Island City, N. Y.  
R. C. Stark, Pratt & Lambert, Inc., Buffalo, N. Y.  
C. K. Stodder, Savogran Co., Boston, Mass.  
J. V. Thompson, Thompson & Co., Pittsburgh, Pa.

#### Membership

J. Vincent Reardon, Chairman, The Reardon Co., 2200 N. Second St., St. Louis

#### Steering Committee

J. Vincent Reardon, Chairman, The Reardon Co., St. Louis, Mo.  
P. C. Battenfeld (Roof Coatings), Battenfeld Grease & Oil Corp., 32nd and Roanoke Road, Kansas City, Mo.  
E. C. Bishop, Premier Oil & Lead Works, Los Angeles, Calif.  
Sevier Bonnie, Kentucky Color & Chemical Co., Louisville, Ky.  
Frank Clarke, Pittsburgh Plate Glass Co., St. Louis, Mo.  
H. W. Constant (Wholesalers), United Sash & Door Co., Wichita, Kans.  
F. A. Jensen, 510 North Dearborn St., Chicago, Ill.  
E. R. Kyger, Sewall Paint & Varnish Co., Kansas City, Mo.  
John R. MacGregor, Eagle-Picher Lead Co., Cincinnati, O.  
J. Langdon Root, W. P. Fuller & Co., San Francisco, Calif.  
H. C. Soffer, Paragon Paint & Varnish Corp., Long Island City, N. Y.  
C. K. Stodder, Savogran Co., Boston, Mass.

#### Local Representatives

Atlanta—J. R. Porter, Jr., Hercules Powder Co., East Point, Ga.  
Baltimore—William McGill, 311 East Falls Avenue  
Buffalo—Jas. O. Meyers, General Naval Stores, 34 Wardman Road, Kenmore, N. Y.  
Chicago—Fred A. Jensen, 510 N. Dearborn St.  
Cincinnati—F. J. Derrick, Perry & Derrick Co., 908 Central Ave.  
Cleveland—R. H. Coerd, Beck, Koller & Co., Inc., 642 Terminal Tower  
Colorado—A. G. Hardy, Pittsburgh Plate Glass Co., Broad at Market Sts., Denver  
Detroit—Charles Green, Western Rosin & Turpentine Corp., 6512 Palmer Ave.  
Golden Gate—Frank E. Hawkes, Hydro Carbon Companies, 681 Market St., San Francisco  
Indianapolis—John J. Minta, Advance Paint Co., 545 W. Abbott St.  
Kansas City—B. J. Davis, Davis Paint Co., N. Kansas City, Mo.  
Los Angeles—H. C. McClellan, North American Paint & Chemical Co., 719 E. 61st St.  
Louisville—Sevier Bonnie, Kentucky Color & Chemical Co., 34th & Tyler Sts.  
Memphis—M. G. Heins, True-Tagg Paint Co., 442 N. Third St.  
Milwaukee—Ambrose Esser, T. C. Esser Co., 3107 W. Galena St.  
Minneapolis-St. Paul—W. H. Hoken, W. H. Barber Co., 825 Thornton St., S. E., Minneapolis, Minn.

E. S. Blackledge (Marine & Maintenance Finishes), Devoe & Reynolds Co., Inc., Brooklyn, N. Y.  
W. I. Longworth (Wood Finishes), Lilly Varnish Co., Indianapolis, Ind.  
Martin C. Peters (Automotive Finishes), F. J. Donahue Varnish Co., Detroit  
C. L. Sullivan, Jr. (Railroad Finishes), Thresher Varnish Co., Dayton, O.

#### At Large

Charles R. Cook, Cook Paint & Varnish Co., Kansas City, Mo.  
Wm. J. Pitt (Spray Painting), DeVilbiss Mfg. Co., Toledo, Ohio

#### Local Representatives

*Baltimore*—H. Braith Davis, H. B. Davis Co., 1600 Bayard St.  
*Buffalo*—T. E. Murphy, Pratt & Lambert, Inc., 73 Tonawanda St.  
*Chicago*—E. T. Stille, Stille-Young Corp., 2300 N. Ashland Ave.  
*Cincinnati*—E. J. Shannon, Edward J. Shannon Co., P. O. Box 40, Norwood, Ohio  
*Cleveland*—David Andrew, Ferbert-Schorndorfer Co., 12815 Elmwood Ave.  
*Colorado*—Frank A. Traylor, Benj. Moore & Co., 25th & Walnut Sts., Denver  
*Detroit*—Martin C. Peters, F. J. Donahue Varnish Co.  
*Golden Gate*—D. J. Tight, R. N. Nason & Co., 151 Potrero Ave., San Francisco  
*Indianapolis*—W. I. Longworth, Lilly Varnish Co., 666 S. California St.  
*Los Angeles*—L. F. Perrine, General Paint Corp., 544 Mateo St.  
*Louisville*—H. F. Schaefer, The Schaefer Varnish Co., 1315 W. Kentucky Street  
*New England*—G. K. Stout, E. I. du Pont de Nemours & Co., Everett, Sta., Boston  
*New York*—T. J. Campbell, Valentine & Co., 386 Fourth Ave.  
*Pittsburgh*—Adam E. Daum, Impervious Varnish Co., Koppers Bldg.  
*Puget Sound*—R. E. Van Horn, Solastic Products Co., 5232 Shilshole Ave., Seattle, Wash.  
*Richmond*—James A. Saunders, Atlantic Varnish & Paint Co., 2829 Lester Street  
*St. Louis*—J. E. George, P. D. George Co., 4153 Bingham Ave.  
*Toledo*—P. F. Whalen, Jr., Buckeye Paint & Varnish Co., Lucas & 15th Sts.

#### National Trade Sales

C. W. Eastwood, Chairman, U. S. Gutta Percha Paint Co., 12 Dudley St., Providence, R. I.

#### Steering Committee

C. W. Eastwood, Chairman, U. S. Gutta Percha Paint Co., Providence, R. I.  
Frank Bownes, Frank Bownes Co., Chelsea, Mass.  
Matt Denning, E. I. du Pont de Nemours & Co., Wilmington, Del.  
A. R. DeVos, Breinig Brothers, Inc., Hoboken, N. J.  
S. C. Dunning, The Muralo Co., Staten Island, N. Y.  
R. H. Everett, Keystone Varnish Co., Brooklyn, N. Y.  
Horace S. Felton, Felton, Sibley & Co., Philadelphia, Pa.  
Geo. W. Jenkin, Benjamin Moore & Co., New York, N. Y.  
Benjamin Patterson, Jr., Patterson-Sargent Co., New York, N. Y.  
E. D. Peck, Devoe & Reynolds Co., New York, N. Y.  
Charles J. Roh, Murphy Varnish Co., Newark, N. J.  
H. C. Soffer, Paragon Paint & Varnish Corp., Long Island City, N. Y.

#### Calcimine and Water Paint Division

J. Vincent Reardon, The Reardon Co., 2200 N. Second St., St. Louis

#### Roof Coating Division

Mitchel Goldsmith, Armstrong Paint & Varnish Co., 1318 S. Kilbourne Ave., Chicago

#### Wholesale Division

Harold E. Watson, Geo. E. Watson Co., 164 W. Lake St., Chicago

#### At Large

Wallace F. Bennett, Bennett Glass & Paint Co., 61 West 1st South St., Salt Lake City

A. E. Gardner, S. C. Johnson & Son, Racine, Wis.

#### Local Representatives

Baltimore—Morton M. Goldsmith, Hirshberg Paint Co., 106 W. Pratt St.

Buffalo—J. C. Roth, Pratt & Lambert, Inc., 73 Tonawanda St.

Chicago—L. D. Williams, Benj. Moore & Co., 415 N. Green St.

Cincinnati—Geo. W. Schneider, Jr., The Foy Paint Co., Mentor & Huston Aves., Norwood

Cleveland—W. A. Alpers, Cleveland Paint & Color Co., 1200 Bolivar Road

Colorado—Frank McLister, Kohler-McLister Paint Co., W. 13th Ave. and Osage, Denver

Detroit—R. S. Wessels, Pittsburgh Plate Glass Co., Hamilton & Holden Sts.

Golden Gate—D. M. Schindler, National Lead Co., 2240 24th St., San Francisco

Indianapolis—W. H. Gerke, Sargent-Gerke Co., 323 W. 15th St.

Kansas City—E. R. Kyger, Sewall Paint & Varnish Co., 1009 W. 8th St.

Los Angeles—E. A. Bradley, E. A. Bradley Paint Co., 3208 Union Pacific Ave.

Louisville—E. P. Kelly, Peaslee-Gaulbert Paint & Varnish Co., 223 N. 15th Street

Memphis—M. G. Heins, True-Tagg Paint Co., 442 N. Third St.

Milwaukee—W. O. Schwarz, Patek Brothers, Inc., 226 N. Water St.

Minneapolis-St. Paul—B. F. Robertson, Farwell, Ozmun, Kirk & Co., 2d and Jackson Sts., St. Paul

New Orleans—Edgar J. Haas, Oliver H. Van Horn Co., Inc., 524 Camp St.

New York—Henry Gilbert, Capitol Paint & Varnish Works, Inc., 47 Rodney St., Brooklyn

Philadelphia—Wm. H. Jarden, Jr., McCloskey Varnish Co., Holmesburg, Jct.

Pittsburgh—W. H. Kirch, Pittsburgh Plate Glass Co., Grant Bldg.

Portland—H. H. Shelton, Pittsburgh Plate Glass Co., 900 S. W. 2d Ave.

Puget Sound—D. M. Boylan, General Paint Corp., Seattle, Wash.

Richmond—F. J. Sampson, Sampson Paint & Color Co., 1415 E. Main St.

St. Louis—Carl M. Forline, Vane-Calvert Paint Co., 1601 N. Broadway

Toledo—A. J. Roche, Pittsburgh Plate Glass Co., 2410 Albion St.

#### Roof Coating Division

##### (Executive Committee)

R. A. Gaines, Chairman, Philip Carey Co., Lockland, Cincinnati

Grover M. Hermann, American Asphalt Paint Co., 42 E. Ohio St., Chicago, Illinois

#### Save the Surface

C. W. Eastwood, Chairman, U. S. Gutta Percha Paint Co., Providence, R. I.

M. L. Havey, New Jersey Zinc Co., New York, N. Y.

Wm. Knust, National Lead Co., New York, N. Y.

Carl F. Watter, J. J. Hockenjos Co., Newark, N. J.

#### Scientific Section

F. L. Sulzberger, Chairman, Enterprise Paint Mfg. Co., Chicago, Ill.

R. H. Everett, Keystone Varnish Co., Brooklyn, N. Y.

G. D. White, Pittsburgh Plate Glass Co., Newark, N. J.

#### Simplification

J. E. Ingram, Chairman, Pittsburgh Plate Glass Co., Pittsburgh, Pa.  
H. A. Meium (Paint & Varnish), Benj. Moore & Co., Chicago, Ill.  
O. S. Orrick (Paint & Varnish), General Paint Corp., San Francisco, Calif.  
Wilbur L. Rice (Paint & Varnish), U. S. Gutta Percha Paint Co., Providence, R. I.  
J. Vincent Reardon (Calcimine), The Reardon Co., St. Louis, Mo.  
O. J. Biddle (Putty), The Biddle Co., St. Louis, Mo.  
M. J. Merkin (Roof Coating), M. J. Merkin Paint Co., New York, N. Y.  
T. A. Flynn (Wholesale Division), Butler-Flynn Paint Co., Washington, D. C.

#### Tariff

T. J. Campbell, Chairman, Valentine & Co., New York, N. Y.  
H. A. Gardner, Secretary, Association Headquarters, Washington, D. C.  
W. H. Eastman, Wm. O. Goodrich Co., Milwaukee, Wis.  
Louis V. Fox, M. Ewing Fox Co., New York, N. Y.  
J. H. Lovett, Devoe & Reynolds Co., Inc., New York, N. Y.  
Wm. Richter, E. I. du Pont de Nemours & Co., Wilmington, Del.  
Andrew L. Somers, Fred L. Lavanburg Co., New York, N. Y.

#### Trade Mark

Charles J. Caspar, Chairman, Pittsburgh Plate Glass Co., Pittsburgh, Pa.  
March G. Bennett, Samuel Cabot, Inc., Boston, Mass.  
W. P. F. Brawner, W. P. Fuller & Co., San Francisco, Calif.  
D. W. Edgerly, Titanium Pigment Corp., St. Louis, Mo.  
P. L. Swisher, Beck, Koller & Co., Detroit, Mich.

#### Traffic

E. A. Leveille, Chairman, Transportation Building, Chicago, Ill.  
H. S. Farrow, E. I. du Pont de Nemours & Co., Wilmington, Del.  
A. B. Gartner, Perry & Derrick Co., Cincinnati, Ohio  
B. C. Hart, Tropical Paint & Oil Co., Cleveland, Ohio  
T. E. Majors, Cook Paint & Varnish Co., Kansas City, Mo.  
J. P. Nolan, Pratt & Lambert, Inc., Buffalo, N. Y.  
E. R. Spangenberg, Pittsburgh Plate Glass Co., Milwaukee, Wis.  
J. J. A. Winzenried, Devoe & Reynolds Co., Inc., Brooklyn, N. Y.

#### Unfair Competition

H. E. Webster, Chairman, Pratt & Lambert, Inc., 73 Tonawanda St., Buffalo, N. Y.  
W. C. Dabney, Jones-Dabney Co., Inc., Louisville, Ky.  
O. J. S. deBrun, Egyptian Lacquer Mfg. Co., New York, N. Y.  
Frank Judson, Pittsburgh Plate Glass Co., Pittsburgh, Pa.  
W. I. Longworth, Lilly Varnish Co., Indianapolis, Ind.  
E. S. Phillips, Devoe & Reynolds Co., Inc., New York, N. Y.  
Charles J. Roh, Murphy Varnish Co., Newark, N. J.  
Carl J. Schumann, Hilo Varnish Corp., Brooklyn, N. Y.  
W. M. Zintl, E. I. du Pont de Nemours & Co., Wilmington, Del.

# MANUFACTURING AND WHOLESALE MEMBERS

## of the NATIONAL PAINT, VARNISH AND LACQUER ASSOCIATION, INC.

(Revised as of April 20, 1937)

- \* "B" member
- \*\* "E" member
- \*\*\* "D" member

### A

Aalfs Paint & Glass Co.\*\*.....1007 4th St., Sioux City, Iowa  
Nitter Aalfs.  
Abbe, Inc., Paul O.\*.....263 Center Ave., Little Falls, N. J.  
Paul O. Abbe.  
Adams & Elting Co.....1833 Seward St., Chicago, Ill.  
Theo. Struckmeier  
Advance Paint Co.....545 W. Abbott St., Indianapolis, Ind.  
Robert E. Kelly, *Secretary*.  
Advance Solvents & Chemical Corp.\*.....245 Fifth Ave., New York, N. Y.  
A. L. Mullaly.  
Agate Lacquer Mfg. Co., Inc.....11-13 Forty-Third Rd., L. I. City, N. Y.  
A. N. Braun.  
Akron Paint & Varnish Co.....Firestone Parkway, Akron, Ohio  
C. F. Beck.  
Alabastine Company.....835 Chicago Drive, Grand Rapids, Mich.  
John C. Corcoran, *Treasurer*.  
Alcatraz Company, Inc., The.....3200 Williamsburg Ave., Richmond, Va.  
W. H. Bailey, *President*.  
Allen Mfg. Co., Edward E.....334 N. Irving Ave., Chicago, Ill.  
E. E. Allen.  
Allentown Paint Mfg. Co., The.....E. Allen & Graham Sts., Allentown, Pa.  
W. T. Frankenfield.  
Allied Companies ..... 101 Prospect Ave., N. W., Cleveland, Ohio  
Aluminum Co. of America\*.....801 Gulf Bldg., Pittsburgh, Pa.  
John D. Stevens.  
American Agricultural Chemical Co.\*.....P. O. Box 2458, Detroit, Mich.  
M. R. Trimmer.  
American Asphalt Paint Co.....43 E. Ohio St., Chicago, Ill.  
Grover M. Hermann, *President*.  
American Can Co.\*.....230 Park Ave., New York, N. Y.  
D. W. Figgis, *Vice President*.  
American Cement Paint Co.....Drawer No. 269, Rossville, Ga.  
W. P. D. Moross.  
American Chemical Paint Co.....Ambler, Pa.  
American Cyanamid & Chem. Corp.\*.....30 Rockefeller Plaza, New York, N. Y.  
Reginald M. Banks.  
American Lacquer Solvents Co.....Perkiomen Junction, Phoenixville, Pa.  
H. E. Stone.  
American Marine Paint Co.....311 California St., San Francisco, Calif.  
John Parker.  
American Oil & Paint Co.....9915 Harvard Ave., Cleveland, Ohio  
C. D. Rogers, *President*.  
American Paint Corp.....3001 W. Superior St., Duluth, Minn.  
Clyde L. Heimbaugh, *President*.  
American Paint & Supply Co.....P. O. Box 2818, Dallas, Texas  
Al. H. Reed, *Secretary*.  
American Paint Works.....424 Josephine St., New Orleans, La.  
W. G. Smart

American Zinc Sales Co.\*.....P. O. Box 327, Columbus, Ohio  
 Thornton Emmons, Vice President.  
 Anaconda Sales Company.....151st St. & McCook Ave., East Chicago, Ind.  
 F. O. Case.  
 Anchor Paint & Varnish Co.....38th St. & 73rd Ave., Glendale, N. Y.  
 Joseph McCort.  
 Anderson-Prichard Oil Corp.\*.....Ramsey Tower, Oklahoma City, Okla.  
 C. H. Dresser.  
 Angers Lumber Co.\*.....363 Eastern Ave., Springfield, Mass.  
 Paul E. Pigeon.  
 Ansbacher Siegle Corp.\*.....Rosebank, Staten Island, N. Y.  
 S. S. Theil.  
 Apex Color Works, Inc.....50 W. Broadway, New York, N. Y.  
 A. Liedeker.  
 Archer-Daniels-Midland Co.\*.....Roanoke Building Minneapolis, Minn.  
 Arlington Paint & Varnish Co.....882 Marietta St., N.W., Atlanta, Ga.  
 Armstrong Paint & Varnish Works.....1330 S. Kilbourn Ave., Chicago, Ill.  
 Mitchel Goldsmith, President.  
 Arnesto Paint Co., Inc.....546-550 W. 46th St., New York, N. Y.  
 Moritz Arnstein.  
 Arto Manufacturing Co.....Roberts Ave. & Stokely St., Philadelphia, Pa.  
 Arthur A. Sternberger.  
 Artstone Rotor Corp.....Bldg. #65, 45th St. near 1st Ave., Brooklyn, N. Y.  
 Walter B. Kaspereit.  
 Asphalt Products Co., Inc., The.....Eastwood Station, Syracuse, N. Y.  
 J. E. Gramlich.  
 Associated Paint Manufacturers...754-756 Folsom St., San Francisco, Calif.  
 M. K. Statter.  
 Athey Paint Company, C. M.....500-504 S. Hanover St., Baltimore, Md.  
 C. B. Athey.  
 Atlantic Refining Co.\*.....260 S. Broad St., Philadelphia, Pa.  
 Wm. E. Bricker.  
 Atlantic Research Associates, Inc...763 Washington St., Newtonville, Mass.  
 F. C. Atwood.  
 Atlantic Varnish & Paint Co., Inc. 2829 Lester St., Richmond, Va.  
 James A. Saunders, President.  
 Atlas Electric Devices Co.\*.....361 W. Superior St., Chicago, Ill.  
 C. W. Jameson.  
 Atlas Powder Company.....Stamford, Connecticut  
 M. J. Creighton.  
 Atlas Powder Company\*.....Delaware Trust Bldg., Wilmington, Delaware  
 Ault & Wiborg Corp.....75 Varick St., New York, N. Y.  
 Joseph R. Esposito, President.

## B

Bacon & Sons, Inc., T. M.\*.....119-121 N. Walnut St., Champaign, Ill.  
 Paul T. Bacon.  
 Baeder-Adamson Company.....4 Arthur Ave., Catonsville, Md.  
 H. L. Philbrick.  
 Baer Brothers.....438 W. 37th St., New York, N. Y.  
 Abe Baer.  
 Bakelite Corporation\*.....247 Park Ave., New York, N. Y.  
 Baker Brothers Pt. & Var. Co. 227 So. Sovereign Ave., Atlantic City, N. J.  
 Benjamin Baker.  
 Baltimore Copper Paint Co...Key Highway & Covington St., Baltimore, Md.  
 R. Stembridge.  
 Baltimore Paint & Color Works, Inc. 150 S. Calverton Rd., Baltimore, Md.  
 Herman H. Shuger.  
 Bamberger & Robbins, Inc.\*.....204-08 W. 7th St., Wilmington, Del.  
 James P. Robbins, President.  
 Banner Supply Company.....1804 So. Jefferson Ave., St. Louis, Mo.  
 H. J. Arata.  
 Barber Co., W. H.....P. O. Box 630, Minneapolis, Minn.  
 W. F. Holen.

Barber Co. Inc., The.....1600 Arch St., Philadelphia, Pa.  
     C. W. Bayliss, *President*.  
 Barrett Varnish Co.....1532 South 30th Court, Cicero, Ill.  
     R. R. Brown, *Treasurer*.  
 Battenfeld Grease & Oil Corp.,  
     W. P. Div.....3148 Roanoke Rd., Kansas City, Mo.  
     P. C. Battenfeld.  
 Bauer Co., J. E.....1021 North Mission Rd., Los Angeles, Calif.  
     J. E. Bauer.  
 Beacon Paint Works, Inc.....Stony Brook Rd., Jamaica Plain, Mass.  
     Paul Aronson.  
 Beck, Koller & Co., Inc.\*  
     601 Woodward Heights Blvd., Ferndale Sta., Detroit, Mich.  
     H. Reichhold, *President*.  
 Becker Varnish Co., R. A.  
     Langdon Rd. & Penn R. R., Norwood, Cincinnati, Ohio  
     Lawrence Becker, *President*.  
 Beckwith-Chandler Co.....Delancey & Rutherford Sts., Newark, N. J.  
     Clarence W. Slocum.  
 Bennett Glass & Paint Co.....61-65 W. First South St., Salt Lake City, Utah  
     Wallace F. Bennett.  
 Benton Roof & Paint Co.....2136 Kettner Blvd., San Diego, Calif.  
     Chas. H. Benton.  
 Berg & Markell, Inc.....44th Ave. & 9th St., Long Island City, N. Y.  
     John E. Berg.  
 Berg Varnish Co., Inc.....529 Columbia St., Brooklyn, N. Y.  
     Irving I. Berg.  
 Berry Brothers.....211 Leib St., Detroit, Mich.  
     J. B. Bond.  
 Biddle Company, The.....612-614 S. Main St., St. Louis, Mo.  
     O. J. Biddle.  
 Bigelow Varnish Co., The.....87 Oliver St., Newark, N. J.  
     L. H. Conklin.  
 Billings-Chapin Co., The.....1163 E. 40th St., Cleveland, Ohio  
     N. D. Chapin, *President*.  
 Binks Manufacturing Company.....3114 Carroll Ave., Chicago, Ill.  
     E. F. Watts.  
 Binney & Smith Co.\*.....41 East 42nd St., New York, N. Y.  
     John T. Kealy.  
 Bird & Co., Inc., Wm. M.\*.....205 E. Bay St., Charleston, S. C.  
     James M. Hagood.  
 Bisbee Linseed Company\*.....Lincoln-Liberty Bldg., Philadelphia, Pa.  
     E. C. Bisbee.  
 Black & Co.....125 East North Street, Decatur, Ill.  
     R. M. Black.  
 Black Diamond Pt. & Var. Wks. Inc.....1217 Bank St., Cincinnati, Ohio  
     J. R. Sullivan.  
 Black Duck Products, Inc.....1026 West Hadley St., Whittier, Calif.  
     Wm. A. Wood.  
 Blatz Paint Co., Inc.....319 So. Shelby St., Louisville, Ky.  
     Chas. A. Blatz, *Vice President*.  
 Blood & Co., T. L.....1901 East Hennepin Ave., Minneapolis, Minn.  
     W. C. Henke.  
 Blue Ribbon Paint Co.....2321 Main St., Wheeling, W. Va.  
     G. W. Vogt.  
 Blue Ridge Talc Co., Inc.....P. O. Box #7, Henry, Va.  
     C. O. Kitron.  
 Boehmer Paint Co., A. L.....114 Pike St., Covington, Ky.  
     Albert B. Boehmer.  
 Boston Varnish Co.....2d & Boston Sts., Everett, Mass.  
     James B. Lord, *President*.  
 Bowles Printing Corporation\*.....75 Third St., San Francisco, Calif.  
     S. O. Bowles, *President*.  
 Bownes Company, Frank.....311 Eastern Ave., Chelsea, Mass.  
     Frank Bownes.

Boyle Manufacturing Co., Inc.\*.....5100 Santa Fe Ave., Los Angeles, Calif.  
L. M. Boyle, *Vice President*.  
Boysen Company, Walter N.....42nd & Linden Sts., Oakland, Calif.  
Walter N. Boysen.  
Bradford Co., James.....212 Market St., Wilmington, Del  
W. Berl. Jr.  
Bradley Corp., C. E.....74 Elliot St., Brattleboro, Vt  
I. C. Bradley, *President*.  
Bradley Paint Co., E. A.....3208 Union Pacific Ave., Los Angeles, Calif  
Ed Bradley, *President*.  
Bradley & Company, L. R.\*.....25 West 45th Street, New York, N. Y.  
L. R. Bradley.  
Bradley & Vrooman Co.....2632 S. Dearborn St., Chicago, Ill  
M. E. Handke.  
Bradshaw-Praeger & Co.....3248-62 W. 47th Place, Chicago, Ill  
John J. Rutherford, *Secretary*.  
Brady Palmer Printing Co.\*.....226 No. 6th St., Brooklyn, N. Y  
Neil A. Brady.  
Breinig Brothers, Inc.....Third & Grand Sts., Hoboken, N. J  
A. R. DeVos.  
Bridges, Smith & Co.....229 W. Market St., Louisville, Ky.  
Bodley Booker.  
Briggs Maroney Co., Inc.....85 Paris St., Everett Sta., Boston, Mass.  
W. K. Maroney.  
British America Paint Co., Ltd.\*...Box 70, Victoria, B. C., Canada  
J. C. Pendray.  
Brooklyn Varnish Mfg. Co.....35 Nostrand Ave., Brooklyn, N. Y.  
Roy B. Anderson.  
Bruce Company, E. L.....No. Thomas Street, Memphis, Tenn.  
W. W. Partee.  
Bruder & Sons, M. A.....1618 Mifflin St., Philadelphia, Pa.  
Thos. A. Bruder.  
Buckeye Paint & Varnish Co.....715 S. 15th St., Toledo, Ohio  
P. F. Whalen, Jr.  
Budeke, George M.\*...418 S. Broadway, Baltimore, Md.  
Geo. M. Budeke.  
Buhler Brothers, Inc.\*...330 W. 42nd St., Suite 1111, New York, N. Y.  
Fred R. Koehler.  
Bullington Paint Company\*\*.....400½ East Broad St., Richmond, Va.  
Robt. Bullington.  
Burdal Co., The A.....206 S. Capitol Ave., Indianapolis, Ind.  
J. A. Mitchell.  
Burgess-Fobes Co.....106 Commercial St., Portland, Maine  
Theodore B. Fobes, *Treasurer*.  
Buten & Sons, M.\*...1834 South St., Philadelphia, Pa.  
Isadore Buten.  
Butler Co., C. E.....2868 Hannah St., Oakland, Calif.  
C. E. Butler.  
Butler Co., John G.....Congress & Whitaker Sts., Savannah, Ga.  
John G. Butler.  
Butler-Flynn Paint Co.\*...607-609 C St., N. W. Washington, D. C.  
T. A. Flynn.

# C

Cabot, Inc., Godfrey L.\*.....77 Franklin St., Boston, Mass.  
P. A. Benedict.  
Cabot, Inc., Samuel.....141 Milk St., Boston, Mass.  
March G. Bennett.  
Calbar Paint & Varnish Co.....2620-26 N. Martha St., Philadelphia, Pa.  
V. E. Dewees.  
Calco Chemical Co., Inc., The\*.....Turnpike Road, Bound Brook, N. J.  
S. Klein.  
California Ink Co., Inc., The.....545 Sansome St., San Francisco, Calif.  
H. L. Miner.



Campbell Co., M. L. .... 708 E. 19th St., Kansas City, Mo.  
     M. L. Campbell.  
 Campbell Paint & Varnish Co. .... Main & Gratiot Sts., St. Louis, Mo.  
     L. S. Fulton.  
 Canada Varnish Co., Ltd.\*\*\*  
     53 Laird Drive, (Leaside) Toronto, Ont., Canada  
     R. E. Edwards, *President*.  
 Capitol Paint & Varnish Works, Inc. .... 47-55 Rodney St., Brooklyn, N. Y.  
     Henry I. Gilbert, *Vice President*.  
 Carey Company, The Philip. .... Wayne Ave., Lockland, Cincinnati, Ohio  
     R. A. Gaines.  
 Carpenter-Morton Company. .... 77 Sudbury St., Boston, Mass.  
     E. E. Morton.  
 Carter Paint Co. .... 310 No. Main St., Liberty, Ind.  
     C. D. Porter.  
 Carter White Lead Co.\* .... 12042 South Peoria St., Chicago, Ill.  
     J. J. Morsman.  
 Casein Co. of America Inc.\* .... 350 Madison Ave., New York, N. Y.  
     W. F. Leister, *Vice President*.  
 Celluloid Corp.\* .... 10 East 40th St., New York, N. Y.  
     G. H. Boehmer.  
 Central Can Company\* .... 2415-45 West 19th St., Chicago, Ill.  
     V. A. Holmes.  
 Chase Varnish Co., Inc. .... 48-16 Fifth St., Long Island City, N. Y.  
     E. J. Fleckenstein.  
 Cheesman-Elliott Co., Inc. .... 539-47 Kent Ave., Brooklyn, N. Y.  
     Frank P. Cheesman, *President*.  
 Chemical & Pigment Co., Inc., The\* .... Collinsville, Ill.  
 Chicago Paint Works, Inc. .... 4500 W. 14th St., Chicago, Ill.  
 Chicago White Lead & Oil Co. .... 1454 South Western Ave., Chicago, Ill.  
 Chi-Namel Paint & Varnish Co. .... 43 East Ohio St., Chicago, Ill.  
 Cincinnati Varnish Co. .... Mentor & Huston Aves., Norwood, Cincinnati, Ohio  
     E. A. Foy, Jr.  
 Clark Paint, Oil & Glass Co.\*\* .... 71 State St., Rochester, N. Y.  
     Geo. A. Weining.  
 Clement "Coverall" Co. .... 611 Van Hook St., Camden, N. J.  
     W. S. Clement.  
 Cleveland Paint & Color Co. .... 1200 Bolivar Rd., S. E., Cleveland, Ohio  
     W. A. Alpers, *President*.  
 Cliffs Dow Chemical Company\* .... Marquette, Michigan  
 Clinton Company, The. .... 167-171 N. May St., Chicago, Ill.  
     D. L. Clinton, *Vice President*.  
 Collins-Davoust Paint Mfg. Co. .... 715 Terminal St., Dallas, Texas  
     William Davoust, Sr.  
 Collins Paint Co., Inc., F. P.\*\* .... 225 W Fayette St., Syracuse, N. Y.  
     Wm. E. Collins.  
 Colonial Works, Inc. .... 225-237 Norman Ave., Brooklyn, N. Y.  
     C. W. Griffin, *President*.  
 Colorado Paint Co. .... 3551 Blake St., Denver, Colo.  
     D. M. Lemen.  
 Columbia Wood & Metal Preservative Co. .... 2240 McKinley Ave.  
     Berkeley, Calif.  
     Chas. W. Andrews.  
 Columbus Varnish Company. .... Cozzens St., Columbus, Ohio  
     Chas. W. Gardner.  
 Con-Ferro Paint & Varnish Co. .... 3228 North Broadway, St. Louis, Mo.  
     S. M. Koplar.  
 Conlin Co., The\*\* .... 70 Elm St., Bridgeport, Conn.  
     J. Waxgiser.  
 Continental Can Co.\* .... 100 East 42nd St., New York, N. Y.  
     A. V. Crary, *Vice President*.  
 Continental Products Co. .... 1150 East 222nd St., Euclid, Ohio  
     A. H. Mattnueller.  
 Cook & Dunn Paint Corp. .... 109-115 St. Francis St., Newark, N. J.  
     Charles Cook.

Cook Paint & Varnish Co. .... P. O. Box 369, Kansas City, Mo.  
Charles R. Cook, *President*.  
Cooledge & Sons, Inc., F. J. .... 1214 Murphy Ave., S.W., Atlanta, Ga.  
Harold N. Cooledge.  
Co-Operative Chemical Co. .... 3400 Gratiot St., St. Louis, Mo.  
C. J. Lippert.  
Cooperative G. L. F. Farm Supplies, Inc. .... Main St., Phelps, N. Y.  
Clifford E. Brew.  
Corona Products, Inc. .... 2701 Conn. Ave., N. W., Washington, D. C.  
J. J. Helter.  
Craigie Paint Co. .... 2512 Grand River Ave., Detroit, Mich.  
Robert E. Craigie, *President*.  
Creo-Dipt Company, Inc. .... 986 Oliver St., North Tonawanda, N. Y.  
H. P. Kendall, Jr.  
Croese, Chester B. .... 225 N. Market St., Inglewood, Calif.  
Curtis Drug & Paint Co., Inc., F. W. .... 125 Congress St., Troy, N. Y.  
Fred W. Curtis, *President*.

## D

D. P. W. Company, The\*\* .... 73 East Mill St., Akron, Ohio  
N. F. Wyatt.  
Dannenbaum Paint Mfg. Co. .... 245 Vallejo St., San Francisco, Calif.  
S. R. Dannenbaum.  
Dauchy Co., Inc., Chas. H.\*\* .... 279 River St., Troy, N. Y.  
Wm. P. Dauchy.  
Davies Can Co.\* .... 872 E. 72nd St., Cleveland, Ohio  
W. T. Davies.  
Davis Co., H. B. .... 1600 Bayard St., Baltimore, Md.  
H. B. Davis.  
Davis Paint Company, Inc. .... 14th & Iron Sts., North Kansas City, Mo.  
B. J. Davis, *President*.  
Day Sons Co., Inc., Geo. Edw.\*\* .... 305 E. Monroe St., Springfield, Ill.  
Geo. Edw. Day, *President*.  
Day & Co., James B. .... 1872 Clybourn Ave., Chicago, Ill.  
R. E. Prince.  
Dean & Barry Co. .... 296 No. Water St., Columbus, Ohio  
R. S. McKay, *President*.  
Debevoise Co., The. .... 968 Grand St., Brooklyn, N. Y.  
Horatio L. Wilkinson.  
Deep Rock Oil Corporation\* .... 155 N. Clark St., Chicago, Ill.  
W. J. Carthaus.  
DeLaval Separator Co., The\* .... 165 Broadway, New York, N. Y.  
R. G. Walker.  
Delore Company, C. P.\* .... Iron Mountain Tracks, St. Louis, Mo.  
Denny, Hilborn & Rosenbach, Inc. .... 230-34 No. 12th St., Philadelphia, Pa.  
F. R. Denny.  
Densol Paint Co. .... P. O. Box 34, South Park, Ohio  
H. C. Marble.  
DeSoto Paint & Varnish Co. .... 1115 Southern Ave., Memphis, Tenn.  
Col. G. W. House.  
Detroit Graphite Co. .... 550 12th St., Detroit, Mich.  
E. C. Roberts.  
DeVilbiss Company, The\* .... Detroit & Phillips Aves., Toledo, Ohio  
Wm. J. Pitt.  
Devine Paint & Varnish Co. .... 8810 Bessemer Ave., Cleveland, Ohio  
Geo. E. Pearce, *President*.  
Devoe & Raynolds Co., Inc. .... 1 W. 47th St., New York, N. Y.  
Elliot S. Phillips, *President*.  
Dexter Brothers Company .... 105 Broad St., Boston, Mass.  
Frank H. Nutting.  
Dey Ermand Co., Wm.\*\* .... 5 Howard St., Albany, N. Y.  
A. C. Hollister, *President*.  
Dibble Color Company. .... 1497 East Grand Blvd., Detroit, Mich.  
R. A. Pulfer.

Dicalite Co., The\*.....120 Wall St., New York, N. Y.  
 C. A. Frankenhoff.  
 Diemont-Levy Co.....57 Portland St., Boston, Mass.  
 H. Diemont, *Treasurer*.  
 Dings & Schuster, Inc.\*.....43-44 21st St., Long Island City, N. Y.  
 A. E. Jacobs.  
 Ditzler Color Co.....3000 W. Chicago Blvd., Detroit, Mich.  
 E. R. Hoag, *President*.  
 Doe & Ingalls, Inc.....56 Garden St., Everett, Mass.  
 Willis H. Doe, *Treasurer*.  
 Dolph Company, John C.....168 Emmet St., Newark, N. J.  
 George C. Borthig, *Vice President*.  
 Dolphin Paint & Varnish Co., The.....922 Locust St., Toledo, Ohio  
 Julius Blum.  
 Donahue Varnish Co., The F. J.....10586 Knodell Ave., Detroit, Mich.  
 Martin C. Peters.  
 Donohos & Son.....143 S. New St., Dover, Del.  
 H. B. Donohos.  
 Dow Chemical Co., The\*.....Midland, Mich.  
 R. L. Heindel.  
 Dragert Company, Inc., C. H.....237 India St., Brooklyn, N. Y.  
 C. H. Dragert.  
 Drakenfeld & Co., Inc., B. F.....45-47 Park Place, New York, N. Y.  
 Horatio E. Firth, Jr.  
 Dunham, Inc., Thomas C.....68 Murray St., New York, N. Y.  
 M. McDonald, *President*.  
 Dunne Co., Frank W.....1001 41st St., Oakland, Calif.  
 J. G. Reynolds, *Vice President*.  
 duPont de Nemours & Co., E. I.....Wilmington, Del.  
 Wm. Richter.  
 Dyke Bros.\*\*.....Fort Smith, Ark.  
 Frank W. Dyke.

## E

Eagle Paint Works.....110 N. Waterman Ave., Detroit, Mich.  
 Robert S. Catlin.  
 Eagle Paint & Varnish Works.....100-104 Lexington Ave., Brooklyn, N. Y.  
 H. R. Hillman, *President*.  
 Eagle Picher Sales Co.\*.....Temple Bar Bldg., Cincinnati, Ohio  
 T. C. Carter.  
 Eakins, Inc., J. S. & W. R.\*.....55 Berry St., Brooklyn, N. Y.  
 F. J. Van Vranken.  
 Eberson-Lindsley Paint Co.....1601 N. Broadway, St. Louis, Mo.  
 H. P. Fritsch.  
 Edgerly & Company, J. W.\*\*.....120-124 West Main St., Ottumwa, Iowa  
 W. T. Harper.  
 Egan & Hausman Co., Inc.....43rd Rd. & 9th St., Long Island City, N. Y.  
 Talbot Uehlinger.  
 Egyptian Lacquer Mfg. Co., The..RKO Bldg., 1270 6th Ave., New York, N. Y.  
 O. J. S. de Brun.  
 Elaterite Paint & Mfg. Co., The....SW 11th & Market Sts., Des Moines, Ia.  
 Frank M. Carrell.  
 Elder & Jenks\*.....415 Vine St., Philadelphia, Pa.  
 H. B. Maxwell.  
 Elgin Paint & Decorating Co.\*\*.....216 E. Chicago Ave., Elgin, Ill.  
 Joseph F. Neil, *President*.  
 Elk Paint Co.....3418 Gratiot St., St. Louis, Mo.  
 Ellicott Paint Co., Inc.\*\*.....356-360 Elm St., Buffalo, N. Y.  
 Carl H. Nagel, *President*.  
 Elliott Paint & Varnish Co.....4525 Fifth Ave., Chicago, Ill.  
 H. A. Rowland, *President*.  
 Ellis Paint Co.....805 West Anaheim, Long Beach, Calif.  
 J. S. Ellis.

Embassy Paint Mfg. Co., Inc. .... 56-58 Van Dyke St., Brooklyn, N. Y.  
 Arthur J. Kelvin.  
 Empire Varnish Co., The. .... 2638 East 76th St., Cleveland, Ohio  
 R. L. Hawkins.  
 Empire Wall Paper & Paint Co., Inc. \*\* 223 W. Water St., Syracuse, N. Y.  
 P. L. Miller.  
 Enterprise Paint Mfg. Co. .... 333 S. Peoria St., Chicago, Ill.  
 Frank L. Sulzberger, *President*.  
 Erie Paint Company \*\* ..... 1329 State Street, Erie, Pa.  
 R. H. Jackson.  
 Erie Window Glass Co. \*\* ..... 1229 State St., Erie, Pa.  
 F. C. Richardson, *President*.  
 Esser Co., T. C. .... 3107 W. Salena St., Milwaukee, Wisc.  
 A. W. Esser.  
 Essex Chemical Co. .... 474 Frelinghuysen Ave., Newark, N. J.  
 George N. Bick.  
 Euston Lead Company \* ..... Scranton, Pa.  
 Evans Lead Corp. \* ..... Charlestown, W. Va.  
 R. M. Evans.  
 Everseal Mfg. Co., Inc. .... 250 W. 57th St., New York, N. Y.  
 Rudy Green.  
 Excelsior Varnish Works, Inc., The 1242 W. 74th St., Cleveland, Ohio  
 G. C. Vick.

# F

Factory-Consumer Paint Corp. .... 2181 Elmwood Ave., Buffalo, N. Y.  
 H. B. Fleming, *Vice President*.  
 Falk & Co. \* ..... P. O. Box 1075, Pittsburgh, Pa.  
 L. J. Reizenstein.  
 Farboil Paint Company, Inc. .... 301 Key Highway, Baltimore, Md.  
 E. N. Yellott.  
 Farrell-Calhoun Co. .... 22-24 South 2nd St., Memphis, Tenn.  
 E. L. Monteverde, *Secretary*.  
 Farwell, Ozmun, Kirk & Co. .... 2nd & Jackson Sts., St. Paul, Minn.  
 B. F. Robertson.  
 Federal Varnish Co. .... 333 S. Peoria St., Chicago, Ill.  
 Felton, Sibley & Co., Inc. .... 136 N. 4th St., Philadelphia, Pa.  
 Horace S. Felton, *Vice President*.  
 Ferbert-Schorndorfer Co., The. .... 12815 Elmwood Ave., Cleveland, Ohio  
 David Andrew, *Vice President*.  
 Fezandie & Sperrle, Inc. \* ..... 205 Fulton St., New York, N. Y.  
 Oscar E. Sperrle, *President*.  
 Finch, Ltd., Leon. .... 750 E. 59th St., Los Angeles, Calif.  
 Leon S. Finch.  
 Finishing Specialties & Service Co. .... 4429 N. Kilpatrick Ave., Chicago, Ill.  
 F. W. McClement, *President*.  
 Finnaren & Haley, Inc. .... 1300 N. 60th St., Philadelphia, Pa.  
 J. A. Finnaren, *President*.  
 Fisher-Thorsen & Co. Inc. .... 2100 N. W. 22nd Ave., Portland, Oreg.  
 Warren M. Thorsen, *President*.  
 Flood & Conklin Co. .... 136 Chestnut St., Newark, N. J.  
 L. H. Conklin.  
 Florman Manufacturing Co., The. .... 190 Central Main, Pueblo, Colo.  
 J. Florman, *Secretary*.  
 Ford Paint & Varnish Co. .... 601 Crosby N. W., Grand Rapids, Mich.  
 G. R. Ford, *President*.  
 Forde, Vogt & Co., Inc. .... 24 Grover St., Malden, Mass.  
 Harry E. Forde.  
 Forest City Paint & Varnish Co. .... 11001 Madison Ave., Cleveland, Ohio  
 R. H. Sheppard.  
 Forman, Ford & Co. .... 111-123 S. 2nd St., Minneapolis, Minn.  
 Fort Worth Paint Co., Inc. .... 246 West 13th St., Fort Worth, Texas  
 A. B. Chambers, *President*.

Foster Company, Inc., Benjamin.....20th & Erie Ave., Philadelphia, Pa.  
 Benj. Foster, Jr.  
 Fox Co., Inc., M. Ewing.....240 E. 136th St., New York, N. Y.  
 Louis V. Fox, *President*.  
 Foy Paint Company, Inc., The  
 Mentor & Houston Ave., Norwood, Cincinnati, Ohio  
 Geo. W. Schneider, Jr.  
 Franklin Mineral Products Co.\*.....1 Menlo St., Brighton, Mass.  
 John Davenport.  
 Franklin Pt. & Var. Co., Benjamin .. 4820 Langdon St., Philadelphia, Pa.  
 G. T. Elser.  
 Frazer Paint Co.....2475 Hubbard Ave., Detroit, Mich.  
 E. D. Gregory.  
 French Paint Co., Samuel H.....4th & Callowhill Sts., Philadelphia, Pa.  
 French-Wolf Paint Products Co.....1700 Walnut St., Philadelphia, Pa.  
 Frank T. Voit, *President*.  
 Frey-Yenkin Paint Co.....249 Sandusky St., Columbus, Ohio  
 A. Yenkin.  
 Friedman Paint Co., Inc., M.....1816 San Pablo Ave., Oakland, Calif.  
 M. Friedman.  
 Fries, Beall & Sharp Co.\*\*.....734 10th St. N. W., Washington, D. C.  
 Robert R. Kenyon.  
 Fuller & Co., W. P.....301 Mission St., San Francisco, Calif.  
 W. P. Fuller, Jr.

# G

Gagnier Paint Co.\*\*.....166 East Congress St., Detroit, Mich.  
 N. H. Doughty.  
 Garden City Paint & Varnish Co.....3137 W. 25th St., Chicago, Ill.  
 Rudolph Nepil.  
 General Electric Company\*.....Bridgeport, Conn.  
 G. A. Berg.  
 General Paint Corporation.....2627 Army St., San Francisco, Calif.  
 O. S. Orrick.  
 General Paint & Varnish Co.....2001 Mendell St., Chicago, Ill.  
 K. I. Songe, *Secretary*.  
 General Plastics, Inc.\*.....North Tonawanda, N. Y.  
 Stephen Babcock.  
 George Co., The P. D.....4153 Bingham Ave., St. Louis, Mo.  
 J. E. George.  
 Gettemuller & Co., H. J.\*\*.....514-516 Ensor St., Baltimore, Md.  
 H. H. Gettemuller.  
 Gibbs Paint Mfg. Co., The.....1456 Chardon Rd., Euclid, Ohio  
 Fred Gibbs.  
 Gibson-Homans Co.....2366 Woodhill Rd., Cleveland, Ohio  
 H. O. Gibson.  
 Gill Co., Frank.....100 2nd St. No., Wisconsin Rapids, Wisc.  
 Frank Gill.  
 Gillespie-Rogers-Pyatt Co., Inc.....80 John St., New York, N. Y.  
 Louis Gillespie.  
 Gillespie Varnish Company.....131 Dey St., Jersey City, N. J.  
 W. H. DeCamp.  
 Gilson & Co., E. P.\*\*.....403 Jefferson St., Paducah, Ky.  
 E. P. Gilson.  
 Givaudan-Delawanna, Inc.\*.....80 Fifth Ave., New York, N. Y.  
 Robert A. Engel.  
 Glidden Company, The.....Madison Ave. & Berea Rd., Cleveland, Ohio.  
 Dwight P. Joyce.  
 Glidden Company of California, The  
 Seventh & Hubbell Sts., San Francisco, Calif.  
 Globe Paint Co., Inc.....604 Rockaway Ave., Brooklyn, N. Y.  
 Sam Feinberg.

Globe Varnish Co., Inc. .... Kelly & LaSchall Sts., Pittsburgh, Pa.  
 Sidney Hirsh.  
 Glukote Mfg. Co. .... 1225 University Ave., St. Paul, Minn.  
 Ellsworth Bushnell.  
 Glyco Products Company, Inc.\* .... 148 Lafayette St., New York, N. Y.  
 E. Rosendahl, *Vice President*.  
 Goedschmitt, Chas. .... 583 18th St., Brooklyn, N. Y.  
 Goldberg Paint Co., Garrett M. .... 1019 Mission St., San Francisco, Calif.  
 G. M. Goldberg, *President*.  
 Goldschmitt, Charles. .... 23 W. Austin Ave., Chicago, Ill.  
 Charles Goldschmitt.  
 Goodyear Tire & Rubber Co., Inc.\* .... Akron, Ohio  
 H. R. Thies.  
 Gould & Cutler Corp.\* .... 11 Stillings St., Boston, Mass.  
 Charles W. Brown.  
 Grand Rapids Wood Finish. Co.  
 53-71 Grandville Ave., S.W., Grand Rapids, Mich.  
 Graves Paint & Varnish Co. .... Trainer, Chester, P. O., Pa.  
 C. C. Graves.  
 Great Western Paint Mfg. Co. .... 1207 W. 11th St., Kansas City, Mo.  
 F. N. Redheffer.  
 Gregg Co., Inc., The. .... 1418 Walnut St., Philadelphia, Pa.  
 A. Pierce Gregg.  
 Grumbacher, M. .... 460 W. 34th St., New York, N. Y.  
 Walter Grumbacher, Sr.

## H

Hadlock Paint Co., Inc.\* .... 466-70 Central Ave., Rochester, N. Y.  
 J. T. Hadlock.  
 Hall Co., Inc., The R. M.\* .... 77 Arch St., New Britain, Conn.  
 R. M. Hall.  
 Hammar Bros. White Lead Co.\* .... 305 St. Clair Ave., E. St. Louis, Ill.  
 Hancock Paint & Varnish Co. .... 53 West Squantum St., Atlantic, Mass.  
 Samuel E. Cutler.  
 Hanley Paint Co. .... 222 S. Kansas St., El Paso, Texas  
 Frank H. Hanley.  
 Hanline Brothers. .... 1300-1312 S. Sharp St., Baltimore, Md.  
 Leon S. Hanline.  
 Hanna Paint Mfg. Co., The. .... 95 W. Long St., Columbus, Ohio  
 Robert P. Hanna.  
 Hansen Glass & Paint Co.\* .... 504 Douglass St., Sioux City, Iowa  
 L. S. Wernli.  
 Hardig, Charles J. .... 1111 Harrison Ave., Cincinnati, Ohio  
 Chas. J. Hardig.  
 Hardy Company, Paul W.\* .... 271 Madison Ave., New York, N. Y.  
 Paul W. Hardy.  
 Harlan Associates. .... 11 Duboce Ave., San Francisco, Calif.  
 Harmon Color Works, Inc.\* .... 550 Belmont Ave., Haledorn, N. J.  
 V. J. Chartrand, *President*.  
 Harrington Paint Co., Inc. .... 1630 Collamer Rd., East Cleveland, Ohio  
 N. T. Harrington.  
 Harris Co., The J. E. .... South Spruce St., Wooster, Ohio  
 Alfred B. Stellwagon.  
 Harshaw Chemical Co., The\* .... 1945 East 97th St., Cleveland, Ohio  
 G. B. Sinclair.  
 Harwood Bros., Inc.\* .... 1009 E. Canal St., Richmond, Va.  
 H. B. Weatherford, *Vice President*.  
 Hastings Paint Co. .... 442 Westfield St., West Springfield, Mass.  
 A. A. Hastings.  
 Haze, Inc., Harry\* .... 2105 Tribune Tower, 435 N. Michigan Ave., Chicago, Ill.  
 Harry S. Haze, *President*.  
 Headquarters Paint & Varnish Works, Inc.  
 1089 Metropolitan Ave., Brooklyn, N. Y.  
 C. H. A. Bungart.

Heath & Milligan Mfg. Co. .... 1833 Seward St., Chicago, Ill.  
     Z. G. Peck.  
 Henderson & Johnson, Inc. .... 121 Duncan St., Gloucester, Mass.  
     R. B. Henderson.  
 Hercules Powder Co.\* .... Delaware Trust Bldg., Wilmington, Del.  
     J. B. Wiesel.  
 Herock Mfg. Co., Inc. .... Wheatland St., Phoenixville, Pa.  
     Fred L. Herr.  
 Hetzel Roofing Products Co. .... 67 Maine St., Newark, N. J.  
     Thos. A. F. Baudermann.  
 Hilo Varnish Corp. .... 42-60 Stewart Ave., Brooklyn, N. Y.  
     Carl J. Schumann, *President*.  
 Hires Turner Glass Co.\*\* .... 230 So. 30th St., Philadelphia, Pa.  
     William Plummer, Jr., *President*.  
 Hirshberg Paint Co., The. .... 106 W. Pratt St., Baltimore, Md.  
     M. M. Goldsmith.  
 Hirst & Begley Linseed Works\* .... 900 W. 18th St., Chicago, Ill.  
 Hoboken White Lead & Color Wks. .... 1300 Willow Ave., Hoboken, N. J.  
     L. J. Myer.  
 Hock Paint & Chemical Works. .... Phoenixville, Pa.  
     H. W. Hock.  
 Hockaday, Inc. .... 166 W. Jackson Blvd., Chicago, Ill.  
     O. R. Conrad.  
 Hockenjos Co., J. J.\* .... 10 Washington Ave., Irvington, N. J.  
     Carl F. Watter.  
 Holland Aniline Dye Co.\* .... 337 College Ave., Holland, Mich.  
     C. Tiesinga.  
 Holtz, F. J.\* .... 2309 Gratiot St., Detroit, Mich.  
 Hooker Glass & Paint Mfg. Co. .... 659 W. Washington Blvd., Chicago, Ill.  
     John E. Thomas.  
 Hoosier Paint Works. .... Jacobs Ave., Fort Wayne, Ind.  
     E. H. Manth.  
 Horn Co., A. C. .... Horn Bldg., Long Island City, N. Y.  
     A. C. Horn.  
 Horn, Jefferys & Co.\* .... 916 W. Lake St., Burbank, Calif.  
     J. G. Jefferys.  
 Hotopp Varnish Co., The. .... 108-112 Marshall St., Hoboken, N. J.  
     F. E. McCourt.  
 Howe & French, Inc. .... Washington & Middle Sts., Weymouth, Mass.  
     C. W. Ten Broeck, *Vice President*.  
 Howell & Co., Inc., Charles H. .... 216 Race St., Philadelphia, Pa.  
     Rushton Marot, *President*.  
 Hudson Paint & Varnish Co., Inc. .... 240-252 Wright St., Newark, N. J.  
     N. J. Fagan, *President*.  
 Hunt, J. W. .... 1221 New York Ave., N. W., Washington, D. C.  
 Hydro-Carbon Companies. .... 681 Market St., San Francisco, Calif.  
     Frank E. Hawkes.

I

Illinois Lumber Co., Inc.\*\* .... Henry St. & Alton Rd., Edwardsville, Ill.  
     A. E. Stolze, *President*.  
 Illinois Paint Works of Sears Roebuck & Co. .... 1034 S. Kostner Ave., Chicago, Ill.  
     J. A. Hanley.  
 Imperial Oil & Gas Products Co.\* .... Grant Bldg., Pittsburgh, Pa.  
     Paul A. Hartman, *Vice President*.  
 Imperial Paper & Color Corp.\* .... Glen Falls, N. Y.  
     Arthur F. Brown.  
 Imperial Varnish & Color Co. Ltd.\*\*\* .... 6 Morse St., Toronto, Ont. Canada  
     T. F. Monypenny, *President*.  
 Impervious Paint & Varnish Co. .... 161-167 E. Allen St., Philadelphia, Pa.  
     S. L. Garfinkel.  
 Impervious Varnish Co. .... 436 7th Ave., Pittsburgh, Pa.  
     A. E. Daum, *President*.

Inderhees-Trarbach Co., The.....1941 Central Avenue, Cincinnati, Ohio  
Harry Inderhees.  
Indianapolis Paint & Color Co.....640 N. Capitol Ave., Indianapolis, Ind.  
Byrom J. Smith, *Secretary*.  
Industrial Chemical Co., Inc.....Maple Ave. & River Rd., Fair Lawn, N. J.  
Industrial Paint & Varnish Co.....P. O. Box 1134, Dallas, Texas  
C. D. Pratt.  
Integrity Paint Co., Inc.....294 State St., New Haven, Conn.  
John G. Legg.  
Inter-Coastal Paint Corp.....13th St. & Southern Rwy., E. St. Louis, Ill.  
G. B. Dunford.  
Intermountain Glass Co., Inc.....1417-1423 Main St., Boise, Idaho  
E. B. Atkinson.  
International Laboratories, Ltd.\*\*\*  
Rue De Meuron, St. Boniface, Manitoba, Canada  
Arnold Smith.  
International Marine Paint Agency,\*\*..345 West 7th St., San Pedro, Calif.  
Arthur R. Pegg.  
Iowa Paint Manufacturing Co.....118 8th St., Des Moines, Iowa  
L. F. Hamborg.  
Irvin, Jewel & Vinson Co.....17 E. 3rd St., Dayton, Ohio  
L. H. Vinson.  
Irvington Varnish & Insulator Co.....6 Argyle Terrace, Irvington, N. J.  
F. M. Miller.  
Irwin Paint Co., C. E.....1680 University Ave., Berkeley, Calif.  
C. E. Irwin.

# J

Jamestown Paint & Varnish Co.....Jamestown, Pa.  
W. W. Ehrhart, *Vice President*.  
Jamestown Wood Finishing Co...125 Blackstone Avenue, Jamestown, N. Y.  
J. H. Sauerbrun.  
Jewel Paint & Varnish Company.....345 N. Western Ave., Chicago, Ill.  
R. O. Clark.  
Johnson & Co. Inc., Oliver.....18-24 Custom House St., Providence, R. I.  
Denison W. Greene.  
Johnson & Sons, Inc., S. C.....1012 Sixteenth St., Racine, Wisc.  
P. W. Wehrle.  
Jones-Blair Paint & Varnish Co.....P. O. Box 533, Dallas, Texas  
R. W. Blair.  
Jones-Dabney Co.....1481 S. 11th St., Louisville, Ky.  
Wm. C. Dabney.  
Judson Co., The Dwight R.\*\*.....462-466 Main St., Hartford, Conn.  
D. R. Judson.

# K

Kahn & Co., H.\*.....2222 N. 11th St., Philadelphia, Pa.  
Herman Kahn.  
Kay & Ess Co.....Leo & Kiser Sts., Dayton, Ohio  
H. G. Kittredge, *President*.  
Kelley, Ralph D.\*\*.....1542 Belmont Ave., Chicago, Ill.  
Geo. Carpentier, *Manager*.  
Kellogg & Sons, Inc., Spencer\*.....98 Delaware Ave., Buffalo, N. Y.  
Howard Kellogg, *President*.  
Kelloggs & Miller\*.....Hermitage Road, Richmond, Va.  
A. C. Young.  
Kentucky Color & Chemical Co.\*.....34th & Tyler Sts., Louisville, Ky.  
R. P. Bonnie.  
Kepec Company.....1454 N. 4th St., Milwaukee, Wisc.  
A. J. Nachtsheim.  
Keystone Albumen Paint Co.....1346 N. Marston St., Philadelphia, Pa.  
Rocco A. Di Dio.  
Keystone Refining Co., Inc.....4821 Garden St., Philadelphia, Pa.  
Walter F. French.



Keystone Varnish Co., Inc. .... 71 Otsego St., Brooklyn, N. Y.  
R. H. Everett.  
King & Co., Inc., E. & F. .... 405 Atlantic Avenue, Boston, Mass.  
Geiston T. King.  
King Paint Mfg. Co. .... 449 Kent Avenue, Brooklyn, N. Y.  
Finley B. Krause.  
King Varnish Co. .... 1436 So. Western Ave., Chicago, Ill.  
Kirby Paint Co., George, Jr. .... 14 Wall Street, New Bedford, Mass.  
George A. Kirby.  
Kirchenbauer, Frank\*\* .... 324 W. Bancroft St., Toledo, Ohio  
Frank Kirchenbauer.  
Klinger Paint Company .... 119 Second Ave., S. E., Cedar Rapids, Iowa  
W. Klinger.  
Knox & Morse Company .... 80 Freeport Street, Boston, Mass.  
H. P. Knox, *President*.  
Kohler-McLister Paint Co. .... 1275 Osage St., Denver, Colo.  
Frank McLister.  
Kohnstamm & Company, Inc., H.\* .... 87 Park Place, New York, N. Y.  
Edward Kohnstamm.  
Kolbe Paint Co. .... 229 W. 5th St., Cincinnati, Ohio  
T. J. McConnell.  
Krebs Pigment & Color Corp.\* .... 1007 Market St., Wilmington, Del.  
Kreuter-Faasen Co. .... 100 Stevens St., Grand Rapids, Mich.  
R. T. Schutt.  
Kuhn Paint & Varnish Works. .... 1114 Bonner Street, Houston, Texas  
H. J. Kuhn, *President*.  
Kurfees Paint Co., J. F. .... Brook & Market Sts., Louisville, Ky.  
J. F. Kurfees, *President*.

# L

Laclede Paint Mfg. Co. .... 3400 Gratiot St., St. Louis, Mo.  
G. K. McGunagle.  
Lacquer & Chemical Corp. .... 214-40th St., Brooklyn, N. Y.  
I. Flamenhaft.  
Lacquer Specialties, Inc. .... Allegheny Ave. & Ave. P, Newark, N. J.  
Ernest Frohboese.  
Lake Shore Paint Company .... 225 Huron Street, Toledo, Ohio  
T. F. Coulter.  
Lancaster Paint & Glass Co. .... 235 W. Prince St., Lancaster, Pa.  
L. R. M. Herr.  
Lansdale Paint Co. .... Vine & Montgomery Ave., Lansdale, Pa.  
Wm. S. Dawson.  
Larkin Co., Inc. .... 680 Seneca St., Buffalo, N. Y.  
J. Ayrault, Jr.  
Lastik Products Co., Inc. .... 807 American Bank Bldg., Pittsburgh, Pa.  
D. S. Steinfirt.  
Lasting Paint Products Co. .... 202 S. Franklinton Rd., Baltimore, Md.  
A. I. Rankin, *Manager*.  
Laucks, Inc., I. F. .... 314 Maritime Bldg., Seattle, Wash.  
L. W. Eilertsen.  
Lavanburg Co., Fred L.\* .... 105 Bedford Avenue, Brooklyn, N. Y.  
Andrew L. Somers.  
Lawrence-McFadden Company .... 1400 Frankford Avenue, Philadelphia, Pa.  
W. Scott McFadden.  
Lawson-Eberson Paint Co. .... 116 N. Second St., St. Louis, Mo.  
E. Eberson.  
Lee Hardware Co.\*\* .... Salina, Kans.  
Ward L. Harris.  
Leeby Co., Victor H.\* .... 1345 Second Ave., North, Fargo, N. Dak.  
Lehmann Co., Inc., J. M.\* .... 248-250 West Broadway, New York, N. Y.  
E. E. Mueser, *President*.  
Leighton-Hurt Paint Co.\*\* .... 1652 Ridge Ave., Philadelphia, Pa.  
Walter Leighton, *President*.

D. W. Litter Co  
500 1st Ave  
New C.

Lewis, Inc., John D.\*.....68 Traverse St., Providence, R. I.  
John B. Lewis.  
Lewis & Bros. Co., John T.\*.....Widener Bldg., Philadelphia, Pa.  
S. French Reeves.  
Liberty Paint Co., Inc.....39 Tenth St., Long Island City, N. Y.  
The Lilly Company.....High Point, North Carolina  
W. R. Campbell  
Lilly Paint Co., William.....2044 N. Rural St., Indianapolis, Ind.  
Wm. Lilly, *President*.  
Lilly Varnish Co.....666 S. California St., Indianapolis, Ind.  
W. I. Longworth, *President*.  
Lino Paint Co., The.....16908 Waterloo Rd., Cleveland, Ohio  
A. H. Climo.  
Lion Varnish Works, Inc.....400 Withers St., Brooklyn, N. Y.  
S. Elkin, *President*.  
Loken & Co., Chris.....2806 Rockefeller St., Everett, Wash.  
L. W. Loken.  
Long Company, Chas. R., Jr.....1630-1644 West Hill St., Louisville, Ky.  
Wiley B. Bryan.  
Lord & Burnham Co.....2 Main St., Irvington, N. Y.  
Burnham Bowden, *President*.  
Louisville Paint Mfg. Co.....1112 W. Main St., Louisville, Ky.  
L. E. First, *President*.  
\*Louisville Varnish Co.....Flow and Eastern Parkway, Louisville, Ky.  
E. H. Hancock.  
Lowe Bros. Paint Store Co.\*\*.....110 E. 3rd St., Dayton, Ohio  
S. R. Standrod.

# M

McCann Shields Paint Co.....27 Alexander St., W. E., Pittsburgh, Pa.  
J. E. Shields.  
McCloskey Varnish Co.....Holmesburg Junction, Philadelphia, Pa.  
Wm. H. Jarden, Jr., *President*.  
McCloskey Varnish Co. of West.....5501 E. Slauson Ave., Los Angeles, Calif.  
E. R. Edgeworth, *President*.  
McDaniel Paint & Varnish Co.....1500 West Kinzie St., Chicago, Ill.  
Giles McDaniel.  
McDougall-Butler Co.....26 Evans St., Buffalo, N. Y.  
H. Vernon Smith.  
McGlone Varnish Co.....112 Railroad St., Revere, Mass.  
Joseph E. McGlone.  
McIlhenny Paint & Varnish Co.....P. O. Box 235, Lake, Miss.  
G. N. McIlhenny.  
McMurry Mfg. Co., The.....1533 Arapahoe St., Denver, Colo.  
Wm. R. McFarland, *President*.  
McNamara Varnish Works, Inc., Michael.....3199 Bellevue Ave., Detroit, Mich.  
Walter Lichtenfeld, *General Manager*.  
McQuade & Co., Inc., John.....132-136 Classon Ave., Brooklyn, N. Y.  
T. M. McQuade.  
Mac-Lac Co., Inc.....80 Cliff St., New York, N. Y.  
R. W. McClintock.  
MacMillan Paint Co.....5675 Wabash Ave., Detroit, Mich.  
Frank MacMillan.  
Made-Rite Products Co.....5223 McKissock Ave., St. Louis, Mo.  
Robert Fullerton.  
Magic City Paint & Varnish Co.....P. O. Box 2269, Birmingham, Ala.  
John Cleage, *Secretary*.  
Magnetic Pigment Co.\*.....601 Cass St., Trenton, N. J.  
K. E. Burgess.  
Malden Paint Co.....227 Pleasant St., Malden, Mass.  
C. C. Fowler, *Manager*.

Mallinckrodt Chemical Works\*.....3600 N. 2nd St., St. Louis, Mo.  
     J. A. Singmaster.  
 Mammelle, Inc., Canby C.\*\*.....13-15 E. 4th St., Wilmington, Del.  
     G. C. Mammelle.  
 Mamolith Carbon Paint Co.....2111 44th Avenue, Long Island City, N. Y.  
 Mantrose Corporation, The.....136 41st St., Brooklyn, N. Y.  
     M. A. Rosen.  
 Manufacturers' Varnish Co. Inc.....74-80 Lorraine St., Brooklyn, N. Y.  
     Everitt J. Cole.  
 Marbleoid Paint Products, Inc.  
     1025 North McCadden Place, Los Angeles, Calif.  
     Chas. S. Smith.  
 Marcus Co., Inc., Edw. H.\*\*.....237 E. Market St., Louisville, Ky.  
     C. H. Marcus.  
 Marietta Paint & Color Co.....Marietta, Ohio  
     George LaVallee.  
 Marine Paint & Varnish Co., Inc.....8301 Fig Street, New Orleans, La.  
     D. J. Devlin.  
 Marion Paint Co.....366 S. Meridian St., Indianapolis, Ind.  
     John C. Utley.  
 Mar-Kay Mfg. Co.....2715 S. Second St., St. Louis, Mo.  
     Chas. F. McKay.  
 Martin Co., The L.\*.....45 E. 42nd St., New York, N. Y.  
     George C. Lewis.  
 Martin Varnish Co.....900 W. 49th Pl., Chicago, Ill.  
     Wells Martin.  
 Marzo & Co., F. C.....1359 So. Flower St., Los Angeles, Calif.  
     F. C. Marzo.  
 Masco Chemical Co. Inc.....245 Lorraine St., Brooklyn, N. Y.  
     Alvin A. Sobel.  
 Mason Can Co.\*.....Dexter Rd., East Providence, R. I.  
     W. Gompertz.  
 Masury & Son, John W.....42-50 So. Jay St., Brooklyn, N. Y.  
     William S. Baldwin.  
 Mathews Paint Company, Inc.  
     600 San Fernando Rd., Los Angeles, Calif. (P.O.B. No. 135, Sta. A)  
     J. W. Kellener.  
 Matson Bros.....835 W. 49th St., Seattle, Wash.  
     F. C. Matson.  
 Mautz Paint & Varnish Co.....939 E. Washington Ave., Madison, Wis.  
     B. Mautz.  
 Mayer & Loewenstein.....43-43 Vernon Blvd., Long Island City, N. Y.  
     James W. Abraham, *Vice President*.  
 Medusa Products Co.....1000 Midland Bldg., Cleveland, Ohio  
     C. E. Wyman.  
 Melvin Supply Co.\*\*.....233 Main St., Cincinnati, Ohio  
     W. H. Melvin, *President*.  
 Mephram Corp., George S.\*.....2001 Lynch Ave., East St. Louis, Ill.  
     L. K. Ayers.  
 Merchants & Mfrs. Paint Co.....108-10 S. 2nd St., Louisville, Ky.  
     J. T. Menefee, *President*.  
 Merkin Paint Co., Inc. M. J.....1441 Broadway, New York, N. Y.  
     M. J. Merkin, *President*.  
 Merrimac Chemical Co.\*.....Boston, Mass.  
 Metalead Products Corporation\*.....351 California St., San Francisco, Calif.  
     Leonard G. Heller.  
 Metals Refining Company\*.....Hammond, Ind.  
 Meyer & Sons, J.\*.....4321 North 4th St., Philadelphia, Pa.  
     Fred L. Meyer.  
 Miami Paint Co., The.....132 E. Third St., Dayton, Ohio  
     G. E. Bailey, *President*.  
 Michigan Paint Mfg. Co.....15 Library St., N. E., Grand Rapids, Mich.  
     R. H. McFarland.

Midland Paint & Varnish Co. .... 1322 Marquette Avenue, Cleveland, Ohio  
F. S. Glueck.  
Milne, Noble A. .... 722 North Monroe St., Spokane, Wash.  
N. A. Milne.  
Minehart-Traylor Co. .... 25th & Walnut St., Denver, Colo.  
Frank A. Traylor.  
Minn. Linseed Oil Paint Co. .... 1007-1120 S. Third St., Minneapolis, Minn.  
V. Wurtele, *President*.  
Minnesota Special Products Co. .... Forest & Fauquier Sts., St. Paul, Minn.  
John M. Olson.  
Missouri Paint & Varnish Co. .... 5125-39 No. Second St., St. Louis, Mo.  
J. P. Frank, *President*.  
Mitchell-Mayer Co., Inc., The. .... 3506 Market St., St. Louis, Mo.  
Leo J. Mitchell.  
Monroe, Lederer & Taussig. .... 606 N. American St., Philadelphia, Pa.  
S. Lederer.  
Monroe Sander Corp., The. .... 1018-46th Ave., Long Island City, N. Y.  
M. H. Sander.  
Monsanto Chemical Co.\* .... 1700 S. Second St., St. Louis, Mo.  
Montana Paint Mfg. Co. .... Box 1136, Billings, Mont.  
E. B. Logan.  
Moore & Co., Benjamin. .... 511 Canal St., New York, N. Y.  
L. P. Moore, *President*.  
Moore Paint & Oil Co., Leland. .... 28-284 East Bay, Charleston, S. C.  
Edward H. McIver.  
Moser Company, The Chas. .... 215 E. 9th St., Cincinnati, Ohio  
Frank Shrader, *Gen. Mgr.*  
Moss Paint Co., Benjamin. .... 1131 Ninth St., N. W. Washington, D. C.  
Paul Stein.  
Mound City Paint & Color Co. .... 217 So. Garrison Ave., St. Louis, Mo.  
S. R. Casey.  
Mountain & Plain Paint Co. .... Box 359, 1624 Arapahoe St., Denver, Colo.  
B. M. Barton.  
Mundo Products, Inc. .... 229 E. 42nd St., New York, N. Y.  
C. E. Raabe.  
Muralo Co., Inc., The. .... 570 Richmond Terrace, New Brighton, S. I., N. Y.  
C. W. Mapes.  
Murphy Varnish Co. .... 224 McWhorter St., Newark, N. J.  
Charles J. Roh, *President*.  
Murray Oil Products Co.\*  
Margaret, Pearce & Bermuda Sts., Philadelphia, Pa.  
Fred E. Loud, *President*.  
Muth & Co., Geo. F.\* .... 710 13th St. N. W., Washington, D. C.  
Herbert F. McCall.

## N

Nalley Paint Co.\* .... 626 West Fourth St., Winston-Salem, N. C.  
J. L. Nalley.  
Nason & Co., R. N. .... 151 Potrero Ave., San Francisco, Cal.  
D. J. Tight, *President*.  
National Can Co.\* .... 110 E. 42nd St., New York, N. Y.  
Edward D. Murphy, *Vice President*.  
National Carbon Co., Inc.\* .... Madison Ave. & W. 117th St., Cleveland  
M. J. Dorcas.  
National Chemical & Mfg. Co. .... 3617 S. Wall St., Chicago, Ill.  
B. F. Roman.  
National Insulating Company, Inc. .... 198 Lafayette Ave., Englewood, N. J.  
Howard E. Smith, *President*.  
National Lead Co.\* .... 111 Broadway, New York, N. Y.  
F. M. Carter, *President*.  
National Manufacturing Corp. .... 153 Fillmore Ave., Tonawanda, N. Y.  
John J. Flanagan, *Vice President*.  
National Pigments & Chemical Division, National Lead Co.\*  
C. P. DeLore. .... 1 Sidney St., St. Louis, Mo.

National Products Co.....4005 Hogarth St., Detroit, Mich.  
     E. S. Wm. Chicory, *General Manager*.  
 National Varnish Co.....386 4th Avenue, New York, N. Y.  
 Naz-Dar Company.....4014 N. Rockwell St., Chicago, Ill.  
     W. L. Parmele.  
 Neesemann & Co., Fred.....618 S. Hanover St., Baltimore, Md.  
     F. W. Neesemann.  
 Nelson Paint Co., G. H.....1024 Farnam St., Omaha, Nebr.  
     G. H. Nelson, *President*.  
 Neville Co., The\*.....Grand Ave., Neville P. O., Pittsburgh, Pa.  
     H. W. Dauler.  
 Newark Varnish Works.....Newark, N. J.  
 New England Whiting Co.....268 Border St., East Boston, Mass.  
     J. G. Penniman.  
 New Jersey Zinc Company, The\*.....160 Front St., New York, N. Y.  
     Marshall L. Havey.  
 New Orleans Paint & Color Co.....700 Baronne St., New Orleans, La.  
     E. R. Bernhardt.  
 New York Woodfinishers Supply Co., Inc....304 8th Ave., New York, N. Y.  
     Bernhard Meier.  
 Nice Co., Eugene E.....272 S. Second St., Philadelphia, Pa.  
     J. Layton Nice.  
 Nonweiler Company, A. P.....Box 1007, Oshkosh, Wisc.  
     A. P. Nonweiler.  
 Norfolk Paint & Varnish Co.....15 Newport Ave., North Quincy, Mass.  
     G. E. Felton, *President*.  
 North American Clay Co.\*.....230 Park Avenue, New York, N. Y.  
     E. W. Boughton.  
 North American Paint & Chem. Co...717-719 E. 61st St., Los Angeles, Calif.  
     H. C. McClellan.  
 North Jersey Paint Co., Inc.....27 Orchard St., Wallington, N. J.  
     Bernard Malizig.  
 North Star Varnish Co.....608-622 Vandalia St., St. Paul, Minn.  
     G. D. Hough.  
 Northwestern Lacto Company\*.....791 Hampden Ave., St. Paul, Minn.  
     John L. Locke, *President*.  
 Novel Art Manufacturing Co.....1225 University Avenue, St. Paul, Minn.  
     Ellsworth Bushnell.  
 Nubian Paint & Varnish Co.....1856 Leclair Ave., Chicago, Ill.  
     C. C. Johnson.  
 Nu-Enamel Corporation.....8701 Kinsman Road, Cleveland, Ohio  
     K. Y. Benson.  
 Nuodex Products, Inc.\*.....312 Division St., Elizabeth, N. J.  
     Dr. C. A. Knauss.

# O

Oakley Paint Mfg. Co.....727 Antonia St., Los Angeles, Calif.  
     R. H. Oakley, *President*.  
 O'Brien Varnish Co.....101 N. Johnson St., South Bend, Ind.  
     O. A. Fulkerson.  
 O'Neil Duro Co.....2156 S. 4th St., P. O. Box 1016, Milwaukee, Wisc.  
     Geo. F. O'Neil.  
 Osgood Co., Chas.\*.....47 Commerce St., Norwich, Conn.  
     H. R. Kind.  
 Owens-Illinois Can Co.\*.....Ohio Building, Toledo, Ohio  
     J. F. McGhee.  
 Oxford Varnish Corp.....154 Bagley Ave., Detroit, Mich.  
     Chas. J. Schneider.  
 Ozark Smelting & Mining Co.....Coffeyville, Kansas

# P

Pacific Paint & Varnish Co.....544 Market Street, San Francisco, Calif.  
     L. M. DuCommun, *President*.  
 Pacific Vegetable Oil Corporation\* 62 Townsend St., San Francisco, Calif.  
     B. T. Rocca

Paintcraft Co., The.....963 S. Henderson St., Galesburg, Ill.  
     W. D. A. Potts.  
 Paint Stores, Inc.\*.....3782 Grand River Ave., Detroit, Mich.  
     Karl H. Smith, *President*.  
 Palmer-Price Co., The.....Newark, N. J.  
     Franklin Conklin, Jr.  
 Paraffine Cos. Inc., The.....475 Brannan St., San Francisco, Calif.  
     L. K. Bishop.  
 Paragon Paint Co., Inc.....76 Heights Blvd, Houston, Texas  
     F. R. Quinby.  
 Paragon Paint & Varnish Corp.....5-49 46th Ave., Long Island City, N. Y.  
     Harry C. Soffer, *Vice President*.  
 Paramet Chemical Corp.....44th Ave. & 10th St., Long Island City, N. Y.  
 Paramount Paint & Varnish Co.....141 League St., Philadelphia, Pa.  
     David P. Ramsay.  
 Parker & Sons Co., Ira.....250 Main St., Oshkosh, Wis.  
     Ira Parker, Jr.  
 Passonno-Hutcheon Co., The.....9808 Meech Ave., Cleveland, Ohio  
     R. L. Hutcheon, *President*.  
 Patek Brothers, Inc.....226 N. Water St., Milwaukee, Wis.  
     W. O. Schwarz, *President*.  
 Patrons' Paint Works, Inc.....245 Plymouth St., Brooklyn, N. Y.  
     J. C. Ingersoll, *President*.  
 Patterson Sargent Co.....1325 E. 38th St., Cleveland, Ohio  
     J. K. Patterson, *Vice-President*.  
 Payson Varnish Co.....804 E. 141st St., New York, N. Y.  
     D. E. Spaulding.  
 Peaslee-Gaulbert Paint & Varnish Co...413-17 W. Main St., Louisville, Ky.  
     E. P. Kelly.  
 Pecora Paint Co., Inc.....3501 N. 4th St., Philadelphia, Pa.  
     S. B. Bowen, Jr., *President*.  
 Peerless Paint & Varnish Corp.....375-391 Flushing Ave., Brooklyn, N. Y.  
     Harry Minkoff, *President*.  
 Perfection Paint & Color Co....715-19 E. Maryland St., Indianapolis, Ind.  
     George Gable.  
 Permanent Pigments.....1127 W. 6th St., Cincinnati, Ohio  
     Henry W. Levison.  
 Perry-Austen Mfg. Co.  
     Parkinson Ave., Grasmere, Staten Island, N. Y. (Rosebank P. O.)  
     Francis T. Perry.  
 Perry & Derrick Co., The.....P. O. Box 631, Cincinnati, Ohio  
     F. J. Derrick, *President*.  
 Perry Paint & Glass Co.....Washington & Brush Sts., Tampa, Florida  
     N. H. Geiger.  
 Peterman, Inc., H.....207 Bridge St., Brooklyn, N. Y.  
     H. Peterman.  
 Petro Paint Mfg. Co.....4700 E. Marginal Way, Seattle, Wash.  
     D. M. Cummings.  
 Phelan Faust Paint Mfg. Co.....932 Loughborough Ave., St. Louis, Mo.  
     William J. Phelan, *President*.  
 Pierce Company, F. O.....30 Tiffany Place, Brooklyn, N. Y.  
     Dewey L. Pierce.  
 Pierce & Stevens, Inc.....710 Ohio St., Buffalo, N. Y.  
 Pioneer Manufacturing Co., The.....3053 East 87th St., Cleveland, Ohio  
     O. C. Wehe, *President*.  
 Pittsburgh Plate Glass Co.....P. O. Drawer 1575, Milwaukee, Wis.  
     E. D. Griffin.  
 Plastic Products Co.....6475 Georgia Avenue, Detroit, Mich.  
     A. D. Covert, *President*.  
 Plaunt Paint Co.\*.....1109 Central Ave., Fort Dodge, Iowa  
     John J. Plaunt.  
 Pockels Drug, Glass & Paint Co.....2344 Gravois Ave., St. Louis, Mo.  
     Sidney Pockels.  
 Point Milling & Mfg. Co.\*.....20th & Lynch Ave., East St. Louis, Ill.  
     H. F. Lodge.

Power Oil Co., The\*.....Caldwell Lane, Conshohocken, Pa.  
C. S. A. Henry.  
Pratt & Lambert, Inc.....73-79 Tonawanda St., Buffalo, N. Y.  
H. E. Webster, *President*.  
Premier Oil & Lead Works.....3950 Medford St., Los Angeles, Calif.  
E. C. Bishop.  
Preservative Paint Co.....5410 Airport Way, Seattle, Wash.  
E. B. Mackenzie.  
Price Hill Paint & Glass Co.\*\*.....3631 Warsaw Ave., Cincinnati, Ohio  
Chas. E. Yeager.  
Prince Manufacturing Co.\*.....Bowmanstown, Pa.  
H. E. Sander, *President*.  
Prince Paint Co., Jas. H.....146 High St., Boston, Mass.  
Pritchard Paint & Glass Co.\*\*.....112 W. 5th St., Charlotte, N. C.  
T. H. Pritchard.  
Progress Paint Mfg. Co.....826 W. Main St., Louisville, Ky.  
Clifford Lussky, *President*.  
Progressive Varnish Works.....3137 E. 26th St., Los Angeles, Calif.  
Porter M. Waldron, *President*.  
Publicker Commercial Alcohol Co.\*.....260 South Broad St., Philadelphia, Pa.  
John H. Griffin.  
Purdy & Son, C. T.....352 Bayard St., So. Williamsport, Pa.  
C. H. Purdy.  
Pure Calcium Products Division, Diamond Alkali Company\*  
P. O. Box 407, Painesville, Ohio  
W. C. Bates.  
Pure Oil Company, The.....35 East Wacker Dr., Chicago, Ill.  
M. B. Chittick.  
Pushee & Sons, Inc., J. C.\*.....3 Randolph St., Boston, Mass.  
Geo. Horton Pushee.  
Pyroxylin Products, Inc.....4851 S. St. Louis Ave., Chicago, Ill.  
A. E. Lindsas.

## Q

Quandt Chemical Co.....374 Guerrero St., San Francisco, Calif.  
T. W. Quandt, *Vice President*.  
Quinn's Wallpaper & Paint Store\*\*.....55-59 Union St., North Adams, Mass.  
George L. Quinn.

## R

R-B-H Lacquer Base Co.\*.....L 5 Factory Lane, Bound Brook, N. J.  
H. J. Hemingway, *President*.  
Raff & Swanson, Inc.....1012 Broadway, Chelsea, Mass.  
Chas. L. Raff.  
Raker Paint & Varnish Co.....850 Providence Rd., Scranton, Pa.  
Milford Raker.  
Randolph Finishing Products Co.....Carlstadt, N. J.  
W. G. Randolph.  
Ranetite Mfg. Co.....1917 S. Broadway, St. Louis, Mo.  
Jos. L. Schmitt.  
Rauh, Inc., Robert\*.....480 Frelinghuysen Ave., Newark, N. J.  
Raymond Bag Co., The\*.....Middletown, Ohio  
George Brown.  
Reardon Co., The.....2200 N. Second St., St. Louis, Mo.  
J. Vincent Reardon, *President*.  
Reardon Co. of California, The.....526 S. Alameda St., Los Angeles, Calif.  
L. A. McLean.  
Rechtin Paint Co.....Exchange St., Spartanburg, S. C.  
W. H. Rechtin.  
Reeve Paint Co., C. A.\*.....229 E. Genesee St., Syracuse, N. Y.  
C. A. Martin.  
Reichard-Coulston Inc.\*.....95 Madison Ave., New York, N. Y.  
J. W. Bossert.  
Reifschneider Paint & Glass Co.....918 Dodge Street, Omaha, Neb.  
John Reifschneider.

Reilly Co., Hugh\*\*.....1334 New York Ave., N. W., Washington, D. C.  
 J. J. Kehoe.  
 Republic Paint & Varnish Works..14th St. & S. Kilbrun Ave., Chicago, Ill.  
 S. Kolmar.  
 Resinous Products & Chemical Corp.\*  
 222 W. Washington Sq., Philadelphia, Pa.  
 Otto Haas.  
 Reynolds Metals Co., Inc.\*.....19 Rector St., New York, N. Y.  
 C. D. Kuck  
 Riverside Paint & Varnish Co. ....87 Rumford Avenue, Waltham, Mass.  
 C. W. Kurrelmeyer.  
 Roach Paint Co.....417 N. Harwood St., Dallas, Texas  
 Fred M. Roach.  
 Robbins Varnish Co., A.....1535 N. 8th Street, St. Louis, Mo.  
 Clarence Robbins, *President*.  
 Robins & Co., G. S.\*.....316 S. Commercial St., St. Louis, Mo.  
 Marvin A. Schneller.  
 Rockford Paint Mfg. Co.....201 North Madison St., Rockford, Ill.  
 R. J. Baudhuin  
 Rockford Varnish Co.....1620 Harrison Ave., Rockford, Ill.  
 R. L. Grantz  
 Rodda Paint Company.....1103 S. E. Grand Ave., Portland, Oreg.  
 A. Rodda, *President*.  
 Ronan Co., Inc., T. J. ....749 E. 135th St., New York, N. Y.  
 Arthur T. Ronan, *President*.  
 Rose Varnish Works.....8-05 43rd Ave., Long Island City, N. Y.  
 James H. Rose  
 Rowe Paint & Varnish Co., Inc.  
 Hyde Park Blvd. at College Ave., Niagara Falls, N. Y.  
 J. T. Rowe.  
 Roxalin Flexible Lacquer Co., Inc.....800 Magnolia Ave., Elizabeth, N. J.  
 R. V. Kirk  
 Ruberoid Company, The.....500 5th Avenue, New York, N. Y.  
 Herbert Abraham, *President*.

# S

Saeger-Winstel Co.\*\*.....1148 Main St., Cincinnati, Ohio  
 A. F. Winstel.  
 Sahlin Color Company.....250 Atlantic Ave., Camden, N. J.  
 N. A. Sahlin.  
 St. Germain Bros., Inc.....12 West First Street, Duluth, Minn.  
 Raymond Blais.  
 St. Joseph Lead Co.\*.....250 Park Ave., New York, N. Y.  
 E. V. Peters, *Vice President*.  
 St. Louis Surfacers & Paint Co.....4200 Arlington Ave., St. Louis, Mo.  
 H. C. Avis.  
 St. Paul White Lead & Oil Co.....Water & Starkey Sts., St. Paul, Minn.  
 W. H. Sweeney, *President*.  
 Salt Lake Glass & Paint Co.\*\*.....33 E. 1st South St., Salt Lake City, Utah  
 Harry Shepherd, *President*.  
 Sama Paint Products.....363 East 169th St., New York, N. Y.  
 Irving Machleder  
 Sampson Paint & Color Co., Inc.....1415 E. Main St., Richmond, Va.  
 F. J. Sampson, *President*.  
 Sanders Brothers Co., Inc.\*\*.....P. O. Box 615, Richmond, Va.  
 W. B. Elwang.  
 Sapolin Co., Inc.....229 East 42nd St., New York City  
 C. E. Raabe.  
 Sargent Gerke Co., The.....323 W. 15th St., Indianapolis, Ind.  
 W. H. Gerke, *President*.  
 Sargent Paint Co., Harry G.....35 North East St., Indianapolis, Ind.  
 Harry G. Sargent, *President*.  
 Savogran Company, The.....28 India Wharf, Boston, Mass.  
 C. K. Stodder.



Schaefer Varnish Co. .... 15th and Magnolia Sts., Louisville, Ky.  
H. F. Schaefer, *Vice President*.

Schorn Paint Mfg. Co. .... 1128 W. Spokane St., Seattle, Wash.  
F. E. Schorn, *President*.

Schrack & Co., C. .... 152 No. 4th St., Philadelphia, Pa.  
J. R. Stulb.

Schroeder Paint & Glass Company\*\* ..... 5914 Twelfth St., Detroit, Mich.  
H. J. Woodlock, *President*.

Schulte Paint & Lacquer Mfg. Co. .... 4525 Carter Avenue, St. Louis, Mo.  
Frank T. Schulte.

Schundler & Co., Inc., F. E.\* ..... 45-15 Vernon Blvd., Long Island City, N. Y.  
John H. Shearman.

Schweitzer Paint Mfg. Co. .... 8404 Powell Blvd., Portland, Oreg.  
H. P. Schweitzer.

Scriven & Quinn, Inc. .... 200 S. Main St., Los Angeles, Calif.  
P. J. Tomkins.

Sears, Roebuck & Co. .... Chicago, Ill.  
Att. Gen. W. H. Rose.

Seibert Varnish Company ..... 6455 Strong Avenue, Detroit, Mich.  
George M. Seibert.

Seidlitz Paint & Varnish Co. .... 18th & Garfield Sts., Kansas City, Mo.  
C. N. Seidlitz, *President*.

Sewall Paint & Glass Co. of Texas ..... 1306 River St., Dallas, Texas  
C. O. Johnson.

Sewall Paint & Varnish Co. .... 1009 West 8th St., Kansas City, Mo.  
E. R. Kyger.

Sexton Can Co., Inc.\* ..... 31 Cross St., Everett, Mass.  
G. A. Sexton, *Vice President*.

Shannon Co., Edw. J. .... P. O. Box 40, Norwood Sta., Cincinnati, Ohio  
E. J. Shannon.

Shaw Co., The George H. .... East Grove St., Middleboro, Mass.  
Lewis F. Harding.

Sheboygan Paint Company ..... 908 N. 12th St., Sheboygan, Wis.  
W. A. Knilians.

Shepard Paint Corp., The ..... 338 W. Broad St., Columbus, Ohio  
S. Ornstein.

Sillers Paint & Varnish Co. .... 831 E. 61st St., Los Angeles, Calif.  
Dean Morgan.

Sinclair Refining Company ..... 630 Fifth Ave., New York, N. Y.  
Elbert C. Isom.

Sioux Falls Paint & Glass Co.\*\* ..... 322 East Eighth St., Sioux Falls, S. D.  
O. F. Jewell.

Sipe & Co., James B. .... Box 87, South Hills Branch, Pittsburgh, Pa.  
C. R. Eggers, *Vice President*.

Smith Also Paint & Var. Co. .... 3rd St. & Big Four R. R., Terre Haute, Ind.  
G. W. Frederick, *President*.

Smith-Corwin, Inc. .... 125 So. 20th St., Irvington, N. J.  
W. Sherman Corwin.

Smith & Company, Edward ..... 47-38 Fifth Street, Long Island City, N. Y.  
Maitland Dwight, *President*.

Smith Paint & Wall Paper Co.\*\* ..... 523 W. State St., Rockford, Ill.  
R. W. Stroker.

Smith, Werner G., Co.\* ..... 2191 W. 11th St., Cleveland Ohio  
Werner G. Smith.

Socony Paint Products Company ..... 26 Broadway, New York, N. Y.  
C. F. Beatty, *President*.

Solar Corporation ..... 944-1000 W. Bruce St., Milwaukee, Wis.  
C. L. Feldtkeller, *Vice President*.

Solastic Products Co. .... 5232 Shilshole Ave., Seattle, Wash.  
R. E. Van Horn, *Vice President*.

Solfo Paint & Chemical Co. .... 821 Pennington Avenue, Trenton, N. J.  
R. T. Bowman, *President*.

Somay Products, Inc. .... 1302 N. W. 6th Ave., Miami, Fla.  
S. M. Greene, *President*.

Sonneborn Sons, Inc., L.....88 Lexington Ave., New York, N. Y.  
 J. Schneider.  
 Southern Paint Products Co., The.....1135 Sylvan Road S. W., Atlanta, Ga.  
 T. Clinton Huguley.  
 Southern Paint & Varnish Co.....561 Mulberry Street, Macon, Ga.  
 H. Wm. Polley.  
 Southern Varnish Corp.....P. O. Box 1004, Roanoke, Va.  
 N. W. Kelley, *President*.  
 Southport Paint Co., Inc.  
 Div. of Wesson Oil & Snowdrift Co.....Savannah, Ga.  
 T. M. Walsh.  
 Southwark Mfg. Co.\*.....Foot of Winslow St., Camden, N. J.  
 A. B. Carpenter.  
 Speed-O-Lac Products Co.....2836 Wycliff St., St. Paul, Minn.  
 Milton Newman.  
 Spraco, Inc.\*.....114 Central St., Somerville, Mass.  
 Augustus S. True.  
 Sproull Company, Inc., Geo.....522 Common St., Shreveport, La.  
 Geo. Sproull, *President*.  
 Spruance Co., The Gilbert.....Richmond & Tioga Sts., Philadelphia, Pa.  
 Gilbert Spruance, *President*.  
 Stamford Putty Mills.....43 West Main St., Stamford, Conn.  
 F. S. Massari.  
 Standard Insulation Co.....74 Paterson Ave., East Rutherford, N. J.  
 L. G. Lange.  
 Standard Ultramarine Co.\*.....Huntington, W. Va.  
 Wm. A. Ritchie. *2500 Richmond Avenue*  
 Standard Varnish Works.....~~2500 Richmond Avenue~~  
 J. Heath Wood, *President*.  
 Stanley Chemical Co.....East Berlin, Conn.  
 Ed. Christ, *Vice President*.  
 Star Brush Mfg. Co.\*.....48-08 30th Place, Long Island City, N. Y.  
 B. K. Throckmorton.  
 Steelcote Manufacturing Co.....3400 Gratiot St., St. Louis, Mo.  
 Anthony E. Niedt.  
 Steen Varnish Co., John A.....327 W. 37th St., Chicago, Ill.  
 L. B. Logan.  
 Stein-Brill Corp.....183 Varick St., New York, N. Y.  
 W. M. Wolf.  
 Stelwagon Mfg. Co.....19th St. & Washington Ave., Philadelphia, Pa.  
 Joseph Stelwagon, *President*.  
 Sterling Paint & Varnish Co.....184 Commercial St., Malden, Mass.  
 Albert E. Cole, *President*.  
 Stewart Paint Mfg. Co.....1729 North Second St., Minneapolis, Minn.  
 E. W. Stewart.  
 Still-Young Corporation.....2300-32 N. Ashland Ave., Chicago, Ill.  
 H. B. Young, *Vice President*.  
 Stoneman & Son, M. G.\*.....416 Broadway, Albany, N. Y.  
 Wm. H. Stoneman.  
 Stucco Products Co. of Fla., Inc.  
 100 Stockton St. (P. O. Box 2029) Jacksonville, Fla.  
 Charles A. Powers.  
 Subox, Inc.....348 River Road, North Arlington, N. J.  
 T. J. Eberhardt.  
 Superior Varnish & Drier Co.  
 Clements Ave. & Crescent Blvd., Merchantville, N. J.  
 J. S. Stevens.  
 Sutcliffe Co., Inc., W. J.....Currie Ave., East Rutherford, N. J.  
 Walter J. Sutcliffe, *President*.  
 Suydam Co., M. B.....Island & Preble Ave., Pittsburgh, Pa.  
 R. S. Suydam, *President*.  
 Swan-Finch Oil Corporation\*  
 30 Rockefeller Plaza, R.C.A. Building West., New York, N. Y.  
 A. R. Lange.

Swank Hardware Co.\*\*.....Johnstown, Pa.  
Ernest Werner.  
Synthetic Iron Color Co.\*.....P. O. Box 1157, Richmond, Calif.  
M. M. Zoph.

# T

Taintor Co.\*.....Lexington Ave. & 1st St., Bayonne, N. J.  
O. R. Strunck.  
Tarr & Wonson, Ltd.....Horton St., Gloucester, Mass.  
A. S. Wonson.  
Thibaut & Walker Co., The.....5-48 46th Road, Long Island City, N. Y.  
R. O. Walker.  
Thompson & Co.....1085 Allegheny Ave., Oakmont, Allegheny Co., Pa.  
J. V. Thompson, *President*.  
Thompson Co., Inc., Anson R.....403 River St., Troy, N. Y.  
A. J. Allan.  
Thompson, Weinman & Co., Inc.\*.....52 Vanderbilt Ave., New York, N. Y.  
S. W. Thompson, *Vice President*.  
Thomson Wood Finishing Co.....829 N. 3rd St., Philadelphia, Pa.  
I. Binswanger, *President*.  
Thorpe Paint Co., R. H.....423 S. 12th St., Omaha, Nebr.  
R. H. Thorpe.  
Thresher Varnish Co., The.....1100 E. Monument Ave., Dayton, Ohio  
C. L. Sullivan, Jr., *President*.  
Tibbetts-Westerfield Pt. Co., Inc., 6901 S. Stanford Ave., Los Angeles, Calif.  
C. E. Westerfield.  
Titanine, Inc.....Morris & Elmwood Aves., Union, Union County, N. J.  
E. G. Davis, *President*.  
Titanium Pigment Corporation\*.....111 Broadway, New York, N. Y.  
Ralph M. Roosevelt, *President*.  
Toch Bros., Inc.....386 Fourth Ave., New York, N. Y.  
Toledo Industrial Paint Corp.....33 Blucher St., Toledo, Ohio  
A. P. Gloeckler, *President*.  
Tomlinson Paint & Varnish Co.....1114 N. Kilbourn Ave., Chicago, Ill.  
E. W. Tomlinson, *President*.  
Tousey Varnish Co.....520 West 25th St., Chicago, Ill.  
C. R. Heagstedt.  
Towns Paint Co., Inc.....215 E. Genessee St., Buffalo, N. Y.  
Geo. P. Towns.  
Trask Co., Arthur C.\*.....4103 S. LaSalle St., Chicago, Ill.  
Arthur C. Trask.  
Tredennick Paint Mfg. Co., The.....464 Pratt St., Meriden, Conn.  
Edward Tredennick, *President*.  
Tremco Mfg. Co., The.....393 E. 131st St., Cleveland, Ohio  
Ronald Brown.  
Tripod Paints, Inc.....61 Pryor St. N. E., Atlanta, Ga.  
A. P. Tripod, *President*.  
Trojan Lacquer Co.....653 S. Anderson St., Los Angeles, Calif.  
R. T. V. Lindanger.  
Tropical Paint & Oil Co.....1246 West 70th St., Cleveland, Ohio  
R. G. Hascall, *President*.  
True-Tagg Paint Co.....Box 273, Memphis, Tenn.  
M. G. Heins, *Treasurer*.  
Truscon Laboratories.....Caniff & G. T. R. R., Detroit, Mich.  
Dr. R. A. Plumb, *Gen. Mgr.*  
Tungalite Co. of America, The.....Wooster, Ohio  
Turco Paint & Varnish Co.....315 Market St., Philadelphia, Pa.  
V. B. Fitch.  
Tuttle Paint & Glass Co.....1616 Bassett Ave., El Paso, Texas  
Edward F. Byrne.  
Twin City Varnish Company.....1901 East Hennepin Ave., Minneapolis, Minn.  
W. C. Henke.

# U

Ulmer & Co.....257 N. 3rd St., Philadelphia, Pa.  
Geo. B. Ulmer.

Union Paint Co.....1201 Shore Ave., N. S. Pittsburgh, Pa.  
 Emil Weil.  
 United Carbon Company \*.....Box 1475, Charleston, W. Va.  
 A. G. Treadgold.  
 United Color & Pigment Co.\*.....McClellan St., Newark, N. J.  
 John Allegaert.  
 United Sash & Door Co.\*\*.....251 S. Rock Island Ave., Wichita, Kans.  
 Harry W. Constant, *Vice President*.  
 U. S. Bronze Powder Works\*.....220 W. 42nd St., New York, N. Y.  
 Thos. J. Mullen, *President*.  
 U. S. Gutta Percha Co.....12 Dudley St., Providence, R. I.  
 Herbert W. Rice, *President*.  
 U. S. Gypsum Company.....300 West Adams St., Chicago, Ill.  
 C. G. Henning.  
 U. S. Kalsomine Co.....50 Church St., New York, N. Y.  
 H. W. Pearson, *President*.  
 U. S. Lacquer & Chemical Co.....2115 Singleton St., St. Louis, Mo.  
 D. V. Davis, *President*.  
 U. S. Lacquer Corp.....Loretta Ave., Irvington, N. J.  
 P. Golat, *President*.  
 United States Refining Co.....1295 W. 11th St., Cleveland, Ohio  
 B. Adelson.  
 United States Varnish Co., The.....2616 Colerain Ave., Cincinnati, Ohio  
 Fred Busse, *President*.  
 Upco Co., The.....4805 Lexington Ave., Cleveland, Ohio  
 Dr. F. Seiden, *General Manager*.  
 Utley Paint Company, Inc.....1126 Gravier St., New Orleans, La.  
 Waldo B. Utley, *President*.

V

Valentine & Co.....~~300 North 3rd St.~~ *112 Ave 36 Street*, New York, N. Y.  
 T. J. Campbell, *President*.  
 Valspar Corp., The.....~~300 North 3rd St.~~ *112 Ave 36 Street*, New York, N. Y.  
 T. J. Campbell, *President*.  
 Van Schaack Bros. Chemical Works\*.....Chicago, Illinois  
 Van Sickle Glass & Paint Co.....143 South 10, Lincoln, Nebr.  
 Wilton Van Sickle.  
 Vane Calvert Paint Co.....1601 N. Broadway, St. Louis, Mo.  
 Chas. A. Niemeyer.  
 Varcraft Works, Inc.....Pottstown, Pa.  
 F. W. Wertz, *Vice President*.  
 Varcum Chemical Corp.\*.....Packard Rd., Niagara Falls, N. Y.  
 G. E. Lewis, *President*.  
 Varnish Products Co.....35 Wythe Ave., Brooklyn, N. Y.  
 Theo. Shapiro.  
 Varnish Products Co., The.....5208 Howard Ave., Cleveland, Ohio  
 R. S. Brintnall.  
 Vaughan Paint Co., The.....2915 Independence Rd., Cleveland, Ohio  
 Leonard Smith, *President*.  
 Velsicol Corporation \*.....3542 N. Kimball Ave., Chicago, Ill.  
 J. Hyman, *Vice President*.  
 Volsonite Enterprises, Ltd.....P. O. Box 628, Pasadena, Calif.  
 Vincent H. Olson.  
 Vortex Mfg. Co.....1978 West 77th St., Cleveland, Ohio  
 J. E. String, *General Manager*.  
 Vulcan Varnish Co.....1112 W. Main St., Louisville, Ky.  
 L. E. First.

W

Wadsworth Howland & Co., Inc.....139 Federal St., Boston, Mass  
 Renshaw Smith, Jr.

Waggener Paint Company,  
10th Ave. & Burlington St., North Kansas City, Mo  
A. W. Cook.

Wagenman Paint Stores Co., The S. C., 4420 Superior Ave., Cleveland, Ohio  
S. C. Wagenman.

Wailes Dove Hertaiston Corp. .... 17 Battery Place, New York, N. Y.  
Julio F. Sorzano

Walker Co., H. V. .... Woodruff Lane & Division St., Elizabeth, N. J.  
W. C. Hopkins.

Warren Co., Inc., The. .... 905 Fair St. S. E., Atlanta, Ga.  
V. P. Warren.

Warren Paint & Color Co. .... 700 Wedgewood Ave., Nashville, Tenn.  
J. M. Warren, Jr.

Washburn Co., T. F. .... 2244 Elston Ave., Chicago, Ill.  
C. C. Smith.

Waterall & Co., Inc., Wm. .... 323 Arch St., Philadelphia, Pa.  
Wm. L. Forsythe.

Waterproof Paint & Varnish Co. .... 446 Arsenal St., Watertown, Mass.  
Joseph P. Riemer.

Watkins-Whitney Co. of Md., Inc., The\*\*  
1432 P St., N. W., Washington, D. C.  
H. M. Watkins, *Vice President.*

Watson Co., George E.\*\* ..... 164 W. Lake St., Chicago, Ill.  
H. E. Watson.

Watson Hallett Co.\*\* ..... 85 Oliver St., Boston, Mass.  
Albert S. Fuller, *President.*

Watson-Standard Co. .... 225 Galveston Ave., Pittsburgh, Pa.  
J. D. Watson.

Webb & Sons, A. L. .... 1424-26 Philpot St., Baltimore, Md.  
Charles A. Webb.

Weber Company, F. .... 1220 Buttonwood St., Philadelphia, Pa.  
E. G. Weber.

Webster Cement Co., W. F. .... 224 Thorndike St., Cambridge, Mass.  
Frank L. Steven.

Wesley Lacquer Company. .... 18 Mill St., Brooklyn, N. Y.  
Frank J. Wesley.

West Coast Kalsomine Co. of La. .... P. O. Box 8, Good Hope, La.  
W. W. Barnard.

West Coast Kalsomine Co. .... 5th & Grayson Sts., West Berkeley, Calif.

West Coast Paint Co. .... 431 Fifth St., San Francisco, Calif.

West Paint & Varnish Co. .... 1760 Parkway, Everett, Mass.  
J. S. Ward, *Vice President.*

Western Dry Color Co.\* ..... 52nd & Wallace Sts., Chicago, Ill.  
R. M. Reed.

Western Wood Preserving Co. .... 7006 Stanford Ave., Los Angeles, Calif.  
F. R. Schwed

Wetherill & Bro., Inc.\* ..... 30 Street below Chestnut, Philadelphia, Pa.  
A. P. Wetherill.

Wetherill & Co., Inc. Geo. D. .... 113 Arch St., Philadelphia, Pa.  
S. R. Matlack, *President.*

Wheeler Co., Asahel\*\* ..... 12-14 Columbia St., Boston, Mass.  
Wm. R. Ewing.

White Company, The. .... 3200 E. Biddle St., Baltimore, Md.  
E. A. Constam.

Whitlam Mfg. Co., J. C. .... W. Walnut St., Wadsworth, Ohio  
J. C. Whitlam, *General Manager.*

Wilbur & Williams Mfg. Co., The. .... Park Square Bldg., Boston, Mass.  
Donald E. Wilbur

Wilcox Co., M. I.\* ..... 210 Water St., Toledo, Ohio  
T. P. Steele.

Wilhelm Company, The A. .... 3rd & Bern Sts., Reading, Pa.  
P. B. Fehl.

Wiley Company, C. A. .... 10-29 44th Rd., Long Island City, N. Y.  
C. H. Mellor, *President.*

Williams & Co., C. K.\*.....640 N. 13th St., Easton, Pa.  
C. K. Williams.  
Williams & Co. of Calif., C. K.\*.....Shellmound Park, Emeryville, Calif.  
Verne Frazee.  
Wilson & Bennett Mfg. Co.\*.....6532 So. Monard Ave., Chicago, Ill.  
S. A. Bennett.  
Wilson-Imperial Co.\*.....115 Chestnut St., Newark, N. J.  
Joseph Kempf.  
Wilson Paint Co., The.....410 Reading Rd., Cincinnati, Ohio  
C. Edgar Wilson.  
W. R. Winslow Company\*\*.....922 New York Ave., Washington, D. C.\*  
W. R. Winslow.  
Wisconsin Paint Mfg. Co.\*.....3710 N. Richards St., Milwaukee, Wisc.  
Erwin A. Hentzen.  
Wishnick-Tumpeer, Inc.\*.....295 Madison Ave., New York, N. Y.  
R. I. Wishnick, President.  
Witte & Sons, John H.\*.....206 Jefferson St., Burlington, Iowa  
William A. Witte.  
Witte Paint Co.\*.....533-535 N. Spring Ave., Sioux Falls, S. D.  
F. W. White.  
Woburn Degreasing Co. of N. J.\*.....1200 Harrison Ave., Harrison, N. J.  
Dr. E. Schuekle.  
Wood Chemical Products Co.\*.....Jacksonville, Fla.  
Frank L. Fogarty.  
Woodhouse, Inc., Samuel F.\*.....Unity and Griscom Sts., Philadelphia, Pa.  
Eugene F. Woodhouse.  
Woolsey Paint & Color Co., C. A.\*.....500 Grand St., Jersey City, N. J.  
Henry Weber.  
Wooster Brush Company \*.....Madison Ave., Wooster, Ohio  
C. P. Foss.  
Wooster Sealkore Co.\*.....Wooster, Ohio  
Wurdack Lacquer Mfg. Co.\*.....6417 Dale Ave., St. Louis, Mo.  
Walter Wurdack.  
Wyandotte Paint Products Co.\*.....1430 Sycamore St., Wyandotte, Mich.  
C. W. Oliver.

# Y

Yarnall Paint Co.\*.....Grays Ave. West of 54th St., Philadelphia, Pa.  
Yates & Smart Paint Co.\*.....2255 Folsom St., San Francisco, Calif.  
James G. Yates.  
Yoder & Gordon, Inc.\*.....623 W. 24th St., P. O. Box 815, Norfolk, Va.  
W. W. Yoder.

# Z

Zenith Paint & Varnish Co.\*.....130-23 121st St., So. Ozone Park, N. Y.  
George J. Drankwalter.  
Zimmerman Co., E. E.\*.....526 Fulton Bldg., Pittsburgh, Pa.  
E. E. Zimmerman, President.  
Zinsser & Co., Inc., William\*.....516 W. 59th St., New York, N. Y.  
William Zinsser.  
Zinsser & Company, Inc.\*.....Railroad Ave., Hastings-on-Hudson, N. Y.  
H. T. Staber.  
Zummach, Inc., Wm. F.\*.....South First & East Mineral Sts., Milwaukee, Wis.  
Miles W. Leep, Vice President.

## LOCAL ASSOCIATIONS

### ATLANTA PAINT, VARNISH AND LACQUER ASSOCIATION

President.....E. C. MEYER  
(Pittsburgh Plate Glass Co.)  
Vice-President.....M. E. MCGREGOR  
(Devoo & Raynolds Co. Inc.)  
Secretary-Treasurer.....J. R. PORTER, JR.  
(Hercules Powder Co.)

| Firm                                     | Address                      | Representative   |
|------------------------------------------|------------------------------|------------------|
| Aluminum Co. of America (B)              | Rhodes Haverty Bldg.         | H. A. Lilly      |
| American Can Co. (B)                     | P. O. Box 1635               |                  |
|                                          | 410 Marietta St., N. W.      | G. L. McBrien    |
| Campbell Coal Co. (C)                    | 240 Marietta St., N. W.      | C. L. Park       |
| Coolidge & Sons, F. J. (A)               | 1314 Murphy Ave., S. W.      | R. G. Martin     |
| Devoo & Raynolds Co. (A)                 | 78 Broad St., N. W.          | M. E. McGregor   |
| Dixie Paint & Wallpaper Co. (C)          | 73 Ivy St., N. E.            | A. L. Byer       |
| du Pont de Nemours & Co. Inc., E. I. (A) | 619 Peachtree St., N. E.     | C. R. Brown      |
| Eagle Picher Lead Co. (B)                | 649 Courtney Drive, N. E.    | H. G. Matheny    |
| Glidden Co., The (A)                     | 19 Houston St., N. E.        | C. K. Gilbert    |
| Hercules Powder Co. (B)                  | East Point, Ga.              | H. M. Thompson   |
| Lowe Bros. Co. (A)                       | 383 1/2 Whitehall St., S. W. | A. C. McMillan   |
| Lucas Co., John (A)                      | 72 Broad St., N. W.          | W. E. Booth      |
| Muralo Co. (A)                           | 75 Ponce de Leon Ave., N. E. | E. M. Pepper     |
| National Lead Co. (B)                    | 1670 Cornell Rd., N. E.      | A. K. Brown      |
| Peachtree Paint & Roofing Co. (C)        | 233 Peachtree St., N. E.     | F. A. Dix        |
| Peaslee Gaulbert Corp. (C)               | 550 Glenn St., S. W.         | F. P. Sledge     |
| Peaslee-Gaulbert Paint & Varnish Co. (A) | 362 Fair St., S. W.          | M. T. Moncrief   |
| Pittsburgh Plate Glass Co. (A)           | 172 Marietta St., N. W.      | E. C. Meyer      |
| Sherwin-Williams Co. Inc. (A)            | 70 Broad St., N. W.          | R. R. Primm      |
| Smith Paint & Lacquer Co. (C)            | 387 Peachtree St., N. E.     | H. H. Smith      |
| Southern Paint Products Co. (A)          | 1135 Sylvan Road, S. W.      | T. C. Huguley    |
| Tripod Paints Inc. (A)                   | 61 Pryor St., N. E.          | A. P. Tripod     |
| Truscon Laboratories (A)                 | 128 Marietta St., N. W.      | I. G. Bullard    |
| United States Kalsomine Co. Inc. (A)     | Grant Building               | C. C. Graves     |
| Wadsworth-Howland Co. (A)                | 233 Peachtree St., N. E.     | P. R. Singletary |
| Warren Co. Inc. (A)                      | 905 Fair St., N. E.          | V. P. Warren     |
| Williams Co., C. K. (B)                  | 377 Whitehall St., S. W.     | R. T. Hopkins    |

### BALTIMORE PAINT, VARNISH AND LACQUER ASSOCIATION

President.....C. BURCH ATHEY  
(C. M. Athey Paint Co.)  
Vice-President.....WM. MCGILL  
(Wm. McGill Company)  
Secretary-Treasurer.....ALFRED S. DAY  
(Spencer Kellogg & Sons)

| Firm                       | Address                         | Representative  |
|----------------------------|---------------------------------|-----------------|
| American Can Co. (B)       | Oak and 25th St.                | C. L. Lovell    |
| Athey Paint Co., C. M. (A) | 500 South Hanover St.           | C. Burch Athey  |
| Baeder-Adamson Co. (A)     | 4 Arthur Ave., Catonsville, Md. | H. L. Philbrick |

| Firm                                                                             | Address                                      | Representative     |
|----------------------------------------------------------------------------------|----------------------------------------------|--------------------|
| Baltimore Copper Paint Co.<br>(A)<br>(Oliver Reeder & Sons, Inc.,<br>Proprietor) | Key Highway & Covington<br>Sts.              | R. Stenbridge      |
| Baltimore Paint & Color<br>Works, Inc. (A)                                       | 105 S. Calverton Rd.                         | Herman H. Shuger   |
| Budeke, George M. (E)                                                            | 418 S. Broadway                              | Geo. M. Budeke     |
| Cassell Co., W. B. (C)                                                           | 1027 S. Howard St.                           | W. R. McClayton    |
| Chemical & Pigments Co. (B)                                                      | St. Helena                                   | H. L. Rhodes       |
| Continental Can Co. (B)                                                          | 3500 E. Biddle St.                           | W. C. Crawford     |
| Davis Co., H. B. (A)                                                             | 1600 Bayard St.                              | H. B. Davis        |
| Eagle-Picher Lead Co. (B)                                                        | 359 Guilford Ave.                            | H. W. Bendelari    |
| Farboil Paint Co. (A)                                                            | Key Highway and<br>Montgomery                | M. D. Swartz       |
| Gettemuller & Co., H. J. (E)                                                     | 600 Ensor St.                                | H. H. Gettemuller  |
| Glidden Co., The (A)                                                             | 13 No. Liberty St.                           | R. W. Kilcollins   |
| Graham & Co., William (C)                                                        | N. W. Corner, President<br>St. and Fawn Sts. | F. A. Warner, Jr.  |
| Hanline Bros. (A)                                                                | 1300 So. Sharp St.                           | Leon S. Hanline    |
| Hilo Varnish Corp. (A)                                                           | 1205 Linden Ave.                             | Henry Holzman      |
| Hirshberg Paint Co., The (A)                                                     | 106 W. Pratt St.                             | M. M. Goldsmith    |
| Independent Can Co. (C)                                                          | Howard & Ostend Sts.                         | Edwin W. Parker    |
| Inter-Coastal Paint Corp. (A)                                                    | Dundalk, Maryland                            | O. L. Hartman      |
| Kellogg & Sons, Spencer (B)                                                      | 707 American Building                        | Alfred S. Day      |
| Lewis & Bros., Co., John T.,<br>(B)                                              | Pratt and Light Sts.                         | S. A. Saltsman     |
| McGill, William (C)                                                              | 311 East Falls Ave.                          | Wm. McGill         |
| Neesemann & Co., Fred (A)                                                        | 618 S. Hanover St.                           | F. W. Neesemann    |
| Pittsburgh Plate Glass Co. (A)                                                   | 8 S. Paca St.                                | A. L. Franklin     |
| Rennous-Kleinle Division<br>Pittsburgh Plate Glass Co.<br>(A)                    | 3221 Frederick Ave.                          | Kent D. Currie     |
| Sale, James E. (C)                                                               | Howard & Read Sts.                           | James E. Sale      |
| Sherwin-Williams Co. (A)                                                         | Pratt and Green Sts.                         | Lloyd E. Stegner   |
| Webb & Sons, A. L. (A)                                                           | 1307 W. Baltimore St.                        | Charles A. Webb    |
| Webb & Sons Inc., A. L. (C)                                                      | 206 National Marine<br>Bank Bldg.            | J. F. Whitescarver |
| White Co., The (A)                                                               | 3200 E. Biddle St.                           | E. A. Constans     |

#### BUFFALO PAINT, VARNISH AND LACQUER ASSOCIATION

|                     |                                              |
|---------------------|----------------------------------------------|
| President.....      | JOHN BUCKHOLTZ<br>(United Glazing Co.)       |
| Vice-President..... | HENRY BIRTCH<br>(Devoo & Reynolds Co.)       |
| Secretary.....      | S. V. THOMPSON<br>(Mann Bros. Co.)           |
| Treasurer.....      | H. H. STEELE<br>(Pittsburgh Plate Glass Co.) |

| Firm                                   | Address                 | Representative |
|----------------------------------------|-------------------------|----------------|
| Acme White Lead and Color<br>Works (A) | 1137 Main St.           | H. W. Hill     |
| Aluminum Co., of America (B)           | 1830 Elmwood Ave.       | H. J. Hamond   |
| American Can Co. (B)                   | 746 Marine Trust Bldg.  | G. B. Monell   |
| Archer-Daniels-Midland Co.<br>(B)      | 1142 Marine Trust Bldg. | E. W. Stuhr    |
| Coppins Co., F. T. (C)                 | 667 Main St.            | F. G. Gansz    |
| Devoo & Reynolds Co., Inc.<br>(A)      | 690 Main St.            | H. J. Birtch   |



| Firm                             | Address                            | Representative    |
|----------------------------------|------------------------------------|-------------------|
| Dwelle-Kaiser Co. (C)            | 251 Elm St.                        | C. A. Lownie      |
| Eagle-Picher Lead Co. (B)        | 39 Mechanic St.                    | George Hanson     |
| Ellicott Paint Co., Inc. (E)     | 356-360 Elm St.                    | C. H. Nagel       |
| Factory-Consumer Paint Corp. (A) | 2181 Elmwood Ave.                  | H. B. Fleming     |
| General Naval Stores (C)         | 34 Wardman Rd., Kenmore, N. Y.     | J. O. Meyers      |
| Hercules Powder Co. (B)          | 104 Remington St.                  | D. C. Nicholson   |
| Imperial Paper & Color Corp. (B) | 535 Bulkley Bldg., Cleveland, Ohio | N. W. Putnam      |
| Kellogg & Sons Inc., Spencer (B) | 98 Delaware Ave.                   | S. C. Murray      |
| The Laclede Mfg. Co. (C)         | 500 Northland Ave.                 | G. L. Ginther     |
| Larkin Co., Inc. (A)             | 680 Seneca St.                     | John Ayrault, Jr. |
| McDougall-Butler Co. (A)         | 24 Evans St.                       | H. Vernon Smith   |
| National Lead Co. (B)            | 116 Oak St.                        | W. R. Melville    |
| National Manufacturing Corp. (A) | Tonawanda, New York                | John E. Pyron     |
| New Jersey Zinc Co. (B)          | 160 Front St., New York, N. Y.     | H. Hedden         |
| Pierce & Stevens Inc. (A)        | 710 Ohio St.                       | R. D. Stevens     |
| Pittsburgh Plate Glass Co. (A)   | 110 Seneca St.                     | H. H. Steele      |
| Pratt & Lambert Inc. (A)         | 73 Tonawanda St.                   | R. C. Clark       |
| Rolls Chemical Co. (C)           | 483 Ellicott Sq. Bldg.             | H. J. Rolls       |
| Rowe Paint & Varnish Co. (A)     | Niagara Falls, N. Y.               | J. Gordon Rowe    |
| Schuele & Co. (C)                | 12 Summer St.                      | W. R. Birch       |
| Sherwin-Williams Co. (A)         | 1702 Elmwood Ave.                  | H. C. Brown       |
| Towns Paint Co., Inc. (A)        | 215 E. Genesee St.                 | W. H. Towns       |
| United Color & Pigment Co. (B)   | 4500 Euclid Ave., Cleveland, Ohio  | H. F. Goodman     |
| United Glazing Co. (C)           | 255 Genesee St.                    | John C. Buckholtz |
| Vacuum Chemical Corp. (B)        | Packard Rd., Niagara Falls, N. Y.  | Geo. Lewis        |
| Williams & Co., C. K. (B)        | 444 Storer Ave., Akron, Ohio       | A. K. Thayer      |

#### CHICAGO PAINT, VARNISH AND LACQUER ASSOCIATION

President.....MILTON K. PINE  
(The Muralo Co.)

Vice-President.....EDW. L. ENGLAND  
(Edw. L. England)

Secretary.....H. A. SWALES  
(Spencer Kellogg & Sons Sales Corp.)

Treasurer.....M. J. EBERHART  
(American Can Co.)

| Firm                                   | Address                                | Representative  |
|----------------------------------------|----------------------------------------|-----------------|
| Advance Solvents & Chemical Corp. (B)  | 425 So. Washington Ave. Wilmette, Ill. | C. A. Lechner   |
| Aluminum Co. of America (B)            | 520 No. Michigan Ave.                  | W. O. Gairns    |
| American Asphalt Paint Co. (A)         | 43 E. Ohio St.                         | Grover Hermann  |
| American Can Co. (B)                   | 104 So. Michigan Ave.                  | H. A. Pinney    |
| American Cyanamid & Chemical Corp. (B) | 20 N. Wacker Drive                     | E. F. Heizer    |
| American Distilling Co. (C)            | 1006 So. State St.                     | C. F. Brehmer   |
| American Paint Journal Co. (C)         | 20 E. Jackson Blvd.                    | L. M. Brigham   |
| American Zinc Sales Co. (B)            | 77 W. Washington St.                   | W. J. Reidy     |
| Anderson-Prichard Oil Corp. (B)        | 3921 E. Ravenswood Ave.                | Jas. K. Stewart |

| Firm                                                                | Address                           | Representative      |
|---------------------------------------------------------------------|-----------------------------------|---------------------|
| Armstrong Paint & Varnish Works (A)                                 | 1330 S. Kilbourne Ave.            | E. R. Armstrong     |
| Barber Co., W. H. (A)                                               | 3650 So. Homan Ave.               | T. J. Callahan      |
| Barrett Varnish Co. (A)                                             | 1532 So. 50th Court, Cicero, Ill. | M. F. Barrett       |
| Berry Bros., Inc. (A)                                               | 300 W. Austin Ave.                | R. J. Bennett       |
| Bisbee Linseed Co. (B)                                              | Chicago Hgts., Ill.               | Carl H. Schinke     |
| Boston Varnish Co. (A)                                              | 1524 S. Western Ave.              | A. G. Ballester     |
| Bradley & Vrooman Co. (A)                                           | 2629 S. Dearborn St.              | M. E. Handke        |
| Bradshaw-Praeger & Co. (A)                                          | 3248 W. 47th Place                | R. Y. Bradshaw      |
| Brooke, Fred L., (C)                                                | 228 N. LaSalle St.                | Fred L. Brooke      |
| Calco Chemical Co., The (B)                                         | 146 W. Kinzie St.                 | Kenneth A. Coate    |
| Cary & Son, Inc., Geo. B. (C)                                       | 228 N. LaSalle St.                | Robert Cary         |
| Clinton Co., The (A)                                                | 167 N. May St.                    | D. L. Clinton       |
| Continental Can Co., Inc. (B)                                       | 4622 W. North Ave.                | Frank I. Gill       |
| Crecent Bronze Powder Co. (C)                                       | 116 W. Illinois St.               | J. L. Lazarus       |
| Deep Rock Oil Corp. (B)                                             | 155 N. Clark St.                  | W. J. Carthaus      |
| De Laval Separator Co., The (B)                                     | 427 W. Randolph St.               | C. B. Schmidt       |
| DeMert & Dougherty, Inc. (C)                                        | 3001 W. 47th St.                  | W. W. Dougherty     |
| DeVilbiss Co., The (B)                                              | 1166 W. Cermak Rd.                | H. H. Lorton        |
| Devoe & Reynolds Co., Inc. (A)                                      | 825 W. Chicago Ave.               | E. T. Grey          |
| du Pont de Nemours & Co., E. I. (A)                                 | 2100 Elston Ave.                  | G. A. Biesecker     |
| Eagle-Picher Lead Co., (B)                                          | 4401 S. Western Blvd.             | John R. MacGregor   |
| Elliott Paint & Varnish Co. (A)                                     | 4525 Fifth Ave.                   | H. A. Rowland       |
| England, Edward L. (C)                                              | 10 S. LaSalle St.                 | Edward L. England   |
| Enterprise Paint Mfg. Co. (A)                                       | 331 S. Peoria St.                 | Frank L. Suizberger |
| Falk & Co. (B)                                                      | 332 S. Michigan Ave.              | David Lewis         |
| Furman Co., Jas. H. (C)                                             | 344 Rush St.                      | J. H. Hille         |
| General Naval Stores Co., Inc. (C)                                  | 180 N. Michigan Ave.              | Philip E. Calo      |
| Gerts, Lumbard & Co. (C)                                            | 2100 W. Grand Ave.                | E. J. J. Schmidt    |
| Glidden Co., The (A)                                                | 1833 Seward St.                   | Z. G. Peck          |
| Goldschmitt Co., Chas. (A)                                          | 23 W. Hubbard St.                 | Chas. Goldschmitt   |
| Haines, E. H. (C)                                                   | 107 W. 31st St.                   | Mrs. E. H. Haines   |
| Harshaw Chemical Co. (B)                                            | 365 E. Illinois St.               | T. H. Petersen      |
| Haze, Inc., Harry (B)                                               | Suite 2105, 435 No. Michigan Ave. | Harry S. Haze       |
| Hercules Powder Co. (B)                                             | 332 S. Michigan Ave.              | G. F. Hogg          |
| Hilo Varnish Corp. (A)                                              | 2420 Washburn Ave.                | W. J. Cummings      |
| Hockaday Inc. (A)                                                   | 166 W. Jackson Blvd.              | O. R. Conrad        |
| Holland & Son, Inc., Harry (C)                                      | 400 W. Madison St.                | Robt. L. Holland    |
| Hooker Glass & Paint Mfg. Co. (A)                                   | 651 W. Washington Blvd.           | R. V. Thomas        |
| Hough Co., Wm. J. (C)                                               | 2545 W. Congress St.              | W. J. Hough         |
| Illinois Paint Works (A)                                            | 1034 S. Kostner Ave.              | J. A. Hanley        |
| Imperial Paper & Color Corp. Pigment Color Division (B)             | 3801 S. Ashland Ave.              | Oscar Bishop        |
| International Smelting & Refining Co. Anaconda Zinc Oxide Dept. (B) | East Chicago, Ind.                | F. O. Case          |
| Jensen, Fred. A. (C)                                                | 510 N. Dearborn St.               | Fred A. Jensen      |
| Jewel Paint & Varnish Co. (A)                                       | 345 N. Western Ave.               | Andrew Hussar       |
| Kellogg & Sons Sales Corp., Spencer (B)                             | 105 W. Adams St.                  | H. A. Swales        |
| Krebs Pigment & Color Corp. (B)                                     | 2101 Canalport Ave.               | H. E. Schreiber     |

| Firm                                         | Address                              | Representative     |
|----------------------------------------------|--------------------------------------|--------------------|
| Lavanburg Co., Fred L. (B)                   | 1605 Monadnock Block                 | Jacob Bloch        |
| Leveille, E. A. (C)                          | 608 S. Dearborn St.                  | Edward A. Leveille |
| Lewis, Edward J. (C)                         | 9 So. Clinton St.                    | Edward J. Lewis    |
| Lucas & Co., Inc., John (A)                  | 1362 W. 37th St.                     | J. B. Morrison     |
| Martin-Senour Co., The (A)                   | 2520 Quarry St.                      | W. M. Stuart       |
| Martin Varnish Co., The (A)                  | 900 W. 49th Place                    | Wells Martin       |
| Mephram & Co., Geo. S. (B)                   | 1500 So. Western Ave.                | C. W. Willis       |
| Moore & Co., Benjamin (A)                    | 415 N. Green St.                     | H. A. Melum        |
| Muralo Co. Inc., The (A)                     | 320 N. LaSalle St.                   | Milton K. Pine     |
| Murphy Varnish Co. (A)                       | 6540 S. Laramie Ave.                 | H. H. Pratt        |
| National Can Co., Inc. (B)                   | 135 So. LaSalle St.                  | T. J. Beirne       |
| National Chemical & Mfg. Co. (A)             | 3617 S. Wall St.                     | B. F. Roman        |
| National Lead Co. (B)                        | 900 W. 18th St.                      | John L. Reque      |
| New Jersey Zinc Sales Co. (B)                | 221 N. LaSalle St.                   | John Matthias      |
| Olsen & Tilgner Mfg. Co. (C)                 | 2278 Elston Ave.                     | Chas. Tilgner      |
| Paint, Oil and Chemical Review (C)           | 537 S. Dearborn St.                  | R. F. Adams        |
| Peoples Gas By-Products Corp. (C)            | 122 S. Michigan Ave.                 | H. H. Schnoor      |
| Pittsburgh Plate Glass Co. (A)               | 451 St. Clair St.                    | L. B. Huguenor     |
| Pratt & Lambert, Inc. (A)                    | 320 W. 26th St.                      | J. G. Schroeder    |
| Procter & Johnson (C)                        | 520 N. Michigan Ave.                 | Chas. H. Johnson   |
| Publicker Alcohol & Chemical Sales Corp. (B) | 323 W. Polk St.                      | J. D. Small        |
| Reardon Co., The (A)                         | 1444 W. 37th St.                     | R. E. Reardon      |
| Remien & Kuhnert Co. (C)                     | 63 W. Grand Ave.                     | Chas. H. Remien    |
| Rosenbloom Barrel & Drum Co. (C)             | 3233 W. Grand Ave.                   | R. S. Rosenbloom   |
| Scientific Oil Compounding Co., Inc. (C)     | 1637 S. Kilbourn Ave.                | Otto Eisenschiml   |
| Standard Oil Co. of Indiana (C)              | 910 S. Michigan Ave.                 | J. A. Danner       |
| Standard Varnish Works (A)                   | 2600 Federal St.                     | E. E. Day          |
| Steen Varnish Co., John A. (A)               | 327 W. 37th St.                      | L. B. Logan        |
| Stewart Co., S. H. (C)                       | 122 S. Michigan Ave.                 | S. H. Stewart      |
| Stille-Young Corp., The (A)                  | 2300 No. Ashland Ave.                | E. T. Stille       |
| Tamms Silica Co. (A)                         | 228 No. LaSalle St.                  | T. J. Peterson     |
| Titanium Pigment Corp. (B)                   | 160 E. Illinois St., Winnetka, Ill.  | K. W. Erickson     |
| Tousey Varnish Co. (A)                       | 520 W. 25th St.                      | C. R. Heagstedt    |
| United Carbon Co., Inc. (B)                  | 844 Rush St.                         | C. M. Baldwin      |
| United Color & Pigment Co. (B)               | 219 E. No. Water St.                 | Paul J. Cuenot     |
| United States Color Card Co. (C)             | 1445 W. Jackson Blvd.                | W. W. Sime         |
| United States Gypsum Co. (A)                 | 300 W. Adams St.                     | J. B. McCorkie     |
| Vanderbilt Co. Inc., R. T. (C)               | 317 Grandview Ave., Glen Ellyn, Ill. | F. C. Wright       |
| Washburn Co., T. F. (A)                      | 2244 N. Elston Ave.                  | Claude C. Smith    |
| Western Dry Color Co. (B)                    | 52nd & Wallace Sts.                  | R. M. Reed         |
| Wilson & Bennett Mfg. Co. (B)                | 6532 S. Menard Ave.                  | J. P. Moran        |
| Wishnick-Tumpeer, Inc. (B)                   | 365 E. Illinois St.                  | Jos. T. Tumpeer    |

# CINCINNATI PAINT, VARNISH AND LACQUER ASSOCIATION

|                                               |                                                           |                      |
|-----------------------------------------------|-----------------------------------------------------------|----------------------|
| President.....                                | E. A. FOY, JR.<br>(The Foy Paint Co.)                     |                      |
| Vice-President.....                           | E. J. BRADLEY                                             |                      |
| Secretary.....                                | MILTON H. NELSON<br>(Eagle-Picher Lead Co.)               |                      |
| Treasurer.....                                | HARRY Inderhees<br>(Inderhees, Trabach Paint & Glass Co.) |                      |
| Firm                                          | Address                                                   | Representative       |
| Aluminum Co. of America (B)                   | 903 Dixie Terminal Bldg.                                  | M. C. Davis          |
| American Can Co. (B)                          | 306 Second National Bank<br>Bldg.                         | J. A. Owens          |
| American Cyanamid &<br>Chemical Corp. (B)     | St. Bernard, Ohio                                         | W. B. Lambert        |
| Associated Paint Stores,<br>Inc. (C)          | 33 Main St.                                               | F. B. Thomas         |
| Ault & Wiborg Corp. (A)                       | Dana Ave., Box 17, Evanston                               | W. F. Saas           |
| Becker Varnish Co., The R. A.<br>(A)          | Langdon Farm Rd. and<br>Penn. R. R.                       | Lawrence Becker      |
| Bisbee Linseed Co. (B)                        | 49 Central Ave.                                           | C. M. Durbin         |
| Black Diamond Paint &<br>Varnish Works (A)    | 1219 Bank St.                                             | Harry I. Kleckner    |
| Boehmer Paint Co., A. L. (A)                  | 114 Pike St.,<br>Covington, Ky.                           | Louis G. Boehmer     |
| Cincinnati Varnish Co. (A)                    | Mentor & Houston Aves.,<br>Norwood                        | E. A. Foy, Jr.       |
| Continental Can Co. (B)                       | 2310 Highland Ave.,<br>Norwood                            | Reuben L. Perin      |
| Crawford Chemicals, Wilmer<br>H. (C)          | 610 Dixie Terminal<br>Bldg.                               | Wilmer H. Crawford   |
| Day Co., The J. H. (C)                        | 1144 Harrison Ave.                                        | C. J. Forester       |
| Eagle-Picher Lead Co. (B)                     | P. O. Box 860,<br>Temple Bar Bldg.                        | Joseph Hummel, Jr.   |
| Federal Color Laboratories,<br>Inc. (C)       | 4633 Forest Ave.,<br>Norwood                              | Theodore C. Kiesel   |
| Foy Paint Co., The (A)                        | Mentor & Houston Aves.,<br>Norwood                        | G. W. Schneider, Jr. |
| Fromeyer & Co., (C)                           | 606 Reading Rd.                                           | L. G. Meyer          |
| General Naval Stores Co. (C)                  | 4125 Hamilton Ave.                                        | O. E. Busener        |
| Ginn & Ginn (C)                               | 942 W. Fifth St.                                          | C. E. Ginn           |
| Glenny Glass Co., The Wm. (C)                 | 10 W. Commerce St.                                        | G. S. Stewart        |
| Hardig, Charles J. (A)                        | 1111 Harrison Ave.                                        | Chas. J. Hardig      |
| Harmeyer & Co., Henry (C)                     | 617 Monmouth St.,<br>Newport, Ky.                         | F. J. Harmeyer       |
| Imperial Paper & Color Corp.<br>(B)           | 1302 American Bldg.                                       | Malcolm J. Long      |
| Inderhees, Trabach Paint &<br>Glass Co. (A)   | 1941 Central Ave.                                         | Harry Inderhees      |
| Kellogg & Sons Inc., Spencer<br>(B)           | 925 Summer St.                                            | R. Leslie            |
| Kolbe Paint Co. (A)                           | 231 W. Fifth St.                                          | T. J. McConnell      |
| Lowe Bros. Co.,<br>Cincinnati Paint Store (A) | 37 E. Court St.                                           | W. A. Sevitts        |
| Moser Co., The Chas. (A)                      | 215 E. 9th St.                                            | Frank Schrader       |
| National Lead Co. (B)                         | 659 Freeman Ave.                                          | W. A. Dail           |
| New Jersey Zinc Sales Co. (B)                 | Guardian Bldg.,<br>Cleveland, Ohio                        | P. P. Tillinghast    |
| Perry & Derrick Co., The (A)                  | 908 Central Ave.                                          | F. J. Derrick        |

| Firm                             | Address                           | Representative       |
|----------------------------------|-----------------------------------|----------------------|
| Pittsburgh Plate Glass Co. (A)   | Court & Broadway                  | Cliff L. Simendinger |
| Price Hill Paint & Glass Co. (E) | 3631 Warsaw Ave.                  | Chas. C. Yeager      |
| Reichard-Coulston, Inc. (B)      | 608 First National Bank Bldg.     | Fred C. Sanders      |
| Roettker Co., The B. H. (C)      | 1401 Union Central Bldg.          | B. H. Roettker       |
| Saeger-Winstel Co. (E)           | 1148 Main St.                     | A. F. Winstel        |
| Shannon Co., The Edw. J. (A)     | P. O. Box 40, Norwood Sta.        | E. J. Shannon        |
| Sherwin-Williams Co. (A)         | P. O. Box 858, 6th & Main Sts.    | R. A. MacCaa         |
| Taylor Lowenstein & Co., The (C) | 605 Gerke Bldg.                   | M. J. Daly           |
| United Color & Pigment Co. (B)   | 608 First National Bank Bldg.     | J. John Richmond     |
| Williams & Co., C. K. (B)        | 1501 Euclid Ave., Cleveland, Ohio | Allyn K. Thayer      |
| Wilson Paint Co., The (A)        | 552 Main St.                      | C. Edgar Wilson      |
| Zimmerman, C. L. (C)             | N. 204 Union Terminal Bldg.       | C. L. Zimmerman      |

#### CLEVELAND PAINT, VARNISH AND LACQUER ASSOCIATION

President and Treasurer.....J. A. GEHRING  
(Pittsburgh Plate Glass Co.)  
Vice-President.....R. L. HUTCHEN  
(Passonno-Hutcheon Co.)  
Secretary.....N. W. PUTNAM  
(Imperial Paper & Color Corp.)

| Firm                                | Address                              | Representative    |
|-------------------------------------|--------------------------------------|-------------------|
| Aluminum Co. of America (B)         | 2210 Harvard Ave.                    | P. B. Hamilton    |
| American Can Co. (B)                | 1677 E. 40th St.                     | F. I. Truxall     |
| American Cyanamid Co. (B)           | Standard Bank Bldg.                  | R. B. Appleby     |
| American Oil & Paint Co. (A)        | 9915 Harvard Ave.                    | C. D. Rogers      |
| Ansbacher-Siegle Corp. (B)          | Bulkeley Bldg.                       | R. H. Coerdts     |
| Bakelite Corp. (B)                  | 7016 Euclid Ave.                     | Howard Smith      |
| Barrett Co. (C)                     | P. O. Box 360                        | J. A. Kenny       |
| Beck, Koller & Co., Inc. (B)        | 642 Terminal Tower                   | W. J. Deeks       |
| Billings-Chapin Co. (A)             | 1163 E. 40th St.                     | R. H. Dickson     |
| Binney & Smith Co. (B)              | 424 Ohio Bldg., Akron, Ohio          | F. A. Bonstedt    |
| Cleveland Paint & Color Co. (A)     | 1200 Bolivar Rd.                     | W. A. Alpers      |
| Continental Products Co. (A)        | E. 222nd & N. P. R. R., Euclid, Ohio | A. H. Mattnueller |
| Davies Can Co. (B)                  | 872 E. 72nd St.                      | W. T. Davies      |
| Davis Paint Co. (A)                 | 3509 King Ave.                       | J. D. Tracey      |
| Densol Paint Co. (A)                | P. O. Box 34, South Park, Ohio       | H. C. Marble      |
| Devine Paint & Varnish Co. (A)      | 8810 Bessemer Ave.                   | Geo. Pearce       |
| Draper Mfg. Co. (C)                 | 8806 Crane Ave.                      | C. T. Draper      |
| Drouillard Co. J. C. (C)            | 674 Rockefeller Bldg.                | J. C. Drouillard  |
| du Pont de Nemours & Co., E. I. (A) | 629 Euclid Ave.                      | R. K. Stoil       |
| Eagle Paint & Varnish Co. (A)       | 10211 Harvard Ave.                   | Otto Greene       |
| Eagle-Picher Lead Co. (B)           | Broadway & E. 9th St.                | H. B. Taylor      |
| Empire Varnish Co. (A)              | 2638 E. 76th St.                     | R. L. Hawkins     |
| Evans Lead Corp. (B)                | 2020 Keith Bldg.                     | M. V. Webber      |
| Excelsior Varnish Works Inc. (A)    | 1228 W. 74th St.                     | Geo. Vick         |

| Firm                                      | Address                           | Representative     |
|-------------------------------------------|-----------------------------------|--------------------|
| Ferbert-Schornrdorfer Co. (A)             | 12815 Elmwood Ave.                | David Andrew       |
| Forbes Varnish Co. (A)                    | 3800 W. 143rd St.                 | C. H. Reed         |
| Fuller Associates, Ralph L. (C)           | 616 St. Clair Ave.                | Carl W. Fuller     |
| Gibson-Homans Co. (A)                     | 2366 Woodhill Road                | H. O. Gibson       |
| Glidden Co. (A)                           | Madison Ave. & Berea Rd.          | Dwight P. Joyce    |
| Hale & Holmes Co. (A)                     | 2090 E. 19th St.                  | E. T. Holmes       |
| Harris Co., J. E. (A)                     | Wooster, Ohio                     | G. T. Harris       |
| Harshaw Chemical Co. (B)                  | 1945 E. 97th St.                  | L. F. Ahlman       |
| Hinz Co., J. H. (C)                       | Rockefeller Bldg.                 | J. H. Hinz         |
| Imperial Paper & Color Corp. (B)          | 535 Bulkley Bldg.                 | N. W. Putnam       |
| International Smelting & Refining Co. (B) | Akron, Ohio                       | L. G. Duncan       |
| S. C. Johnson Wax Co. (A)                 | 1220 W. 9th St.                   | W. P. Carrington   |
| Kellogg & Sons, Inc., Spencer (B)         | 3039 Berea Rd.                    | Chas. Lacey        |
| Kentucky Color & Chemical Co. (B)         | 424 Hanna Bldg.                   | R. Katz, Jr.       |
| Krebs Pigment & Color Corp. (B)           | 1238 Guardian Bldg.               | H. Kingsborough    |
| Lavanburg Co., Fred L. (B)                | 1909 Euclid Ave.                  | J. C. Hathorn, Jr. |
| Leslie Co., W. B. (C)                     | 1213 W. Third St.                 | W. B. Leslie       |
| Lino Paint Co. (A)                        | 16908 Waterloo Rd.                | A. H. Climo        |
| Moore & Co., Benj. (A)                    | 4400 E. 71st St.                  | L. A. Biddle       |
| National Lead Co. (B)                     | 1213 W. Third St.                 | C. E. Forestner    |
| New Jersey Zinc Co. (B)                   | 1531 Guardian Bldg.               | P. P. Tillinghast  |
| Ohio Mineral Spirits Co. (C)              | 3520 W. 140th St.                 | Robt. A. Weppner   |
| Passonno-Hutcheon Co. (A)                 | 9808 Meech Ave.                   | R. L. Hutcheon     |
| Patterson Sargent Co. (A)                 | 1325 E. 38th St.                  | J. K. Patterson    |
| Pioneer Mfg. Co. (A)                      | 3053 E. 87th St.                  | O. C. Wehe         |
| Pittsburgh Plate Glass Co. (A)            | 3849 Hamilton Ave.                | J. A. Gehring      |
| Sherwin-Williams Co. (A)                  | 101 Prospect Ave., N. W.          | Ray T. Crowell     |
| Smead & Small Co. (C)                     | 1630 Hanna Bldg.                  | C. L. Small        |
| Werner G. Smith Co. (B)                   | 2191 W. 110th St.                 | W. G. Smith        |
| Stewart Bros. Paint Co. (A)               | Alliance, Ohio                    | J. S. Stewart      |
| Titanium Pigment Corp. (B)                | 3625 Winchell Road                | F. R. Hodgson      |
| Tremco Mfg. Co. (A)                       | 393 E. 131st St.                  | W. C. Treuhaft     |
| Tropical Paint & Oil Co. (A)              | 1200 W. 70th St.                  | H. C. Gregg        |
| United Color & Pigment Co. (B)            | 4500 Euclid Ave.                  | Howard Goodman     |
| Upco Co. (A)                              | 4805 Lexington Ave.               | Dr. F. Selden      |
| Valentine Co. (A)                         | 2026 E. 107th St.                 | Mike Lurie         |
| Vortex Mfg. Co. (A)                       | 1978 W. 77th St.                  | J. E. String       |
| Wagenman Paint Stores Co., S. C. (A)      | 4420 Superior Ave.                | S. C. Wagenman     |
| Watt Co., A. G. (C)                       | Euclid & E. 71st St., Keith Bldg. | A. G. Watt         |
| Wishnick-Tumpeer Co., Inc. (B)            | 616 St. Clair Ave.                | C. A. Hemingway    |
| Wooster Brush Co. (B)                     | Wooster, Ohio                     | Clifford P. Foss   |

#### COLORADO PAINT, VARNISH AND LACQUER ASSOCIATION DENVER

|                |                                                |
|----------------|------------------------------------------------|
| President      | LEO T. HANIGAN<br>(Benjamin Moore & Co.)       |
| Vice-President | A. G. HARDY<br>(Pittsburgh Plate Glass Co.)    |
| Secretary      | ARNOLD B. OLSEN<br>(Kohler-McLister Paint Co.) |
| Treasurer      | H. M. BARTON<br>(Mountain & Plain Paint Co.)   |

| Firm                              | Address                                 | Representative    |
|-----------------------------------|-----------------------------------------|-------------------|
| American Can Company (B)          | 2425 Blake St.                          | W. A. Landgraf    |
| Brooks, Henry F. (C)              | University Bldg.                        | H. F. Brooks      |
| Cassidy-Hicks Wall Paper Co.      |                                         |                   |
| (C)                               | 1721 Lawrence St.                       | Charles Cassidy   |
| Colorado Paint Co. (A)            | 3551 Blake St.                          | Don M. Lemon      |
| Continental Can Co. (B)           | 241 S. Cherokee St.                     | C. V. Beales      |
| Denver Fire Clay Co. (C)          | 1746 Champa St.                         | J. Claire Evans   |
| Devos & Reynolds Co. (A)          | 1640 Arapahoe St.                       | Walter M. Ramer   |
| Florman Mfg. Co. (A)              | <del>677 S. Clifton St.</del>           | A. Will Mayer     |
| General Paint Corp. (A)           | 1650 Arapahoe St.                       | R. E. Stanford    |
| Herr, Louis H. (C)                | 937 Garfield                            | Louis H. Herr     |
| Judy, Wm. C. (C)                  | 1708 16th St.                           | Wm. C. Judy       |
| Kohler-McLister Paint Co. (A)     | 1275 Osage Ave.                         | Frank McLister    |
| McMurtry Mfg. Co. (A)             | 1533 Arapahoe St.                       | W. R. McFarland   |
| Moore & Co., Benjamin (A)         | P. O. Box 1888,<br>2500 Walnut St.      | Frank A. Traylor  |
| Mountain & Plain Paint Co.        |                                         |                   |
| (A)                               | 1624 Arapahoe St.                       | H. M. Barton      |
| Murphy Varnish Co. (A)            | 1400 Wadsworth St.,<br>Edgewater, Colo. | W. E. Weldon      |
| National Lead Co. (B)             | Gas and Electric Bldg.                  | W. B. Sale        |
| Pittsburgh Plate Glass Co. (A)    | 2519 Walnut St.                         | A. G. Hardy       |
| Sherwin-Williams Co. (A)          | 1632 Arapahoe St.                       | R. J. Foley       |
| Thompson-Hayward Chemical Co. (C) | 2232 Blake St.                          | Kenneth E. Dunham |
| West Coast Kalsomine Co. (A)      | 1067 Gas and Elec. Bldg.                | Clifford Woodland |

#### COLUMBUS PAINT, VARNISH AND LACQUER ASSOCIATION

President.....J. J. ANGLIM  
(The B. & A. Paint Co.)  
Vice-President.....F. M. BARTON  
(American Zinc Sales Co.)  
Secretary-Treasurer.....F. M. BARTON  
(American Zinc Sales Co.)

| Firm                                       | Address               | Representative  |
|--------------------------------------------|-----------------------|-----------------|
| American Zinc Sales Co. (B)                | P. O. Box 327         | F. M. Barton    |
| Dean & Barry Co. (A)                       | 296 No. Water St.     | R. S. McKay     |
| Du Pont de Nemours Co., Inc.,<br>E. I. (A) | 191 South High St.    | H. E. MacCleary |
| Eagle-Picher Lead Co. (B)                  | 255 Piedmont Rd.      | Louis Forney    |
| Frey-Yenkin Paint Co. (A)                  | 251 No. Sandusky St.  | A. Yenkin       |
| Hanna Paint Mfg. Co. (A)                   | 95 W. Long St.        | J. Robinson     |
| Johnston Paint Co., R. F. (A)              | 78 E. Gay St.         | Lee Staberman   |
| Lowe Bros. Co. (A)                         | 124 E. Long St.       | H. L. Dougherty |
| Marietta Paint & Color Co. (A)             | 60 Chestnut St.       | L. D. Mathews   |
| National Lead Co. (B)                      | 182 So. Westgate Ave. | Chas. Nebel     |
| Pittsburgh Plate Glass Co. (A)             | 324 E. Second Ave.    | Emil Rueckel    |
| Sherwin-Williams Co. (A)                   | 60 E. Gay St.         | H. V. Dodge     |

#### DETROIT PAINT, VARNISH AND LACQUER ASSOCIATION

President.....J. B. BOND  
(Berry Bros., Inc.)  
Vice-President.....WM. T. UTLEY  
(Ditzler Color Co.)  
Secretary.....W. H. HASSE  
(Imperial Paper & Color Co.)  
Treasurer.....E. W. FARMER  
(Dibble Color Co.)

| Firm                               | Address       | Representative |
|------------------------------------|---------------|----------------|
| Aluminum Company of<br>America (B) | 3311 Dunn St. | S. H. Knowlton |

| Firm                            | Address                       | Representative   |
|---------------------------------|-------------------------------|------------------|
| American Can Co. (B)            | 4260 Russell St.              | R. M. Sebring    |
| Baker & Collinson (C)           | 6543 Georgia Ave.             | Verner Collinson |
| Beck, Koller & Co. (B)          | 601 Woodward Heights Blvd.    |                  |
|                                 | Ferndale Sta.                 | H. Riechhold     |
| Berry Bros., Inc. (A)           | 211 Leib St.                  | J. B. Bond       |
| Continental Can Co. (B)         | 1900 E. Jefferson Ave.        | A. H. Green      |
| Cook Paint & Varnish Co. (A)    | 3201 Bourke St.               | L. H. Garrett    |
| Detroit Assn. of Credit Men (C) | 9th Floor, Detroit Bank Bldg. | L. E. Phelan     |
| DeVilbiss Co. (B)               | 2865 E. Grand Blvd.           | H. M. Hansen     |
| Dibble Color Co. (A)            | 1497 E. Grand Blvd.           | E. W. Farmer     |
| Ditzler Color Co. (A)           | 8000 W. Chicago Blvd.         | E. R. Hoag       |
| Donahue Varnish Works, F. J.    |                               |                  |
| (A)                             | Knoedell and D. T. R. R.      | Martin Peters    |
| Eagle-Picher Sales Co., The (B) | 1627 W. Fort St.              | F. R. Zeiss      |
| Ecclestone Chemical Co., E. C.  |                               |                  |
| (C)                             | 2675 Guoin St.                | E. C. Ecclestone |
| Frazer Paint Co. (A)            | 2475 Hubbard Ave.             | W. E. Hanes      |
| Gagnier Paint Co. (E)           | 166 E. Congress St.           | N. H. Doughty    |
| Hercules Powder Co. (B)         | 804 New Center Bldg.          | P. S. Robb       |
| Hess Co., Chas. W. (C)          | 1900 E. Jefferson Ave.        | Chas. W. Hess    |
| Imperial Paper & Color Corp.    |                               |                  |
| (B)                             | 2842 W. Grand Blvd.           | W. H. Hasse      |
| Kellogg & Sons, Inc., Spencer   |                               |                  |
| (B)                             | 1025 Dime Bank Bldg.          | J. A. Miller     |
| Matteson, M. R. (C)             | 403 W. Baltimore Ave.         | M. R. Matteson   |
| Moser & Son, Inc., George E.    |                               |                  |
| (C)                             | 2363 Penobscot Bldg.          | Geo. E. Moser    |
| National Lead Co. (B)           | 1607 Howard St.               | W. F. Search     |
| Pittsburgh Plate Glass Co. (A)  | 6045 Hamilton St.             | R. S. Wessles    |
| Plastic Products Co. (A)        | 6475 Georgia Ave.             | R. S. Collins    |
| Schroeder Paint & Glass Co.     |                               |                  |
| (E)                             | 12th and Antoinette Sts.      | H. J. Woodlock   |
| Seibert Varnish Co. (A)         | 6455 Strong Ave.              | G. M. Seibert    |
| Standard Oil Co. of Indiana     |                               |                  |
| (C)                             | 1011 Fourth St.               | J. M. Miller     |
| Stark Co., J. W. (C)            | 804 New Center Bldg.          | E. Stark         |
| Terminal Sales Corp. (C)        | 1627 W. Fort St.              | E. W. Jamieson   |
| Truscon Laboratories (A)        | Caniff & G. T. R. R.          | Dr. R. A. Plumb  |
| Western Rosin & Turpentine      |                               |                  |
| Co. (C)                         | 6512 E. Palmer Ave.           | S. S. Thomas     |
| White Star Refining Co. (C)     | 903 W. Grand Blvd.            | K. H. White      |

# GOLDEN GATE PAINT, VARNISH AND LACQUER ASSOCIATION

President.....R. P. PRENTYS  
(National Lead Co.)

Vice-President.....W. J. SOHLINGER  
(E. I. du Pont de Nemours Co.)

Secretary-Treasurer.....H. L. MINER  
(The California Ink Co., Inc.)

Executive Secretary.....FRANK L. HATCH  
(Hearst Bldg.)

SAN FRANCISCO

| Firm                         | Address            | Representative   |
|------------------------------|--------------------|------------------|
| Abbot-Walls Agencies (C)     | 210 California St. | S. L. Abbot, Jr. |
| Aluminum Co. of America (B)  | Rialto Bldg.       | H. W. Flye       |
| American Can Co. (B)         | 111 Sutter St.     | A. C. Webb       |
| American Distilling Co., The |                    |                  |
| (C)                          | 369 Pine St.       | E. F. Greenwood  |
| American Marine Paint Co.    |                    |                  |
| (A)                          | 311 California St. | John Parker      |
| American Sponge & Chamois    |                    |                  |
| Co., Inc. (C)                | 809 Montgomery St. | Samuel C. Ness   |



| Firm                                                     | Address                                 | Representative        |
|----------------------------------------------------------|-----------------------------------------|-----------------------|
| Ansbacher-Siegle Corp. (B)                               | 417 Market St.                          | L. B. Levy            |
| Associated Oil Co. (C)                                   | 79 New Montgomery St.                   | J. M. Evans           |
| Barrett Co., The (C)                                     | 116 New Montgomery St.                  | Western Logan         |
| Beck, Koller Co., Inc. (B)                               | 350 Townsend St.                        | E. N. Fitzgerald      |
| Binks Mfg. Co. (B)                                       | 923 Harrison St.                        | E. E. Meyer           |
| Bowles Printing Corp. (B)                                | 75 Third St.                            | Sam O. Bowles         |
| Braun-Knecht-Heimann Co. (C)                             | 584 Mission St.                         | A. M. Oppedal         |
| Browning Co., Edgar S., (C)                              | 1515 Third St.                          | Edgar S. Browning     |
| Butcher Co., L. H. (C)                                   | 15th and Vermont Sts.                   | S. L. Schwartz        |
| California Ink Co., Inc., The (A)                        | 545 Sansome St.                         | H. L. Miner           |
| Carbide & Carbon Chemicals Corp. (C)                     | 114 Sansome St.                         | Matthew H. Scott      |
| Chemical & Pigments Co., Inc., The (B)                   | 766 50th Ave.,<br>Oakland, Calif.       | E. R. Williams        |
| Commercial Solvents Corp. (C)                            | 110 Sutter St.                          | E. W. Bacigalupi      |
| Continental Can Co., Inc. (B)                            | 155 Montgomery St.                      | Thompson Merrick      |
| Danerbaum Paint Co. (A)                                  | 285 Vallejo St.                         | Mrs. Coma Dannenbaum  |
| De Vilbiss Co., The (B)                                  | 831 Howard St.                          | C. E. Fosier          |
| Dill, Marshall (C)                                       | 510 Montgomery St.                      | Marshall Dill         |
| Duncan Co., C. L. (C)                                    | 1001 17th St.                           | C. L. Duncan          |
| Dunne Co., Frank W. (A)                                  | 41st and Linden Sts.                    | J. G. Reynolds        |
| Du Pont de Nemours & Co., E. I. (A)                      | 601 Third St.                           | W. J. Sohlinger       |
| Fibreboard Products Co., Inc. (C)                        | 710 Russ Bldg.                          | M. R. Baruh           |
| Fuller & Co., W. P. (A)                                  | 301 Mission St.                         | W. P. Fuller, Jr.     |
| General Paint Corp. (A)                                  | 2627 Army St.                           | O. S. Orrick          |
| Glidden Co. of California, The (A)                       | 1300 Seventh St.                        | T. H. Zappert         |
| Goldberg Paint Co., Garrett M., (A)                      | 1019 Mission St.                        | G. M. Goldberg        |
| Hercules Powder Co. (B)                                  | Standard Oil Bldg., 225 Bush St.        | H. F. Kolb            |
| Hydro-Carbon Companies (A)                               | 1067 Monadnock Bldg.,<br>681 Market St. | F. E. Hawkes          |
| Imperial Paper & Color Corp. (B), Pigment Color Division | 85 Second St.                           | F. A. Anderson        |
| Jones & Co., Howard F. (C)                               | 170 Division St.                        | Howard F. Jones       |
| Lacquer Chemicals, Inc. (C)                              | 624 California St.                      | Richard N. Nason, Jr. |
| Martin, Hoyt & Milne (C)                                 | Merchants Exchange Bldg.                | W. J. Hoyt            |
| Mathews Paint Co. (A)                                    | 1155 Mission St.                        | C. W. Rensink         |
| Monsanto Chemical Co. (B)                                | 373 Brannan St.                         | Chas. L. Fetzner      |
| Muralo Co., Inc., The (A)                                | 447 Hampshire St.                       | Arthur A. Baker       |
| Murphy Varnish Co. (A)                                   | 1073 Howard St.                         | W. M. Powers          |
| Nason & Co., R. N. (A)                                   | 151 Potrero Ave.                        | W. W. Holt            |
| National Lead Co. (B)                                    | 2240-24th St.                           | R. P. Prentys         |
| New Jersey Zinc Sales Co. (B)                            | 1205 Merchants Exch. Bldg.              | R. S. Beall           |
| Pacific Paint & Varnish Co. (A)                          | 544 Market St.                          | L. M. DuCommun        |
| Pacific Vegetable Oil Corp. (B)                          | 82 Townsend St.                         | B. T. Rocca           |
| Paraffine Cos., Inc., (A)                                | 475 Brannan St.                         | L. K. Bishop          |
| Peabody & Co., Henry W. (C)                              | 230 California St.                      | G. A. Gumbrecht       |
| Pitts & Loughlin (C)                                     | 311 California St.                      | W. C. Loughlin        |
| Pittsburgh Plate Glass Co. (A)                           | 1125 Castro St., Oakland, Calif.        | H. E. Post            |
| Pittsburgh Plate Glass Co. Rennous-Kleinle Div. (A)      | 420 Market St.                          | R. R. Roberts         |
| Reardon Co. of California, The (A)                       | 1848 Campbell St.,<br>Oakland, Calif.   | J. G. Hoehn           |
| Schmidt Lithograph Co. (C)                               | 461 Second St.                          | Herbert J. Cardoza    |
| Schumann, Al (C)                                         | 24 California St.                       | Al Schumann           |
| Sherwin-Williams Co. (A)                                 | Emeryville, Calif.                      | L. W. Woicott         |

| Firm                               | Address                              | Representative    |
|------------------------------------|--------------------------------------|-------------------|
| Snow Brokerage Co., The (C)        | 311 California St.                   | Wesley Willson    |
| Socony Paint Products Co. (A)      | 417 Montgomery St.                   | A. M. Christianer |
| Standard Oil Co. of Calif. (C)     | 225 Bush St.                         | J. D. Tahaney     |
| Synthetic Iron Color Co. (B)       | P. O. Box 1157,<br>Richmond, Calif.  | N. M. Zoph        |
| U. S. Bronze & Powder Works<br>(B) | 494 32nd Ave.                        | Chas. Hildebrand  |
| Western Can Co. (C)                | 17th & Rhode Island Sts.             | H. A. Vincent     |
| West Coast Kalsomine Co. (A)       | 5th & Grayson Sts., Berkeley, Calif. |                   |
| West Coast Paint Co. (A)           | 501 Sixth St.                        | Earl J. Beedle    |
| Williams Co., C. K. (B)            | Emeryville, Calif.                   | Verne Frazee      |
| Wisher, Otto F. (C)                | 140 Spear St.                        | Otto F. Wisher    |
| Wood Company, Paul W. (C)          | 447 Hampshire St.                    | Paul W. Wood      |
| Yates & Smart Paint Co. (A)        | 2255 Folsom St.                      | Jas. G. Yates     |

#### INDIANAPOLIS PAINT, VARNISH AND LACQUER ASSOCIATION

President.....W. H. GERKE  
(Sargent-Gerke Co.)

Vice-President.....EMMETT KELLY  
(Advance Paint Co.)

Secretary-Treasurer.....H. E. HOWE  
(American Can Co.)

| Firm                                  | Address                                 | Representative   |
|---------------------------------------|-----------------------------------------|------------------|
| Advance Paint Co. (A)                 | 545 W. Abbott St.                       | J. J. Minta      |
| Aluminum Co. of America (B)           | 611 Merchants Bank Bldg.                | G. L. Brinkworth |
| American Can Co. (B)                  | 1610 Merchant Bank Bldg.                | H. E. Howe       |
| Burdal Co. A. The (A)                 | 206 So. Capitol Ave.                    | Jesse Mitchell   |
| Carter Paint Co. (A)                  | Liberty, Ind.                           | C. D. Porter     |
| Eagle-Picher Lead Co. (B)             | 328 W. Church St.,<br>Oxford, Ohio      | D. A. Sexton     |
| Hoffman, August (C)                   | 1007 Majestic Bldg.                     | August Hoffman   |
| Indiana Naval Stores Co. (C)          | 403 W. 17th St.                         | Theodore Corbin  |
| Indianapolis Paint & Color Co.<br>(A) | 640 No. Capital Ave.                    | B. J. Smith      |
| Lilly Varnish Co. (A)                 | 866 So. California St.                  | W. I. Longworth  |
| Marion Paint Co. (A)                  | 366 So. Meridian St.                    | John Utley       |
| National Lead Co. (B)                 | 1385 Burnette Ave.,<br>Cincinnati, Ohio | P. B. Sullivan   |
| Perfection Paint & Color Co.<br>(A)   | 715-19 E. Maryland St.                  | George Gable     |
| Pittsburgh Plate Glass Co. (A)        | 59 So. State St.                        | P. G. King       |
| Sargent-Gerke Co., The (A)            | 323 W. 15th St.                         | W. H. Gerke      |
| Sargent Paint Co., Harry G.<br>(A)    | 33-35 No. East St.                      | H. G. Sargent    |

#### KANSAS CITY PAINT, VARNISH AND LACQUER ASSOCIATION

President.....RALPH R. DOAK  
(Devoe & Reynolds Co., Inc.)

Vice-President.....L. O. HAWKINSON  
(Davis Paint Co.)

Secretary.....A. A. SHERWOOD  
(Bertram Naphtha Co.)

Treasurer.....CHAS. S. ROSS  
(Abner Hood Chemical Co.)

| Firm                        | Address                  | Representative |
|-----------------------------|--------------------------|----------------|
| Aluminum Co. of America (B) | 2306 Power & Light Bldg. | F. H. Bentley  |
| American Can Co. (B)        | North Kansas City, Mo.   | H. U. Williams |

| Firm                              | Address                       | Representative   |
|-----------------------------------|-------------------------------|------------------|
| Battenfeld Grease & Oil Corp.     |                               |                  |
| (A)                               | 3148 Roanoke Rd.              | P. C. Battenfeld |
| Bertram Naptha Co. (C)            | 3333 Roanoke Rd.              | Bert Bertram     |
| Continental Can Co. (B)           | 1400 Guinotte Ave.            | H. A. Rapelye    |
| Cook Paint & Varnish Co. (A)      | No. Kansas City, Mo.          | Jasen Jones      |
| Davis Paint Co. (A)               | 14th & Iron Sts.              |                  |
|                                   | No. Kansas City, Mo.          | L. O. Hawkinson  |
| DeVilbiss Co. (B)                 | 606 City Bank Bldg.           | H. J. Snyder     |
| Devoe & Raynolds Co. (A)          | 2115 Grand Ave.               | Ralph R. Doak    |
| Eagle-Picher Lead Co. (B)         | 27 Southwest Blvd.            | D. L. Morton     |
| Great Western Paint Mfg. Co.      |                               |                  |
| (A)                               | 1207 W. 11th St.              | F. N. Redheffer  |
| Abner Hood Chemical Co. (C)       | 107 Montgall St.              | Chas. Ross       |
| Johnson & Son, S. C. (A)          | 2435 McGee St.                | W. D. Hanchey    |
| Minnesota Mining & Mfg. Co.       |                               |                  |
| (A)                               | 1623 Pine St.                 |                  |
|                                   | St. Louis Missouri            | Chas. Plummer    |
| National Lead Co. (B)             | 1406 W. 13th St.              | Chas. Haas       |
| Pittsburgh Plate Glass Co. (A)    | 5th & Wyandotte               | Frank E. Dugan   |
| Seidlitz Paint & Varnish Co.      |                               |                  |
| (A)                               | 18th & Garfield Sts.          | C. N. Seidlitz   |
| Sewall Paint & Varnish Co.        |                               |                  |
| (A)                               | 1009 W. 8th St.               | Ross Kyger       |
| Sherwin-Williams Co. (A)          | 1400 St. Louis St.            | H. A. Higgins    |
| Taylor, A. P. (C)                 | Huntzinger Bldg.              | A. P. Taylor     |
| Thompson-Hayward Chemical Co. (C) | 2915 Southwest Blvd.          | J. F. Cavanaugh  |
| Waggener Paint Co. (A)            | 10th Ave. and Burlington Sts. |                  |
|                                   | North Kansas City, Missouri   | A. W. Cook       |

#### LOS ANGELES PAINT, VARNISH AND LACQUER ASSOCIATION

President.....DEAN MORGAN  
(Sillers Paint & Varnish Co.)

Vice-President.....J. E. BAUER  
(J. E. Bauer Co.)

Secretary.....G. P. LAMBERTON  
(511 Chamber of Commerce Bldg.)

Treasurer.....L. F. PERRINE  
(General Paint Corp.)

| Firm                                   | Address                  | Representative  |
|----------------------------------------|--------------------------|-----------------|
| Abbott Jr., Co., S. L. (C)             | 800 Santa Fe Ave.        | Joe Ellsworth   |
| American Can Co. (B)                   | 4871 Santa Fe Ave.       | Tom Creswick    |
| American Cyanamid & Chemical Corp. (B) | Azusa, Calif.            | John Stone      |
| Bauer Co., J. E. (A)                   | 1021 No. Mission Rd.     | J. E. Bauer     |
| Bradley Paint Co., E. A. (A)           | 3208 Union Pacific Blvd. | E. A. Bradley   |
| Braun Corp. (C)                        | 2280 E. 15th St.         | H. J. Bensinger |
| Brown Co., Andrew (A)                  | 5431 So. Riverside Drive | Andrew Brown    |
| Butcher Co., L. H. (C)                 | 2030 Bay St.             | Ray Kramer      |
| California Hardware Co. (C)            | 500 E. First St.         | C. W. Fulkerson |
| Continental Can Co. (B)                | 3820 Union Pacific Blvd. | Jack Quenell    |
| Dahl Co., S. T. (C)                    | 2446 Hunter St.          | S. T. Dahl      |
| Duncan Co., C. L. (C)                  | 918 E. 61st St.          | E. P. McKeegan  |
| Du Pont de Nemours Co., Inc.           |                          |                 |
| E. I. (A)                              | 2424 E. Eighth St.       | Chas. Minning   |
| Finch, Ltd., Leon (A)                  | 750 E. 59th St.          | Leon Finch      |
| Fuller & Co., W. P. (A)                | 135 N. Los Angeles St.   | H. B. Wilson    |
| General Paint Corp. (A)                | 544 Mateo St.            | L. F. Perrine   |
| Glidden Co., The (A)                   | 1134 S. Main St.         | G. S. Sturgis   |
| Graphic Arts Press (C)                 | 631 Alpine St.           | Joseph Distaso  |

| Firm                                        | Address                                     | Representative     |
|---------------------------------------------|---------------------------------------------|--------------------|
| Industrial Oil Products Corp.<br>(C)        | 5641 So. Riverside Drive                    | Warren Loud        |
| Krebs Pigment & Color Corp.<br>(B)          | 918 E. 61st St.                             | J. W. Cronin       |
| Laucks, Inc., I. F. (A)                     | 2456 Enterprise St.                         | Syd Tucker         |
| Lynch & Co., A. J. (C)                      | 2424 Enterprise St.                         | Wesley Cadwalder   |
| McCloskey Varnish Co. (A)                   | 5501 E. Slauson Ave.                        | E. R. Edgeworth    |
| McKeegan Co., E. P. (C)                     | 2472 Hunter St.                             | John Day           |
| Martin-Senour Co. (A)                       | 3160 E. Pico Blvd.                          | Art Sconberg       |
| Mathews Paint Co., Inc. (A)                 | 219 So. Los Angeles St.                     | Joe Kelleher       |
| Mefford Chemical Co. (C)                    | 1026 Santa Fe Ave.                          | H. A. Mefford      |
| Muralo Co. (A)                              | 1128 Rimpau Blvd.                           | Tom Cox            |
| Nason & Co., R. N. (A)                      | 1029 So. Grand Ave.                         | L. P. Cole         |
| National Lead Co. (B)                       | 932 Wilson St.                              | H. S. Irwin        |
| New Jersey Zinc Sales (B)                   | 1807 E. Ninth St.                           | Art Wolfe          |
| North American Paint &<br>Chemical Co. (A)  | 719 E. 61st St.                             | H. C. McClellan    |
| Oakley Paint Mfg. Co. (A)                   | 727 Antonia St.                             | R. H. Oakley       |
| Pitts & Laughlin (C)                        | 718 E. 60th St.                             | S. Y. Pitts        |
| Pittsburgh Plate Glass Co. (A)              | 7312 Maie Ave.                              | R. S. Richter      |
| Premier Oil & Lead Works (A)                | 3950 Medford St.                            | E. C. Bishop       |
| Progressive Varnish Works<br>(A)            | 3137 E. 26th St.                            | Porter M. Waldron  |
| Reardon Co., The (A)                        | 526 S. Alameda St.                          | L. A. McLean       |
| Scriven & Quinn (A)                         | 1366 Willow St.                             | C. E. Burge        |
| Sewall Paint & Varnish Co.<br>(A)           | 1009 W. Eighth St.<br>Kansas City, Missouri | Chas. E. Kimpel    |
| Sherwin-Williams Co. (A)                    | 3170 E. Pico Blvd.                          | F. W. Wansner      |
| Sillers Paint & Varnish Co.<br>(A)          | 831 E. 61st St.                             | Dean Morgan        |
| Socony Paint Products Co. (A)               | 2525 E. 37th St.                            | R. P. Sibley       |
| Standard Oil Co. (C)                        | 605 W. Tenth St.                            | S. S. Miller       |
| Superior Paint & Lacquer<br>Works (A)       | 6229 Maywood Ave.                           | H. Holtzlander     |
| Tibbetts-Westerfield Paint Co.,<br>Inc. (A) | 6901 So. Stanford Ave.                      | Chas. Westerfield  |
| Trojan Lacquer Co. (A)                      | 653 S. Anderson St.                         | R. T. V. Lindanger |
| Union Hardware & Metal Co.<br>(C)           | 411 E. First St.                            | T. D. Parker       |
| U. S. Industrial Alcohol Co.<br>(C)         | 1216 Broadway Arcade<br>Bldg.               | W. W. Haughy       |
| West Coast Kalsomine Co. (A)                | 3253 E. 26th St.                            | R. H. Linley       |
| Western Paint Review (C)                    | 407 E. Pico Blvd.                           | Scott Mace         |
| Western Press, The (C)                      | 443 So. San Pedro St.                       | F. H. Savelle      |
| Western Talc Co. (C)                        | 1901 E. Slauson Ave.                        |                    |

#### LOUISVILLE PAINT, VARNISH AND LACQUER ASSOCIATION

President ..... OTTO MILETI  
(Chas. R. Long, Jr. Co.)  
Vice-President..... HARRY SCHAEFER  
(The Schaefer Co.)  
Secretary-Treasurer..... W. R. FRITSCH  
(Kentucky Color & Chemical Co.)

| Firm                    | Address            | Representative |
|-------------------------|--------------------|----------------|
| American Can Co. (B)    | 301 Columbia Bldg. | J. F. Sullivan |
| Anaconda Sales Co. (B)  | 209 E. Main St.    | L. G. Street   |
| Blatz Paint Co. (A)     | 319 So. Shelby St. | Chas. A. Blatz |
| Bridges-Smith & Co. (A) | 227 W. Market St.  | Bodley Booker  |

| Firm                                       | Address                     | Representative     |
|--------------------------------------------|-----------------------------|--------------------|
| Commercial Solvents Corp., of Delaware (C) | 1278 Bassett Ave.           | Thos. H. Gillessey |
| Eagle-Picher Lead Co. (B)                  | Browns Lane                 | Jos. Coffey        |
| Jones-Dabney Co. (A)                       | 1481 S. 11th St.            | O. P. Moss         |
| Kentucky Color & Chemical Co. (B)          | South of Bank St.           | W. R. Fritsch      |
| Kurfees Paint Co., J. F. (A)               | Brook & Market Sts.         | Henry Craft        |
| Lewis & Co. (C)                            | 14th & Maple Sts.           | Harry Carnighan    |
| Long, Jr. Co., Chas. R. (A)                | 1630 W. Hill St.            | Otto Milet         |
| Louisville Varnish Co. (A)                 | Floyd St. & Eastern Parkway | Mike Klarer        |
| Marcus Co., Edw. H. (E)                    | 235 E. Market St.           | H. W. Marcus       |
| Merchants & Mfrs. Paint Co. (A)            | 108 So. Second St.          | J. T. Menefee      |
| National Lead Co. (B)                      | Heyburn Bldg.               | Geo. B. Carney     |
| Peaslee-Gaulbert Corp. (C)                 | 226 No. 15th St.            | I. B. Bryant       |
| Peaslee-Gaulbert Paint & Varnish Co. (A)   | 223 N. 15th St.             | Mr. Fitzpatrick    |
| Pittsburgh Plate Glass Co. (A)             | 16th & Main Sts.            | H. C. Nowell       |
| Porter Paint Co. (A)                       | 14th & Cedar                | Paul Eitel         |
| Progress Paint Mfg. Co. (A)                | 826 W. Main St.             | Harry Strassel     |
| Reliance Varnish Co. (A)                   | 915 E. Kentucky St.         | Mr. Hughes         |
| Schaefer Varnish Co. (A)                   | 15th & Magnolia Sts.        | Ralph Schaefer     |
| Tabler, Wm. B., (C)                        | 2923 Riedling Drive         | Wm. B. Tabler      |
| U. S. Industrial Alc. Sales Corp. (C)      | 1373 Lexington Road         | Mr. Hogan          |

#### MEMPHIS PAINT, VARNISH AND LACQUER ASSOCIATION

President.....W. T. ARRINGTON  
(Harry C. Smith Co.)

Vice-President.....COL. G. W. HOUSE  
(DeSoto Paint & Varnish Co.)

Secretary.....W. A. VIA  
(Sherwin-Williams Co.)

Treasurer.....RICHARD ASBURY  
(Pittsburgh Plate Glass Co.)

| Firm                                    | Address                            | Representative   |
|-----------------------------------------|------------------------------------|------------------|
| De Soto Paint & Varnish Co. (A)         | E. Ry. Ave.                        | Col. G. W. House |
| Du Pont de Nemours Co., Inc., E. I. (A) | 62 So. Second St.                  | R. H. Lloyd      |
| Eagle-Picher Lead Co. (B)               | Temple Bar Bldg., Cincinnati, Ohio | Mr. Clark        |
| Farrell-Calhoun Co. (A)                 | 24 S. Second St.                   | J. J. Farrell    |
| Lucas & Co., Inc., John (A)             | 115 Union Ave.                     | E. M. Johnson    |
| National Lead Co. (B)                   | 271 Pasadena Place                 | John E. Kelly    |
| Pittsburgh Plate Glass Co. (A)          | 435 Madison Ave.                   | J. E. Hooks      |
| Sherwin-Williams Co. (A)                | 121 Union Ave.                     | W. A. Via        |
| Smith Co., Inc., Harry C. (C)           | 556 Suzette St.                    | W. T. Arrington  |
| True-Tagg Paint Co. (A)                 | 442 No. Third St.                  | M. G. Heins      |

#### MILWAUKEE PAINT, VARNISH AND LACQUER ASSOCIATION

President.....W. H. EASTMAN  
(Wm. O. Goodrich Co.)

Vice-President.....WM. LINNELL  
(Pittsburgh Plate Glass Co.)

Secretary-Treasurer.....RICHARD FERGUSON  
(Ricketson Mineral Color Works)

| Firm                        | Address           | Representative  |
|-----------------------------|-------------------|-----------------|
| Aluminum Co. of America (B) | 735 N. Water St.  | A. R. Van Vorst |
| Bonn Paint Co., Henry (C)   | 1112 W. Vliet St. | Henry Bonn, Sr. |

| Firm                              | Address                                    | Representative    |
|-----------------------------------|--------------------------------------------|-------------------|
| Continental Can Co., Inc. (B)     | 1704 E. Marion St.                         | Geo. O. Thacker   |
| Dau Paint Co., Frank (C)          | 929 N. 3rd St.                             | Emil Schwab       |
| Eagle-Picher Lead Co. (B)         | 1228 E. Juneau Ave.                        | R. R. McGregor    |
| Esser Co., T. C. (A)              | 3107 Galena St.                            | Ambrose Esser     |
| Geuder, Paescke & Frey Co. (C)    | 15th & St. Paul Ave.                       | H. J. Thelen      |
| Goodrich Co., W. O. (C)           | 30th & Hopkins Sts.                        | W. H. Eastman     |
| Griswold, P. J. (C)               | 231 W. Wisconsin Ave.                      | P. J. Griswold    |
| Hercules Powder Co. (B)           | 5228 No. Hopkins St.                       | H. G. Hemman      |
| Hooker Glass & Paint Co. (A)      | 602 North Broadway                         | Arthur D. Cassin  |
| Illing Co., Harold T. (C)         | 5120 W. State St.                          | H. T. Illing      |
| Mautz Paint & Varnish Co. (A)     | 939 E. Washington Ave., Madison, Wisconsin | Bernard Mautz     |
| Metro-Nite Co. (C)                | 1529 E. Hartford Ave.                      | Edwin Copps       |
| Mohns Bros., Co. (C)              | 1751 N. Third St.                          | John P. Mohns     |
| National Lead Co. (B)             | 1534 So. First St.                         | P. W. Ruppert     |
| Parker & Sons, Ira (A)            | Oshkosh, Wis.                              | Ira Parker, Jr.   |
| Patek Bros. (A)                   | 226 No. Water St.                          | Walter O. Schwarz |
| Phelan-Faust Paint Mfg. Co. (A)   | 3733 W. North Ave.                         | Elmer Dahlke      |
| Pittsburgh Plate Glass Co. (A)    | 820 Market St. No.                         | W. M. Linnell     |
| Pratt & Lambert, Inc. (A)         | 1568 W. Pierce St.                         | Frank B. Cooper   |
| Pritzlaff Hardware Co. (C)        | 333 N. Plankinton Ave.                     | F. S. Huntoon     |
| Ricketson Mineral Color Works (C) | 229 E. Wisconsin Ave.                      | R. L. Ferguson    |
| Roth, Frederick (C)               | 2615 N. Third St.                          | Fred Roth         |
| Sherwin-Williams Co. (A)          | 746 No. Third St.                          | L. M. Scott       |
| Solar Corp. (A)                   | 644 West Bruce St.                         | V. P. Lamm        |
| Wisconsin Paint Mfg. Co. (A)      | 3710 Richards St. No.                      | E. A. Bentzen     |
| Zummach Co., Inc., Wm. F. (A)     | 120 East Mineral St.                       | M. W. Leep        |

#### MINNEAPOLIS-ST. PAUL PAINT, VARNISH AND LACQUER ASSOCIATION

|                     |                                                |
|---------------------|------------------------------------------------|
| President.....      | B. F. ROBERTSON<br>(Farwell, Ozmun, Kirk Co.)  |
| Vice-President..... | S. C. SORENSON<br>(Archer-Daniels-Midland Co.) |
| Secretary.....      | W. F. HOLEN<br>(W. H. Barber Co.)              |
| Treasurer.....      | F. M. FRENZEL<br>(Maendler Brush Mfg. Co.)     |

#### MINNEAPOLIS

| Firm                              | Address                                | Representative   |
|-----------------------------------|----------------------------------------|------------------|
| Aluminum Company of America (B)   | 1345 N. W. Bank Bldg.                  | J. J. Harris     |
| Archer-Daniels-Midland Co. (B)    | 29th Avenue S. E. & G. W. Tracks       | S. O. Sorensen   |
| Barber Co., W. H. (A)             | P. O. Box 630, 825 Thornton St., S. E. | W. F. Holen      |
| Day Co., James B. (A)             | 308 National Bldg.                     | O. J. Friend     |
| Eagle-Picher Lead Co. (B)         | 437 N. E. "L" St.                      | J. H. Schulte    |
| Gamble & Ludwig Paint Co. (C)     | 903 Hennepin Ave.                      | E. C. White      |
| Hall Hardware Co. (C)             | 618 No. Third St.                      | B. A. Buckmaster |
| Kellogg & Sons, Inc., Spencer (B) | 368 Chamber of Commerce Bldg.          | H. C. Cowan      |

| Firm                                | Address                 | Representative  |
|-------------------------------------|-------------------------|-----------------|
| Minnesota Linseed Oil Paint Co. (A) | 1101 So. Third St.      | J. Hall         |
| Nagell Hardware Co. (C)             | 625 Marquette Ave.      | M. K. Andresen  |
| Pittsburgh Plate Glass Co. (A)      | 616 So. Third St.       | Geo. Lindquist  |
| Pushee & Sons, Inc., J. C. (B)      | 756 No. Fourth St.      | Sam D. Childs   |
| Savitt Bros. (C)                    | 1025 Hennepin Ave.      | Philip Savitt   |
| Stewart Paint Mfg. Co. (A)          | 1729 No. Second St.     | E. W. Stewart   |
| ST. PAUL                            |                         |                 |
| American Can Co. (B)                | 747 Prior Ave. No.      | J. V. Slocum    |
| Devoe & Reynolds Co. (A)            | 721 Pillsbury Ave.      | C. Melquist     |
| duPont de Nemours & Co., E. I. (A)  | 2303 Hampden Ave.       | M. O. Thomas    |
| Farwell, Ozmum, Kirk Co. (A)        | Second & Jackson Sts.   | B. F. Robertson |
| Fuller Co., H. B. (C)               | 186 W. Third St.        | C. J. Liggett   |
| Maendler Brush Mfg. Co. (C)         | 138 E. Ninth St.        | F. M. Frenzel   |
| Minnesota Special Products Co. (A)  | Forest & Fauquier Sts.  | J. M. Olson     |
| Moore & Co., L. A. (C)              | 747 Pillsbury Ave.      | George Brandt   |
| National Lead Co. (B)               | 102 Fairfield Ave. West | H. H. Fritts    |
| North Star Varnish Co. (A)          | 608 Vandalia St.        | S. A. Hough     |
| Pittsburgh Plate Glass Co. (A)      | 459 Jackson St.         | A. P. Ladd      |
| St. Paul White Lead & Oil Co. (A)   | Water & Starkey Sts.    | G. W. Coughlin  |
| Zinsser & Co., Inc., William (B)    | 2694 University Ave.    | T. Worum        |

#### NEBRASKA PAINT, VARNISH AND LACQUER ASSOCIATION OMAHA

President.....REX G. DORWAY  
(Pioneer Glass & Paint Co.)  
Vice-President.....MILTON VAN SICKLE  
(Van Sickle Glass & Paint Co.)  
Secretary-Treasurer.....L. E. NORFLEET  
(National Lead Co.)

| Firm                                | Address               | Representative     |
|-------------------------------------|-----------------------|--------------------|
| Continental Can Co. (B)             | 8th & Dodge Sts.      | S. R. Gordon       |
| Cook Paint & Varnish Co. (A)        | 15th & Davenport Sts. | A. E. Swanson      |
| Devoe & Reynolds Co. (A)            | 1510 Howard St.       | James Ainscow      |
| Kellogg & Sons, Inc., Spencer (B)   | 1402 Nicholas St.     | E. A. French       |
| National Lead Co. (B)               | 2810 A St.            | L. E. Norfleet     |
| Nelson Paint Co., G. H. (A)         | 11th & Farnum Sts.    | G. H. Nelson       |
| Pioneer Glass & Paint Co. (C)       | 14th & Harney Sts.    | G. C. Cunningham   |
| Pittsburgh Plate Glass Co. (A)      | 15th & Jones Sts.     | T. B. Coleman      |
| Reifschneider Paint & Glass Co. (A) | 918 Dodge St.         | John Reifschneider |
| Sherwin-Williams Co. (A)            | 101 No. 10th St.      | O. L. Almquist     |
| Thorpe Paint Co., R. H. (A)         | 423 So. 12th St.      | R. H. Thorpe       |
| Van Sickle Glass & Paint Co. (A)    | Lincoln, Neb.         | Milton Van Sickle  |
| Waggener Paint Co. (A)              | 2034 Farnam St.       | G. M. Hansen       |

#### PAINT AND OIL CLUB OF NEW ENGLAND BOSTON

President.....E. E. MORTON  
(Carpenter-Morton Co.)  
Vice-President.....C. J. LANDEN  
(Sterling Paint & Varnish Co.)  
Secretary-Treasurer.....WM. G. MCINTYRE  
(261 Franklin St., Boston)

| Firm                                      | Address                                           | Representative      |
|-------------------------------------------|---------------------------------------------------|---------------------|
| Aluminum Co. of America (B)               | 1022 Statler Bldg.                                | Harry L. Dodge      |
| American Can Co. of Mass.                 |                                                   |                     |
| (B)                                       | 31 Binford St. South Boston, Mass.                | Solomon Townsend    |
| American Cyanamid & Chemical Corp. (B)    | 89 Broad St.                                      | Dana H. Harris      |
| Anaconda Sales Co. (B)                    | 140 Federal St.                                   | James T. Murray     |
| Ansbacher-Siegel Corp. (B)                | 261 Franklin St.                                  | Eric N. Blackstead  |
| Archer-Daniels-Midland Co. (B)            | 141 Milk St.                                      | Ralph W. Hupfer     |
| Atlantic Research Associates, Inc. (A)    | 40 Central St.                                    | Francis C. Atwood   |
| Berry Bros., Inc. (A)                     | 21 Power House St., So. Boston, Mass.             | E. W. Hinckley      |
| Binney & Smith Co. (B)                    | 41 E. 42nd St., New York, N. Y.                   | J. Roy Keating      |
| Bonded Oil System, Inc. (C)               | 544 Commonwealth Ave.                             | Herman Cohen        |
| Bosch Co., Henry (C)                      | 118 Summer St.                                    | Edbert L. Tenney    |
| Boston Varnish Co. (A)                    | Second St., Everett, Mass.                        | Harry A. Hall       |
| Bownes Co., Inc., Frank (A)               | 311 Eastern Ave., Chelsea                         | Frank Bownes        |
| Briggs-Maroney Co., Inc. (A)              | 85 Paris St., Everett                             | James E. Maroney    |
| Burton Brush Co. (C)                      | 122 Harvard St., Cambridge                        | Charles J. Byrne    |
| Butcher Polish Co., The (C)               | 84 Broad St.                                      | William L. Butcher  |
| Cabot, Inc., Samuel (A)                   | 141 Milk St.                                      | March G. Bennett    |
| Carpenter-Morton Co. (A)                  | 77 Sudbury St.                                    | A. I. McLauthlin    |
| Coburn Co., C. B. (C)                     | 63 Market St., Lowell                             | Arthur S. Webb      |
| Commercial Solvents Corp. (C)             | 50 Terminal St., Charlestown, Mass.               | Robert L. Hutchins  |
| Continental Can Co. (B)                   | 131 State St.                                     | George Wells, 2d    |
| Craftex Co. (A)                           | 40 Central St.                                    | Clair A. Warren     |
| Devoe & Reynolds Co., Inc. (A)            | Green St., Malden                                 | Owen Rush           |
| Dexter Bros. Co. (A)                      | 105 Broad St.                                     | Frank H. Nutting    |
| Diemont-Levy Co. (A)                      | 57 Portland St.                                   | Hyman Diemont       |
| Dings & Schuster, Inc. (B)                | 43-44 21st St., Long Island City, N. Y.           | Paul T. Wiswell     |
| Doe & Ingalls, Inc. (A)                   | 56 Garden St., Everett                            | Chas. E. Bagley     |
| Downer Hunnewell & Co., Inc. (C)          | 148 State St.                                     | Townsend H. Cushman |
| du Pont de Nemours & Co., Inc., E. I. (A) | 59 Waters Ave., Everett                           | S. W. Woodbridge    |
| Eagle-Picher Lead Co. (B)                 | 11 Wharf St.                                      | T. O. Stuart        |
| Gale Co., C. E. (C)                       | 131 State St.                                     | C. E. Gale          |
| Glidden Co. of Mass., The (A)             | 44 Midway St., So. Boston                         | Fleming H. Coy      |
| Gould & Cutler Corp. (E)                  | 11 Stillings St., So. Boston                      | B. C. Gould         |
| Hall & Knight Hardware Co. (C)            | 53 Lisbon St., Lewiston Me.                       | W. A. Knight        |
| Hancock Paint & Varnish Co. (A)           | 53 W. Squantum St., Atlantic, North Quincy, Mass. | Samuel E. Cutler    |
| Hird & Connor, Inc. (C)                   | 88 Broad St.                                      | M. A. Connor        |
| Houghton, Inc., Philip A. (C)             | 113 Lincoln St.                                   | P. A. Houghton      |
| Howe & French, Inc. (A)                   | 99 Broad St.                                      | Wm. D. Rockwood     |
| Imperial Paper & Color Corp. (B)          | 1416 Statler Bldg.                                | Benj. J. Mayo, Jr.  |
| Integrity Paint Co., Inc. (A)             | 294 State St., New Haven Conn.                    | John G. Legg        |
| Johnson & Co., Inc., Oliver (A)           | 18 Custom House St., Providence, R. I.            | Denison W. Greene   |
| Kellogg & Sons Sales Corp., Spencer (B)   | 1108 Statler Bldg.                                | J. Linville Hall    |



| Firm                                     | Address                                     | Representative         |
|------------------------------------------|---------------------------------------------|------------------------|
| King & Co., Inc., E. & F. (A)            | 405 Atlantic Ave.                           | Harold D. Chase        |
| Krebs Pigment & Color Corp. (B)          | 7 Charlton St., Everett                     | Wm. O. Thompson        |
| Litter & Co., Inc., D. H. (C)            | 216 Tremont St.                             | Ralph B. Huber         |
| Lucas & Co., Inc., John (A)              | 73 Sudbury St.                              | H. D. Mack             |
| Lynch Paint Co., E. P. (E)               | 92 Weybosset St., Providence, R. I.         | Eugene P. Lynch        |
| McGlone Varnish Co. (A)                  | 112 Railroad Ave., Revere                   | Joseph E. McGlone, Jr. |
| McIntyre Co., Wm. G. (C)                 | 261 Franklin St.                            | W. G. McIntyre         |
| Malden Paint Co. (A)                     | 227 Pleasant St., Malden                    | Willard B. DeWolf      |
| Mantrose Corp., The (A)                  | 136 41st St., Brooklyn, N. Y.               | Morris A. Rosen        |
| Masury & Son, John W. (A)                | 229 State St.                               | Jos. W. Johnson        |
| Mee Company, Thomas C. (A)               | 28 Arnold St., Woonsocket, R. I.            | Thos. C. Mee           |
| Mulcahy & Griffin (C)                    | 141 Milk St.                                | Joseph W. Mulcahy      |
| Muralo Co., The (A)                      | 200 First St., Cambridge                    | Frank H. Hobart        |
| Mystic Wax Co. (C)                       | 375 Riverside Ave., Medford, Mass.          | Ralph H. Tasker        |
| National-Boston Lead Co. (B)             | 800 Albany St.                              | Geo. A. Coleman        |
| National Can Co. (B)                     | 71 Locust St., Dorchester                   | David Stern            |
| New Can Co., The (C)                     | 200 Commercial St., Malden                  | Sam'l Marzinski        |
| New England Whiting Co. (A)              | 268 Border St., E. Boston                   | John G. Penniman       |
| New Jersey Zinc Sales Co., Inc., The (B) | 55 Kilby St.                                | Geo. W. Harragan       |
| Norfolk Paint & Varnish Co. (A)          | 15 Newport Ave., No. Quincy                 | Geo. E. Felton         |
| Osgood Co., Charles, The (E)             | 45 Commerce St., Norwich, Conn.             | Herbert R. Kind        |
| Owens-Illinois Can Co. (B)               | 80 Holton St., Brighton                     | Eugene H. Cooper       |
| Passonno-Hutcheon Co. (A)                | 90 Berkeley St.                             | Irwin K. Bean          |
| Philipp Bros., Inc. (C)                  | 176 Federal St.                             | Bernard L. Landers     |
| Pittsburgh Plate Glass Co. (A)           | 300 Babcock St., Allston                    | Donald C. Burnham      |
| Prince Paint Co., James H. (A)           | 146 High St.                                | Asa King Coffin        |
| Pushee & Sons Inc., J. C. (B)            | 3 Randolph St.                              | Geo. H. Pushee         |
| Raffi & Swanson, Inc. (A)                | 1012 Broadway, Chelsea                      | Charles L. Raffi       |
| Reichard-Coulston, Inc. (B)              | 88 Broad St.                                | Robert Grant           |
| Robie, M. F. (C)                         | 89 Broad St.                                | Milton F. Robie        |
| Rogers & McClellan (C)                   | 141 Milk St.                                | Geo. C. McClellan      |
| Rubberset Brush Co. (C)                  | 89 Broad St.                                | Jno. F. Gallagher      |
| St. Joseph Lead Co. (B)                  | 34 Midway St., So. Boston                   | Wm. D. Egleston        |
| Savogran Co., The (A)                    | 28 India Wharf                              | C. K. Stodder          |
| Sexton Can Co., Inc. (B)                 | 31 Cross St., Everett                       | Geo. A. Sexton         |
| Shaw Co., The George H. (A)              | P. O. Box 275, Grove St., Middleboro, Mass. | Lewis F. Harding       |
| Sherwin-Williams Co., The (A)            | 19 Pittsburgh St., South Boston, Mass.      | J. Ralph Stout         |
| Spraco, Inc. (B)                         | 114 Central St., Somerville                 | Augustus S. True       |
| Staples Co., Inc., H. F. (C)             | 33 Ship Ave., Medford                       | John F. Reagan         |
| Sterling Paint & Varnish Co. (A)         | 184 Commercial St., Malden                  | Albert E. Cole         |
| Titanium Pigment Corp. (B)               | 111 Broadway, New York, N. Y.               | Armand F. de Ravignon  |

| Firm                                            | Address                                    | Representative        |
|-------------------------------------------------|--------------------------------------------|-----------------------|
| United Color & Pigment Co.<br>(B)               | 80 Boylston St.                            | Wm. A. Jackson        |
| U. S. Gutta Percha Paint Co.<br>(A)             | 12 Dudley St.,<br>Providence, R. I.        | Wilbur L. Rice        |
| U. S. Industrial Alcohol Sales<br>Co., Inc. (C) | 131 Beverley St.                           | V. L. Nickle          |
| Valentine & Co. (A)                             | 12 Emily St., Cambridge                    | Thomas F. Duffy       |
| Varick Co., John B. (C)                         | 807 Elm St.,<br>Manchester, N. H.          | Geo. E. McClintock    |
| Wadsworth, Howland & Co.,<br>Inc. (A)           | 141 Federal St.                            | Renshaw Smith, Jr.    |
| Walker Co., T. M. (E)                           | 31 Market St., Springfield                 | F. W. Newell          |
| Waterproof Paint & Varnish<br>Co. (A)           | 446 Arsenal St.,<br>Watertown              | Joseph P. Riemer      |
| Watson, Hallett Co. (E)                         | 85 Oliver St.                              | Albert S. Fuller      |
| Watson-Standard Co., The (A)                    | 45 Sudbury St.                             | Charles R. Hoppen     |
| West Paint & Varnish Co. (A)                    | 1760 Parkway, Everett                      | James S. Ward         |
| Wetherill & Co., Inc., of<br>Mass., Geo. D. (A) | 58 Portland St.                            | Harry L. Hemmerdinger |
| Wheeler Co., Asahel (E)                         | 12-14 Columbia St.                         | Wm. R. Ewing          |
| Whiting-Adams Co. (C)                           | 700 Harrison Ave.                          | Chas. A. Darby, Jr.   |
| Whittemore, Inc., L. G. (C)                     | 131 Beverly St.                            | Leon G. Whittemore    |
| Wilbur & Williams Mfg. Co.<br>(A)               | 429 Park Square Building,<br>Boston, Mass. | Norbert J. Reilly     |
| Wilson & Sons, Inc., N. S. (C)                  | 150 Causeway St.                           | Malcom C. Wilson      |
| Wishnick-Tumpeer, Inc. (B)                      | 141 Milk St.                               | Walter C. Weller      |
| Wooster Brush Co. (B)                           | 3 Arlington St., Cambridge                 | Paul E. Kuzell        |
| Zinsser & Co., Inc., William<br>(B)             | 89 Broad St.                               | Paul Dean             |

#### NEW ORLEANS PAINT, VARNISH AND LACQUER ASSOCIATION

|                          |                                                                         |
|--------------------------|-------------------------------------------------------------------------|
| President.....           | M. M. SALAUN<br>(Marine Paint & Varnish Co.)                            |
| Vice-President.....      | MR. HODGES<br>(Continental Can Co.)                                     |
| Secretary-Treasurer..... | J. E. LASTRAPES, JR.<br>(J. E. Lastrapes Co., 206 Tchoupitoulas Street) |

| Firm                                        | Address                   | Representative  |
|---------------------------------------------|---------------------------|-----------------|
| Aluminum Co. of America (B)                 | 815 American Bank Bldg.   | A. T. Hall      |
| American Can Co. (B)                        | 602 N. Cortez St.         | V. E. Powell    |
| American Paint Works (A)                    | 428 Josephine St.         | W. G. Smart     |
| Continental Can Co. (B)                     | 521 N. Scott St.          | H. Ford         |
| Devroe & Reynolds Co., Inc.<br>(A)          | 924 Canal St.             | J. Nairne       |
| duPont de Nemours & Co.,<br>Inc., E. I. (A) | 845 Carondelet St.        | C. W. Sherman   |
| Eagle-Picher Lead Co. (B)                   | 413 So. Peters St.        | H. P. Lanphier  |
| Marine Paint & Varnish Co.<br>(A)           | 8301 Fig St.              | D. J. Devlin    |
| National Lead Co. (B)                       | 516 Tchoupitoulas St.     | L. L. Hopper    |
| New Orleans Paint & Color<br>Co. (A)        | 700 Baronne St.           | E. Bernhardt    |
| Pittsburgh Plate Glass Co.<br>(A)           | 314 Girod St.             | C. E. Schindler |
| Rausch Co., Inc. (C)                        | New Orleans Bank Bldg.    | John P. Rausch  |
| Reichard-Coulston, Inc. (B)                 | P. O. Box 976             | L. B. Griffith  |
| Seymour Co., Wm. D. (C)                     | 614 So. Peters St.        | Wm. D. Seymour  |
| Smith Co., Werner G. (B)                    | 1504 Masonic Temple Bldg. | A. J. Anderson  |

| Firm                              | Address                              | Representative |
|-----------------------------------|--------------------------------------|----------------|
| Thompson-Hayward Chemical Co. (C) | P. O. Box 487.<br>1055 Constance St. | A. J. Anderson |
| Utley Paint Co. (A)               | 1126 Gravier St.                     | E. Neuwirth    |
| Van Horn Co., Inc. O. H. (C)      | 524 Camp St.                         | E. J. Haas     |
| West Coast Kalsomine Co. (A)      | Good Hope, La.                       | W. W. Barnard  |
| Wilson & Bennett Mfg. Co. (B)     | 325 No. Cortez St.                   | R. E. Hurd     |

#### NEW YORK PAINT, VARNISH AND LACQUER ASSOCIATION

|                     |                                                |
|---------------------|------------------------------------------------|
| President.....      | H. R. HILLMAN<br>(Eagle Paint & Varnish Works) |
| Vice-President..... | E. S. BLACKLEDGE<br>(Devoc & Reynolds Co.)     |
| Secretary.....      | S. C. DUNNING<br>(The Muralo Co.)              |
| Treasurer.....      | H. E. HENDRICKSON<br>(S. Winterbourne & Co.)   |

| Firm                                               | Address                                           | Representative     |
|----------------------------------------------------|---------------------------------------------------|--------------------|
| Allied Asphalt & Mineral Corp. (C)                 | 217 Broadway                                      | Garnet Lea         |
| Aluminum Co. of America (B)                        | 230 Park Ave.                                     | E. J. Nelson       |
| American Can Co. (B)                               | 230 Park Ave.                                     | H. F. Colcord      |
| American Commercial Alcohol Corp. (C)              | 405 Lexington Ave.                                | Bruce Puffer       |
| American Cyanamid & Chemical Corp. (B)             | 30 Rockefeller Plaza                              | J. McE. Sanderson  |
| American Mineral Spirits Co. (C)                   | 155 E. 44th St.                                   | M. J. Brenner      |
| American Oil & Supply Co. (C)                      | 238 Wilson Ave.,<br>Newark, N. J.                 | Edgar F. Hoffman   |
| American Paint Journal Co. (C)                     | 51 Madison Ave.                                   | F. R. Trafford     |
| American Zinc Sales Co., Inc. (B)                  | 420 Lexington Ave.                                | John Sellon        |
| Anaconda Sales Co. (B)                             | 25 Broadway                                       | L. H. Donaldson    |
| Apex Color Works, Inc. (A)                         | 50 W. Broadway                                    | A. Liedeker        |
| Archer-Daniels-Midland Co. (B)                     | 233 Broadway                                      | G. H. Tomlinson    |
| Arnesto Paint Co., Inc. (A)                        | 548-550 W. 46th St.                               | Moritz Arnstein    |
| Atlas Powder Co. (A), Zapon & Zapon-Brevolite Div. | Stamford, Conn.                                   | M. J. Creighton    |
| Ault & Wiborg Corp. of New York (A)                | 75 Varick St.                                     | W. W. Wright       |
| Baer Bros. (A)                                     | 438 W. 37th St.                                   | Abraham Baer       |
| Bakelite Corp., The (B)                            | 247 Park Ave.                                     | C. R. Given        |
| Baker Castor Oil Co., The (C)                      | 120 Broadway                                      | Kendall Marsh      |
| Barrett Co., The (C)                               | 40 Rector St.                                     | Leon W. Miller     |
| Beck, Koller & Co., Inc. (B)                       | 726 Rockefeller St.,<br>Elizabeth, N. J.          | Harold M. Johnson  |
| Beckwith-Chandler Co. (A)                          | Delancey & Rutherford Sts.,<br>Newark, N. J.      | Clarence W. Slocum |
| Berg & Markell, Inc. (A)                           | 44th Ave. & Ninth St.,<br>Long Island City, N. Y. | John E. Berg       |
| Berg Varnish Co., Inc. (A)                         | 529 Columbia St., Brooklyn                        | Irving I. Berg     |
| Berry Bros., Inc. (A)                              | 129 26th St., Brooklyn                            | S. B. Totten       |
| Binney & Smith Co. (B)                             | 41 E. 42nd St.                                    | J. T. Kealy        |
| Bisbee Linseed Co. (B)                             | 270 Broadway                                      | E. G. Reuther      |
| Breining Bros., Inc. (A)                           | Third & Grand Sts.,<br>Hoboken, N. J.             | A. R. De Vos       |

| Firm                                              | Address                                              | Representative     |
|---------------------------------------------------|------------------------------------------------------|--------------------|
| Brooklyn Varnish Mfg. Co.                         | 35 Nostrand Ave.,<br>Brooklyn, N. Y.                 | Dean C. Anderson   |
| Brown Corp. of N. Y. The                          | 29-28 41st Ave.,<br>Long Island City, N. Y.          | James A. Lundy     |
| Brown Linseed Corp. (C)                           | Port Richmond,<br>Staten Island, N. Y.               | Geo. W. Brown      |
| Calco Chemical Co., Inc. (B)                      | Bound Brook, N. J.                                   | Samuel Klein       |
| Capitol Paint & Varnish<br>Works, Inc. (A)        | 47-55 Rodney St.,<br>Brooklyn, N. Y.                 | Henry I. Gilbert   |
| Casein Co. of America, Inc.                       | 350 Madison Avenue                                   | W. F. Leicester    |
| Central Paint & Varnish<br>Works (A)              | 69 Prospect St.,<br>Brooklyn                         | L. Francis Cassoff |
| Cheesman-Elliott Co., Inc. (A)                    | 639-647 Kent Ave.,<br>Brooklyn                       | F. P. Cheesman     |
| Chemical Solvents, Inc. (C)                       | 11 Park Place                                        | Rolland H. French  |
| Colonial Works, Inc. (A)                          | 223-231 Norman Ave.,<br>Brooklyn, N. Y.              | C. W. Griffin      |
| Consolidated Products Co., Inc.                   | 15 Park Row                                          | M. I. Cowen        |
| Continental Can Co., Inc. (B)                     | 100 E. 42nd St.                                      | O. G. Jakob        |
| Cook & Dunn Paint Corp. (A)                       | 109-115 St. Francis St.,<br>Newark, N. J.            | Charles Cook       |
| Debevoise Co., The (A)                            | 968-978 Grand St.,<br>Brooklyn                       | H. L. Wilkinson    |
| Devoe & Raynolds Co., Inc.                        | 383 Hamilton Ave.,<br>Brooklyn                       | E. S. Blackledge   |
| Doggett, Inc., Stanley (C)                        | 75 Varick St.                                        | Stanley H. Doggett |
| duPont de Nemours & Co.,<br>Inc., E. I. (A)       | 350 Fifth Ave.                                       | J. P. Surtoc       |
| Eagle Paint & Varnish Works,<br>Inc. (A)          | 100-104 Lexington Ave.,<br>Brooklyn, N. Y.           | H. R. Hillman      |
| Eagle Picher Lead Co., The                        | 420 Lexington Ave.                                   | W. E. Maston       |
| Eakins, Inc., J. S. & W. R.                       | 55 Berry St., Brooklyn                               | F. J. Van Vranken  |
| Eastern Can Co., Inc. (C)                         | 649 Kent Ave., Brooklyn                              | A. G. Fuller       |
| Egan & Hausman Co., Inc.                          | 43rd Road & Ninth St., Long Island<br>City, N. Y.    | Talbot Uehlinger   |
| Egyptian Lacquer Mfg. Co.,<br>The (A)             | Rockefeller Center, R.K.O. Bldg.,<br>1270 Sixth Ave. | Olav J. S. de Brun |
| Evans Lead Corp. (B)                              | 52 Vanderbilt Ave.                                   | Robert I. Webber   |
| Federal Composition & Paint<br>Co., Inc., The (A) | 33 Rector St.                                        | George H. Miles    |
| Fein Tin Can Co., Inc. (C)                        | 284 Furman St., Brooklyn                             | Irving Fein        |
| Fezandie & Sperrle, Inc. (B)                      | 205 Fulton St.                                       | Oscar E. Sperrle   |
| Flood & Conklin Co. (A)                           | 106-138 Chestnut St.,<br>Newark, N. J.               | Albert B. Bingham  |
| Fox Co., Inc., M. Ewing (A)                       | 136th St. & Rider Ave.                               | Louis V. Fox       |
| France, Campbell & Darling,<br>Inc. (C)           | 19 Fifteenth St., Brooklyn                           | Ivan L. Darling    |
| General Dyestuff Corp. (C)                        | 230 Fifth Ave.                                       | E. K. Halbach      |
| General Naval Stores Co., Inc.                    | 230 Park Ave.                                        | Richard J. Spitz   |
| Gilliespie-Rogers-Pyatt Co.,<br>Inc. (A)          | 80 John St.                                          | Louis Gillespie    |

| Firm                                          | Address                                             | Representative      |
|-----------------------------------------------|-----------------------------------------------------|---------------------|
| Gillespie Varnish Co. (A)                     | Dey & Howell Sts.,<br>Jersey City, N. J.            | W. H. DeCamp, Jr.   |
| Grace & Co., W. R. (C)                        | 7 Hanover Square                                    | M. F. Austin        |
| Greeth & Co., Inc., R. W. (C)                 | 10 E. 40th St.                                      | W. N. Barnum        |
| Guignon & Green, Inc. (C)                     | 75 West St.                                         | C. F. Guignon       |
| Hanlon & Goodman Co. (C)                      | 6 Riverside Ave.,<br>Belleville, N. J.              | W. A. Robertson     |
| Harshaw Chemical Co. (B)                      | Chrysler Bldg.                                      | P. N. Hamilton      |
| Hercules Power Co. (B)                        | 22 E. 40th St.                                      | Geo. C. O'Brien     |
| Hilo Varnish Corp. (A)                        | 42-60 Stewart Ave.,<br>Brooklyn                     | A. G. Schumann      |
| Hinde & Dauch Paper Co. (C)                   | 550 Ninth St.,<br>Hoboken, N. J.                    | R. W. Whitney       |
| Hoboken White Lead & Color<br>Works, Inc. (A) | 1300 Willow Ave.,<br>Hoboken, N. J.                 | Louis J. Meyer      |
| Hoover, C. E. (C)                             | 1250 Sixth Ave.                                     | E. M. Giles         |
| Horn Co., A. C. (A)                           | Horn Bldg., Hancock St.,<br>Long Island City, N. Y. | A. E. Horn          |
| Hotopp Varnish Co., The (A)                   | 110-112 Marshall St.,<br>Hoboken, N. J.             | F. E. McCourt       |
| Imperial Paper & Color Corp.<br>(B)           | 350 Madison Ave.                                    | Harold A. Wakefield |
| Innes Corp., O. G. (C)                        | 533-541 Canal St.                                   | O. G. Innes         |
| Jackson & Co., Inc., L. N. (C)                | 29 Broadway                                         | L. N. Jackson       |
| Kellogg & Sons Sales Corp.,<br>Spencer (B)    | 420 Lexington Ave.                                  | D. J. Healy         |
| Kemp Co., W. H. (C)                           | 350 Hudson St.                                      | A. B. Thomas        |
| Kent Machine Works, Inc. (C)                  | 39 Gold St., Brooklyn                               | Elmer P. Peters     |
| Kentucky Color & Chemical<br>Co. (B)          | 23 Flatbush Ave., Brooklyn                          | J. Hugh Holton      |
| Keystone Varnish Co. (A)                      | 71 Otsego St., Brooklyn                             | Ralph H. Everett    |
| Kohnstamm & Co., Inc., H.<br>(B)              | 87 Park Place                                       | Chas. D. Allen      |
| Krebs Pigment & Color Corp.<br>(B)            | 256 Vanderpool St.,<br>Newark, N. J.                | J. E. Hughes        |
| Lavanburg Co., Fred L. (B)                    | 105 Bedford Ave.,<br>Brooklyn                       | Andrew L. Somers    |
| Litter Co., Inc., D. H. (C)                   | 500 Fifth Ave.                                      | David H. Litter     |
| Louisville Varnish Co. (A)                    | 130 William St.                                     | C. Raymond Hamilton |
| Lucas & Co., Inc., John (A)                   | 521 Washington St.                                  | M. J. Dyson         |
| McNulty & Co., Joseph A. (C)                  | 114 Liberty St.                                     | F. B. McNulty       |
| McQuade & Co., Inc., John (A)                 | 132-134-136 Classon Ave.,<br>Brooklyn               | T. M. McQuade       |
| Mac-Lac Co., Inc. (A)                         | 80 Cliff St.                                        | Philip H. Harris    |
| Mantrose Corp., The (A)                       | 136 41st St., Brooklyn                              | M. A. Rosen         |
| Manufacturers Varnish Co.,<br>Inc. (A)        | 74-80 Lorraine St.,<br>Brooklyn                     | Everitt J. Cole     |
| Martin Co., L. (B)                            | 45 E. 42nd St.                                      | Geo. C. Lewis       |
| Masury & Son, John W. (A)                     | 42-50 Jay St., Brooklyn                             | Wm. S. Baldwin      |
| Mayer & Loewenstein (A)                       | 43-43 Vernon Blvd, Long Island<br>City, N. Y.       | James H. Abraham    |
| Merkin Paint Co., Inc., M. J.<br>(A)          | 1441 Broadway                                       | M. J. Merkin        |
| Meurer Steel Barrel Co., Inc.<br>(C)          | 105 Avenue L,<br>Newark, N. J.                      | Chas. P. Burr       |
| Milton Can Co., Inc., George<br>A. (C)        | 131-151 No. 14th St.,<br>Brooklyn, N. Y.            | Geo. A. Milton      |
| Mitsubishi Shoji Kaisha, Ltd.,<br>(C)         | 120 Broadway                                        | C. Fujino           |

| Firm                                        | Address                                           | Representative      |
|---------------------------------------------|---------------------------------------------------|---------------------|
| Monsanto Chemical Works, Inc. (B)           | 350 Fifth Ave.                                    | George B. DeLaney   |
| Moore & Co., Benjamin (A)                   | 511 Canal St.                                     | Leo Silverstein     |
| Muralo Co., Inc., The (A)                   | 570 Richmond Terrace, New Brighton, Staten Island | Stanley C. Dunning  |
| Murphy Varnish Co. (A)                      | 224 McWhorter St., Newark, N. J.                  | Charles J. Roh      |
| Murray Oil Products Co., Inc. (B)           | 21 West St.                                       | W. C. Luth          |
| National Can Co. (B)                        | 110 E. 42nd St.                                   | E. D. Murphy        |
| National Lead Co. (B)                       | 111 Broadway                                      | Henry G. Sidford    |
| New Jersey Zinc Co., The (B)                | 160 Front St.                                     | Marshall L. Havey   |
| New York Woodfinishers Supply Co., Inc. (A) | 304 Eighth Ave.                                   | Bernhard Meier      |
| Nuodex Products, Inc. (B)                   | 312 Division St., Elizabeth, N. J.                | C. A. Knauss        |
| Oil, Paint & Drug Reporter, Inc. (C)        | 12 Gold St.                                       | W. S. Auchincloss   |
| Osborn Co., C. J. (C)                       | 132 Nassau St.                                    | Michael Flaumenhaft |
| Paragon Paint & Varnish Corp. (A)           | 5-49 46th Ave., Long Island City, N. Y.           | Israel Silberman    |
| Paramet Chemical Corp. (B)                  | 44th Ave. and 10th St., Long Island City, N. Y.   | Harry A. Passof     |
| Paramount Color Card Co. (C)                | 277 Greene Ave., Brooklyn                         | Hilton Weiner       |
| Patterson & Co., G. W. S. (C)               | 155 John St.                                      | W. A. Patterson     |
| Payson Varnish Co., The (A)                 | 804 E. 141st St.                                  | David E. Spaulding  |
| Peerless Paint & Varnish Corp. (A)          | 375 Flushing Avenue, Brooklyn New York            | Harry Minkoff       |
| Pierce Co., F. O. (A)                       | 26-30 Tiffany Place, Brooklyn                     | James Coffey        |
| Pittsburgh Plate Glass Co. (A)              | Jay-Water and Plymouth Sts., Brooklyn             | Ira A. Harap        |
| Pratt & Lambert, Inc. (A)                   | 3301-3319 38th Ave., Long Island City, N. Y.      | H. S. Prescott      |
| Prior Chemical Corp. (C)                    | 420 Lexington Ave.                                | Herbert R. Prior    |
| R-B-H Lacquer Base Co. (B)                  | P. O. Box 371, Bound Brook, N. J.                 | H. J. Hemingway     |
| Reichard-Coulston, Inc. (B)                 | 95 Madison Ave.                                   | J. W. Bossert       |
| Ronan Co., Inc., T. J. (A)                  | 749 E. 135th St.                                  | Arthur T. Ronan     |
| Ross & Son Co., Charles (C)                 | 148-156 Classon Ave.                              | C. L. Ross          |
| Roxalin Flexible Lacquer Co. (A)            | 800 Magnolia Ave., Elizabeth, N. J.               | Leo Roon            |
| St. Joseph Lead Co. (B)                     | 250 Park Ave.                                     | Harry E. Outcault   |
| Sapolin Co., Inc. (A)                       | 229 E. 42nd St.                                   | Richard J. Eckart   |
| Scheel, Inc., William H. (C)                | 193 Water St.                                     | Michael Fried       |
| Schundler & Co., Inc., F. E. (B)            | 45-15 Vernon Blvd., Long Island City, N. Y.       | J. H. Shearman      |
| Smith & Co., Edward (A)                     | 47-38 Fifth St., Long Island City, N. Y.          | Maitland Dwight     |
| Smith & Co., Inc., J. Lee (C)               | 23 Jacob St.                                      | J. P. Fleming       |
| Smith Chemical & Color Co. (C)              | 55 John St., Brooklyn                             | Casper Smith        |
| Socony Paint Products Co. (A)               | 26 Broadway                                       | C. F. Beatty        |
| Sonneborn Sons, Inc., L. (A)                | 88 Lexington Ave.                                 | M. Pick             |
| Standard Ultramarine Co., The (B)           | 60 E. 42nd St.                                    | M. J. Simonson      |
| Standard Varnish Works (A)                  | 386 Fourth Ave.                                   | J. S. Wolf          |
| Stroock & Wittenberg Corp. (C)              | 17 Battery Place                                  | A. J. Wittenberg    |
| Sun Chemical & Color Co. (C)                | 309-311 Sussex St., Harrison, N. J.               | John V. Dalton      |

| Firm                                    | Address                                             | Representative          |
|-----------------------------------------|-----------------------------------------------------|-------------------------|
| Sutcliffe Co., Inc.                     | W. J. (A) Currie Ave.,<br>East Rutherford, N. J.    | W. J. Sutcliffe         |
| Swan-Finch Oil Corp. (B)                | 30 Rockefeller Plaza                                | A. R. Lange             |
| Thibaut & Walker Co. (A)                | 5-48 46th Rd.,<br>Long Island City, N. Y.           | R. O. Walker            |
| Thompson, Weinman & Co.,<br>Inc. (B)    | 52 Vanderbilt Ave.                                  | S. W. Thompson          |
| Thurston & Braidich (C)                 | 286 Spring St.                                      | Chas. F. Walden         |
| Titanium Pigment Corp. (B)              | 111 Broadway                                        | C. F. Garesche          |
| Uhlich & Co., Inc., Paul (C)            | 157 Chambers St.                                    | Robert W. Boise         |
| United Carbon Co. (B)                   | 2612 Empire State Bldg.                             | Wm. W. Higgins          |
| United Color & Pigment Co.,<br>(B)      | McClellan St.,<br>Newark, N. J.                     | J. J. Mangin            |
| United States Kalsomine Co.<br>(A)      | 50 Church St.                                       | Hugh W. Pearson         |
| Valentine & Co. (A)                     | 386 Fourth Ave.                                     | Thurlow J. Campbell     |
| Vanderbilt Co., Inc. R. T. (C)          | 230 Park Ave.                                       | Everett W. Boughton     |
| Varnish Products Co. (A)                | 35 Wythe Ave., Brooklyn                             | Theodore Shapiro        |
| Walker Co., H. V. (A)                   | Woodruff Lane and Division St.,<br>Elizabeth, N. J. | W. C. Hopkins           |
| Wharry & Co., G. A. (C)                 | 24 State St.                                        | G. A. Wharry            |
| Whittaker, Clark & Daniels,<br>Inc. (C) | 245 Front St.                                       | H. G. Robinson          |
| Willey Co., C. A. (A)                   | 10-29 44th Rd.,<br>Long Island City, N. Y.          | P. C. Valentine         |
| Williams & Co., C. K. (B)               | 88 Kent Ave., Brooklyn                              | Emil Hoerle             |
| Wilson & Bennett Mfg. Co. (B)           | 353 Danforth Ave.,<br>Jersey City, N. J.            | J. C. Bennett           |
| Wilson-Imperial Co. (A)                 | 115 Chestnut St.,<br>Newark, N. J.                  | Joseph Kempf            |
| Winterbourne & Co. S. (C)               | 164 Water St.                                       | Hendrick E. Hendrickson |
| Wishnick-Tumpeer, Inc. (B)              | 295 Madison Ave.                                    | Thomas J. Starkie       |
| Woolsey Paint & Color Co.,<br>C. A. (A) | 500 Grand St.,<br>Jersey City, N. J.                | Henry Weber             |
| Zinsser & Co., Inc., William<br>(B)     | 516 W. 59th St.                                     | Wm. Zinsser             |

#### PHILADELPHIA PAINT, VARNISH AND LACQUER ASSOCIATION

|                         |                                                  |
|-------------------------|--------------------------------------------------|
| President.....          | GILBERT SPRUANCE<br>(Gilbert Spruance Co.)       |
| 1st Vice-President..... | C. P. JARDEN<br>(Sherwin-Williams Co.)           |
| 2d Vice-President.....  | C. P. MORRIS<br>(Binney & Smith Co.)             |
| Secretary.....          | GEORGE B. HECKEL<br>(901 Cunard Bldg.)           |
| Treasurer.....          | DR. F. S. HAVENS<br>(927 Commercial Trust Bldg.) |

| Firm                                 | Address                                                  | Representative |
|--------------------------------------|----------------------------------------------------------|----------------|
| Aluminum Co. of America (B)          | 123 So. Broad St.                                        | Carl E. Dodds  |
| American Can Co. (B)                 | Allen and Palmer Sts.                                    | T. E. Alwyn    |
| American Mineral Spirits Co.<br>(C)  | 1600 Arch St.                                            | Gerald F. Ward |
| American Zinc Sales Co., Inc.<br>(B) | 420 Lexington Ave.,<br>New York, N. Y.                   | W. S. Woodward |
| Anaconda Sales Co. (B)               | 802-A Architects Bldg., N. E. Cor.<br>23rd and Arch Sts. | W. J. Murray   |

| Firm                           | Address                       | Representative        |
|--------------------------------|-------------------------------|-----------------------|
| Archer-Daniels Midland Co.     | 12 So. 12th St.               | Walter F. Platt, Jr.  |
| (B)                            | 12 So. 12th St.               | Harry W. Garfney      |
| Baker & Garfney (C)            | Ash and Almond Sts.,          |                       |
| Bihn & Wolff Co. (C)           | Bridenburg                    | I. M. Hoffman         |
| Binney & Smith Co. (B)         | 676 Drexel Bldg.              | C. P. Morris          |
| Bisbee Linseed Co. (B)         | 2100 Lincoln-Liberty Bldg.,   |                       |
|                                | Broad and Chestnut Sts.       | E. C. Bisbee          |
| Bruder & Sons, M. A. (A)       | 1818 Mifflin St.              | T. A. Bruder          |
| Buten & Sons, M. (E)           | 1834 South St.                | Isadore Buten         |
| Calbar Paint & Varnish Co.     |                               |                       |
| (A)                            | 2620 North Martha St.         | V. E. Dewees          |
| Clement "Coverall" Co. (A)     | 611 Van Hook St.,             |                       |
|                                | Camden, N. J.                 | W. S. Clement         |
| Continental Can Co., Inc. (B)  | 1500 Walnut St.               | O. V. Speddin         |
| Dowdy Bros. (C)                | N. E. Cor. 23rd and Arch Sts. | H. R. Dowdy           |
| Drugs, Oils & Paints (C)       | 220 So. 16th St.              | Geo. B. Heckel        |
| Du Pont de Nemours & Co.,      |                               |                       |
| Inc., E. I. (A)                | 1616 Walnut St.               | J. H. Stutt           |
| Eagle-Picher Lead Co., The     |                               |                       |
| (B)                            | Del. Ave. & Lombard St.       | Wm. B. Wallace        |
| Elder & Jenks (B)              | 415 Vine St.                  | H. B. Maxwell         |
| Felton, Sibley & Co., Inc. (A) | 136 No. 4th St.               | J. Sibley Felton      |
| Finnaren & Haley, Inc. (A)     | 1300 N. 60th St.              | J. A. Finnaren        |
| Franklin Paint & Varnish Co.,  |                               |                       |
| Benjamin (A)                   | 4820 Langdon St.              | G. T. Elser           |
| French Paint Co., Samuel H.    |                               |                       |
| (A)                            | 400 Callowhill St.            | E. S. McKaig          |
| General Naval Stores Co., Inc. |                               |                       |
| (C)                            | 1602 Fox Bldg.                | G. L. Olson           |
| Harshaw Chemical Co. (B)       | Jackson & Swanson Sts.        | Walter E. Wright      |
| Hastings & Co. (C)             | 819 Filbert St.               | John V. Hastings, Jr. |
| Havens, F. S. (C)              | 927 Commercial Trust Bldg.    | Dr. F. S. Havens      |
| Hock Paint & Chemical Works    |                               |                       |
| (A)                            | Phoenixville, Pa.             | H. W. Hock            |
| Howell & Co., Inc., Chas. H.   |                               |                       |
| (A)                            | 212 Race St.                  | R. Marot              |
| Imperial Paper & Color Corp.   |                               |                       |
| (B)                            | 12 So. Twelfth St.            | Stephan W. Ryan       |
| Impervious Paint & Varnish     |                               |                       |
| Co. (A)                        | 161-167 E. Allen St.          | S. L. Garfinkle       |
| Kellogg & Sons Sales Corp.,    |                               |                       |
| Spencer (B)                    | 1072 Drexel Bldg.             | Joseph A. Morris      |
| Kentucky Color & Chemical Co.  |                               |                       |
| (B)                            | 1120 Locust St.               | J. Spencer Lucas      |
| Keystone Albumen Paint Co.     |                               |                       |
| (A)                            | 1346 No. Marston St.          | Rocco A. Didio        |
| Krebs Pigment & Color Corp.    |                               |                       |
| (B)                            | 35th and Grays Ferry Ave.     | R. S. Burr            |
| Lewis & Bros. Co., John T. (B) | 910 Widener Bldg.             | S. French Reeves      |
| Litter & Co., D. H. (C)        | 600 So. Delaware Ave.         | W. A. Smiley          |
| Loos & Dilworth (C)            | 724 Swanson St.               | J. R. Tompkins        |
| Lucas & Co., Inc., John (A)    | 322 Race St.                  | W. A. Gorrell         |
| McCloskey Varnish Co. (A)      | Holmesburg Junction           | Wm. H. Jarden, Jr.    |
| Martin Co., L. The (B)         | 7345 Milnor St.               | G. A. Lewis           |
| Meyer & Sons, J. (B)           | 4321 No. 4th St.              | Fred L. Meyer         |
| Monroe, Lederer & Taussig      |                               |                       |
| (A)                            | 606 N. American St.           | S. Lederer            |
| Murray Oil Products Co. (B)    | Margaret, Pearce and          |                       |
|                                | Bermuda Sts.                  | Fred E. Loud          |
| New Jersey Zinc Co., The (B)   | Penn Athletic Club            | Paul Wisner           |
| Paramount Paint & Varnish      |                               |                       |
| Co. (A)                        | 141 League St.                | David Ramsey          |



| Firm                                 | Address                                 | Representative     |
|--------------------------------------|-----------------------------------------|--------------------|
| Pecora Paint Co. (A)                 | 3501 No. Fourth St.                     | S. B. Bowen, Jr.   |
| Pittsburgh Plate Glass Co. (A)       | 16th St. and Indiana Ave.               | E. D. Griffin      |
| Publicker Commercial Alcohol Co. (B) | 260 So. Broad St.                       | J. H. Griffin      |
| Reichard-Couiston, Inc. (B)          | Drexel Building, Philadelphia, Pa.      | Gerald J. Boyer    |
| Resinous Products & Chemical Co. (B) | 222 W. Washington Sq.                   | Dr. W. T. Pearce   |
| Schrack & Co., C. (A)                | 152 No. Fourth St.                      | J. R. Stuib        |
| Sherwin-Williams Co., The (A)        | 401 No. Broad St.                       | C. P. Jarden       |
| Southwark Mfg. Co. (B)               | Winslow St., Camden, N. J.              | T. W. Griffiths    |
| Spruance Co., The Gilbert (A)        | Richmond and Tioga Sts.                 | Gilbert Spruance   |
| Sun Oil Co. (C)                      | 1608 Walnut St.                         | Paul A. Devereux   |
| Thomson Wood Finishing Co. (A)       | 829 No. Third St.                       | Isadore Binswanger |
| United Color & Pigment Co. (B)       | 2401 Chestnut St.                       | George P. Woodward |
| Vanderbilt Co., Inc., R. T. (C)      | 1428 Hillside Rd., Wynnewood, Pa.       | Jas. E. Heckel     |
| Waterall & Co., Inc., Wm. (A)        | 323 Arch St.                            | S. D. Waples       |
| Weber Co., F. (A)                    | 1220 Buttonwood St.                     | E. G. Weber        |
| Wetherill & Bro., Inc. (B)           | 1328 Chestnut St.                       | B. G. Lehman       |
| Wetherill & Co., Inc., Geo. D. (A)   | 113 Arch St.                            | S. R. Matlack      |
| Williams & Co., C. K. (B)            | Easton, Pa.                             | S. E. Richards     |
| Woodhouse, Samuel F. (A)             | Unity and Franklin Sts., Frankford, Pa. | Samuel Woodhouse   |
| Yarnall Paint Co. (A)                | Grays Ave. at 54th St.                  | Wm. MacKnight      |

#### PITTSBURGH PAINT, VARNISH AND LACQUER ASSOCIATION

President.....JAMES K. WHITE  
(W. W. Lawrence & Co.)

Vice-President.....J. W. JOHNSON  
(Pittsburgh Paint Supply Co.)

Secretary.....GEO. F. SMITH  
(1016 Fulton Bldg.)

Treasurer.....H. R. URBACH  
(O. Hommel Co.)

| Firm                                    | Address                             | Representative       |
|-----------------------------------------|-------------------------------------|----------------------|
| Aluminum Co. of America (B)             | Gulf Bldg.                          | H. A. Tallon         |
| American Can Co. (B)                    | Westinghouse Bldg.                  | H. R. Lowrie         |
| Butts, H. D.                            | Grant Bldg.                         | H. D. Butts          |
| De Vilbiss Mfg. Co. (B)                 | 501 Plaza Bldg.                     | E. A. Lightfoot      |
| Du Pont de Nemours Co., Inc., E. I. (A) | 112 Shady Ave.                      | H. J. Strang         |
| Eagle-Picher Lead Co. (B)               | 1713 Liverpool St., No. Side        | Bruce Miller         |
| Falk & Co. (B)                          | P. O. Box 474, Carnegie, Pa.        | Louis J. Reizenstein |
| Hommel Co., The O. (C)                  | 209 Fourth Ave.                     | H. R. Urbach         |
| Imperial Paper & Color Corp. (B)        | 535 Bulkeley Bldg., Cleveland, Ohio | A. T. Nemevis        |
| Impervious Varnish Co. (A)              | Koppers Bldg.                       | A. E. Dann           |
| Lawrence & Co., W. W. (A)               | West Carson St.                     | J. E. White          |
| Lucas & Co., Inc., John (A)             | West Carson St.                     | J. Purcell           |
| McCann Shields Paint Co. (A)            | 27 Alexander St.                    | J. E. Shields        |
| Michel & Co., C. A. (E)                 | 640 Smithfield St.                  | G. J. Michel         |
| National Lead & Oil Co. of Pa. (B)      | Commonwealth Bldg.                  | W. H. Taylor         |

| Firm                            | Address                             | Representative  |
|---------------------------------|-------------------------------------|-----------------|
| Neville Co. (B)                 | Neville Island                      | E. R. Coyle     |
| New Jersey Zinc Sales Co. (B)   | 160 Front St.<br>New York, N. Y.    | Harold Hedden   |
| Owens-Illinois Can Co. (B)      | Chambers St.<br>McKees Rocks, Pa.   | Al McGhee       |
| Penn Paint Co. (C)              | 5511 Penn Ave.                      | Loring S. Jones |
| Pittsburgh Paint Supply Co. (C) | 903 Liberty Ave.                    | J. W. Johnston  |
| Pittsburgh Plate Glass Co. (A)  | 632 Duquesne Way                    | C. J. Caspar    |
| St. Joseph Lead Co. (B)         | 1439 Oliver Bldg.                   | Ray L. Cathcart |
| Sherwin-Williams Co. (A)        | 55 Water St.                        | E. B. Harrison  |
| Sipe & Co., James B. (A)        | Box 87, South Hills Branch          | C. R. Eggers    |
| Suydam Co., M. B. (A)           | Island and Preble Aves.             | H. V. Natcher   |
| Thompson & Co. (A)              | 1085 Allegheny Ave.<br>Oakmont, Pa. | J. V. Thompson  |
| Union Paint Co. (A)             | 1200 Shore Ave. N.S.                | Emil Weil       |
| Watson-Standard Co. (A)         | 225 Galveston Ave.                  | J. D. Watson    |
| Zimmerman Co., E. E. (A)        | Fulton Bldg.                        | E. E. Zimmerman |

#### PORTLAND, OREGON PAINT, VARNISH AND LACQUER ASSOCIATION

President.....BERNARD L. DEATON  
(National Lead Co.)  
Vice-President.....GEO. J. NANETTI  
(West Coast Kalsomine Co.)  
Secretary-Treasurer.....ERNEST H. MORGAN  
(409 Gerlinger Bldg.)

| Firm                               | Address                   | Representative    |
|------------------------------------|---------------------------|-------------------|
| American Can Co. (B)               | 2127 N. W. 26th St.       | Harvey Lindsey    |
| Butcher Co., L. H. (C)             | 1504 N. W. Johnson St.    | D. W. Jorres      |
| Dunne Co., David M. (C)            | 1944 N. W. Roosevelt Ave. |                   |
| Empire Oil & Food Products Co. (C) | 6930 S. W. Macadam Rd.    | G. E. Merwin      |
| D. W. Ferguson (C)                 | 1501 N. W. Kearney St.    | D. W. Ferguson    |
| Fisher-Thorsen & Co. (A)           | 2100 N. W. 22nd St.       | Warren M. Thorsen |
| Fuller & Co., W. P. (A)            | 2181 N. W. Nicolai St.    | C. B. Van Houten  |
| General Paint Corp. (A)            | 838 S. W. Second Ave.     | S. C. Rasmussen   |
| Glidden Co., The (A)               | 2736 N. W. Front Ave.     | Fred Carlston     |
| Laucks, Inc., I. F. (A)            | 911 N. W. Hoyt St.        | Gordon T. Newcomb |
| Marshall Wells Co. (C)             | 1420 N. W. Lovejoy St.    | M. L. Murray      |
| Miller Paint & Wallpaper Co. (C)   | 317 S. E. Grand Ave.      | E. Miller         |
| National Lead Co. (B)              | 1211 N. W. Glisan St.     | B. L. Deaton      |
| Pacific Laboratories, Inc. (C)     | Park Rose Station H.      |                   |
| Paraffine Companies, The (A)       | 1600 N. W. 16th Ave.      | H. Dinger         |
| Pittsburgh Plate Glass Co. (A)     | 900 S. W. Second Ave.     | C. E. Collins     |
| Sherwin-Williams Co. (A)           | 1308 N. W. Everett St.    | D. A. Aronson     |
| Standard Oil Co. (C)               | Pacific Bldg.             | R. D. Dodge       |
| Van Waters & Rogers, Inc. (C)      | 646 No. Thompson St.      | J. G. Richards    |
| West Coast Kalsomine Co. (A)       | 1225 N. W. Everett St.    | Geo. J. Nanetti   |

#### PUGET SOUND PAINT, VARNISH AND LACQUER ASSOCIATION SEATTLE

President.....GEO. W. FELDMAN  
(W. P. Fuller & Co.)  
Vice-President.....EUGENE F. CLARK  
(L. H. Butcher Co.)  
Secretary-Treasurer.....B. W. LOCKHART  
(National Lead Co.)

| Firm                 | Address         | Representative |
|----------------------|-----------------|----------------|
| American Can Co. (B) | Ft. of Clay St. | G. E. Paulsen  |

| Firm                                      | Address                              | Representative   |
|-------------------------------------------|--------------------------------------|------------------|
| Butcher Co., L. H. (C)                    | 1518 First Ave. South                | E. F. Clark      |
| Du Pont de Nemours & Co., Inc., E. I. (A) | 1218 Sixth Ave. South                | Mr. Privat       |
| Fuller Co., W. P. (A)                     | Second and Jackson Sts.              | Geo. W. Feidman  |
| General Paint Corp. (A)                   | First and Spring Sts.                | D. M. Boylan     |
| Laucks, Inc., I. F. (A)                   | Maritime Bldg.                       | Leo W. Ellertson |
| Miller & Co., Carl F. (C)                 | 1008 Western Ave.                    | Carl F. Miller   |
| National Lead Co. (B)                     | 973 John St.                         | P. M. Carter     |
| Paraffine Companies, Inc. (A)             | 1217 Sixth Ave. South                | S. D. Kellner    |
| Pittsburgh Plate Glass Co. (A)            | 316 Westlake, North                  | R. R. Erickson   |
| Preservative Paint Co. (A)                | 5410 Airport Way                     | E. B. Mackenzie  |
| Reardon Co., The (A)                      | Port of Seattle, Reardon Street Dock | John Uphagrove   |
| Schorn Paint Co. (A)                      | 1128 W. Spokane St.                  | Frank Schorn     |
| Sherwin-Williams Co. (A)                  | 1048 Sixth Ave. South                | Frank Hewes      |
| Solastic Products Co. (A)                 | 5232 Shilshole Ave.                  | R. E. Van Horn   |
| Van Waters & Rogers, Inc. (C)             | 1263 Sixth Ave. South                | Nat Rogers       |
| West Coast Kalsomine Co. (A)              | 4784 East Marginal Way               | J. D. Norvall    |

#### RICHMOND PAINT, VARNISH AND LACQUER ASSOCIATION

President..... F. V. GUNN, JR.  
 (John T. Lewis & Bros. Co.)  
 Vice-President..... JAMES A. SAUNDERS  
 (The Atlantic Varnish & Paint Co.)  
 Secretary..... GEORGE W. CHRISTIAN  
 (Spencer Kellogg & Sons, Inc.)  
 Treasurer..... C. H. SNEAD  
 (The Bullington Paint Co.)

| Firm                               | Address                | Representative    |
|------------------------------------|------------------------|-------------------|
| Alcatraz Co., The (A)              | 3200 Williamsburg Ave. | T. A. Armitage    |
| American Can Co. (B)               | 2401 Venable St., E.   | J. C. Fairlamb    |
| Atlantic Varnish & Paint Works (A) | 2829 Lester St.        | Jas. A. Saunders  |
| Bullington Paint Co. (A)           | 400 1/2 E. Broad St.   | Robt. Bullington  |
| Harwood Bros. (E)                  | 1009 E. Canal St.      | H. B. Weatherford |
| Kelloggs & Miller Sales Co. (B)    | Hermitage Rd.          | A. C. Young       |
| Kellogg & Sons, Inc., Spencer (B)  | 902 No. 17th St.       | G. W. Christian   |
| Lewis & Bros Co., John T. (B)      | 1422 E. Cary St.       | F. V. Gunn        |
| Pittsburgh Plate Glass Co. (A)     | 7th and Byrd Sts.      | W. S. Dunning     |
| Ratcliffe-Goolsby Paint Co. (C)    | 211 No. First St.      | C. H. Ratcliffe   |
| Richmond Glass Shop (C)            | 308 W. Broad St.       | Frank Balkowski   |
| Sampson Paint & Color Co. (A)      | 1415 E. Main St.       | F. J. Sampson     |
| Sanders Bros. Co. (E)              | 1318 W. Broad St.      | W. B. Elwang      |
| Sherwin-Williams Co. (A)           | 1315 E. Main St.       | I. A. Stegar      |
| Southern Varnish Corp. (A)         | Box 1004, Roanoke, Va. | N. W. Kelly       |

#### ST. LOUIS PAINT, VARNISH AND LACQUER ASSOCIATION

President..... G. B. DUNFORD  
 (Intercoastal Paint Corp.)  
 Vice-President..... FRANK CLARKE  
 (Pittsburgh Plate Glass Co.)  
 Secretary..... R. J. FERREE  
 (National Lead Co.)  
 Treasurer..... D. L. RUMMEL  
 (Cook Paint & Varnish Co.)

| Firm                  | Address           | Representative  |
|-----------------------|-------------------|-----------------|
| Absorene Mfg. Co. (C) | 1609 No. 14th St. | H. R. Henderson |

| Firm                                      | Address                                  | Representative      |
|-------------------------------------------|------------------------------------------|---------------------|
| Aluminum Co. of America (B)               | 1825 Boatmen's Bank Bldg.                | D. P. Murray        |
| American Can Co. (B)                      | Branch St.                               | Edw. Lane           |
| American Commercial Alc.                  |                                          |                     |
| Corp. (C)                                 | 1021 So. Second St.                      | Frank Sale          |
| American Cyanamid & Chem-<br>ical Co. (B) | 608 So. Main St.                         | W. H. Andrews       |
| American Paint Journal (C)                | 3713 Washington Ave.                     | A. F. Voss          |
| American Zinc Sales Co. (B)               | Paul Brown Bldg.                         | Fred W. Knoke       |
| Archer-Daniels-Midland Co.                |                                          |                     |
| (B)                                       | 14th and Gratiot St.                     | J. R. Ginn          |
| Ault & Wiborg Corp. (A)                   | 1909 Locust St.                          | E. E. Ammon         |
| Banner Supply Co. (A)                     | 1804 So. Jefferson St.                   | J. C. Hoffmeister   |
| Barrett Co., The (C)                      | 4528 So. Broadway                        | W. W. Niehaus       |
| Behr Manning Corp. (C)                    | 1602 Locust St.                          | J. F. Connor        |
| Biddle Co., The (A)                       | 612 S. Main St.                          | Oliver J. Biddle    |
| Brown Petroleum Co., R. J.                |                                          |                     |
| (C)                                       | 1416 Wittenberg St.                      | R. J. Brown         |
| Chemical & Pigment Co., Inc.              |                                          |                     |
| (A)                                       | Collinsville, Ill.                       | C. V. Bates         |
| Commercial Solvents Corp. (C)             | 507 So. Main St.                         | H. I. Backenholdt   |
| Con-Ferro Paint & Varnish                 |                                          |                     |
| Co. (A)                                   | 3228 N. Broadway                         | S. M. Koplar        |
| Continental Can Co. (B)                   | P. O. Box 1242                           | T. H. Mayes         |
| Cook Paint & Varnish Co. (A)              | 4465 Manchester Ave.                     | D. L. Rummel        |
| DeMert & Dougherty (C)                    | 1600 Clark Ave.                          | Louis W. Guise      |
| DeVilbiss Co., The (B)                    | 1903 Washington Ave.                     | L. C. LeResche      |
| Dill-Hough Co. (C)                        | 608 So. Main St.                         | M. L. Coleman       |
| Du Pont de Nemours & Co.                  |                                          |                     |
| Inc., E. I. (A)                           | 6460 San Bonita Ave.                     | Jas. W. Greeves     |
| Eagle-Picher Lead Co. (B)                 | 1218 Olive St.                           |                     |
|                                           | East St. Louis, Ill.                     | G. A. Cowan         |
| George Co., P. D. (A)                     | 4153 Bingham Ave.                        | P. D. George        |
| Hammar Bros. White Lead Co.               |                                          |                     |
| (B)                                       | 305 St. Clair Ave.                       |                     |
|                                           | East St. Louis, Ill.                     | R. E. McCormack     |
| Hercules Powder Co. (B)                   | Railway Exchange Bldg.                   | F. W. Hoyt          |
| Hinds & Dauch Paper Co. (C)               | 5110 Penrose St.                         | W. W. Forsman       |
| Imperial Paper & Color Corp.              |                                          |                     |
| (B)                                       | 3713 Washington Blvd.                    | W. T. Thumser       |
| Inter-Coastal Paint Corp. (A)             | 1248 Walnut St.                          |                     |
|                                           | East St. Louis, Ill.                     | Geo. Dunford        |
| Irons Co., Clifford L. (C)                | 619 Clark Ave.                           | Clifford L. Irons   |
| Kellogg & Sons, Inc. Spencer              |                                          |                     |
| (B)                                       | 108 Mullanphy St.                        | E. W. Weaver        |
| Lawson-Eberson Paint Co. (A)              | 116 No. Second St.                       | E. Eberson          |
| Mar-Kay Mfg. Co. (A)                      | 2715 So. Second St.                      | Chas. F. McKay      |
| Mephram & Co., Geo. S. (B)                | 20th and Lynch Sts.                      |                     |
|                                           | East St. Louis, Ill.                     | Harry F. Lodge      |
| Minnesota Mining & Mfg. Co.               |                                          |                     |
| (A)                                       | 1220 Spruce St.                          | Robt. Webb          |
| Miracul Wax Co. (C)                       | 1322 Dolman St.                          | T. R. Patterson     |
| Missouri Paint & Varnish Co.              |                                          |                     |
| (A)                                       | 5125 No. Second St.                      | C. A. Schraudenbach |
| Mitchell-Mayer Co., Inc. (A)              | 607 So. Vandeventer St.                  | Leo Mitchell        |
| Monsanto Chemical Co. (B)                 | 1700 South Second Street                 | H. M. Harker        |
| Moore & Co., Benj. (A)                    | 1630 So. Second St.                      | W. C. LaRue         |
| Mound City Paint & Color Co.              |                                          |                     |
| (A)                                       | 217 So. Garrison Ave.                    | S. R. Casey         |
| Muralo Co. (A)                            | Ambassador Bldg.                         | E. J. Murphy        |
| National Lead Co. (B)                     | 722 Chestnut St.                         | R. J. Ferree        |
| National Pigment and Chemical             | Missouri Pacific R. R. & River Des Peres |                     |
| Division, National Lead Co.               |                                          | C. P. DeLore        |
| New Jersey Zinc Sales Co. (B)             | 826 Clark Ave.                           | C. H. Petterson     |
| Niehaus & Co., J. E. (C)                  | 429 So. 12th St.                         | J. E. Niehaus       |

| Firm                                 | Address                                  | Representative    |
|--------------------------------------|------------------------------------------|-------------------|
| Phelan-Faust Paint Mfg. Co.          |                                          |                   |
| (A)                                  | 932 Loughborough Ave.                    | W. J. Phelan      |
| Pittsburgh Plate Glass Co. (A)       | 1106 Central Industrial Ave.             | Frank Clarke      |
| Pockels Drug, Glass & Paint Co. (A)  | Jefferson and Gravois                    | Sidney Pockels    |
| Point Milling & Mfg. Co. (B)         | 20th and Lynch St., East St. Louis, Ill. | L. K. Ayres       |
| Pushee & Sons, Inc. J. C. (B)        | 4951 Laclede Ave.                        | Harley B. Caywood |
| Reardon Co., The (A)                 | 2200 No. Second St.                      | J. V. Reardon     |
| Robbins Varnish Co., A. (A)          | 1535 No. Eighth St.                      | Clarence Robbins  |
| Robins & Co., G. S. (B)              | 316 So. Commercial St.                   | M. A. Schneller   |
| St. Louis Surfacers & Paint Co. (A)  | 4200 Arlington St.                       | H. C. Avis        |
| Schraff-Koken Mfg. Co. (C)           | 7900 Michigan Ave.                       | P. W. Newell      |
| Schulte Paint & Lacquer Mfg. Co. (A) | 4525 Carter Ave.                         | Frank T. Schulte  |
| Seidlitz Paint & Varnish Co. (A)     | 114 Plant St., Webster Groves, Mo.       | Max McClure       |
| Shell Petroleum Corp. (C)            | Shell Bldg.                              | E. G. Richardson  |
| Sherwin-Williams Co. (A)             | 515 Spruce St.                           | A. W. Baeder      |
| Steelcote Mfg. Co. (A)               | 3418 Gratiot St.                         | Geo. Niedt        |
| Sullivan Sales Co., Phil A. (C)      | 4051 St. Louis Ave.                      | Phil A. Sullivan  |
| Thompson-Hayward Chemical Co. (C)    | 1101 No. Levee St.                       | Morton Mayer      |
| Titanium Pigment Corp. (B)           | Carondelet Sta.                          | D. W. Edgerly     |
| U. S. Lacquer & Chemical Co. (A)     | 2115 Singleton Ave.                      | Don Davis         |
| Utah Gilsonite Co. (C)               | Wainright Bldg.                          | O. M. Barron      |
| Vane-Calvert Paint Co. (A)           | 1601 No. Broadway                        | Chas. A. Niemeyer |
| Wheeling Corrugating Co. (C)         | 1000 Spruce St.                          | H. T. Brinton     |
| Woodward & Tiernan Painting Co. (C)  | 1519 Tower Grove Ave.                    | F. Merker         |
| Wurdack Lacquer Mfg. Co. (A)         | 6417 Dale Ave.                           | Walter Wurdack    |

#### TOLEDO PAINT, VARNISH AND LACQUER ASSOCIATION

|                                 |                |
|---------------------------------|----------------|
| President.....                  | R. H. AHRENDT  |
| (Superior Paint Co.)            |                |
| Vice-President.....             | C. A. SCHAEFER |
| (Pittsburgh Plate Glass Co.)    |                |
| Secretary-Treasurer.....        | JOHN W. DOOLEY |
| (Lindsey Wallpaper & Paint Co.) |                |

| Firm                                         | Address                                      | Representative    |
|----------------------------------------------|----------------------------------------------|-------------------|
| Acme White Lead & Color Works, The (A)       | 146 Summit St.                               | J. C. Fralich     |
| American Can Co. (B)                         | City Park Ave. and Hamilton St.              | G. W. Winters     |
| Archer-Daniels-Midland Co. (B)               | Hanson Ave.                                  | R. E. Endress     |
| Buckeye Paint & Varnish Co. (A)              | Lucas and 15th Sts.                          | P. F. Whalen, Jr. |
| DeVilbiss Co. (B)                            | 300 Phillips Ave.                            | W. J. Pitt        |
| Dolphin Paint & Varnish Co. (A)              | 922 Locust St.                               | Julius Blum       |
| Eagle-Picher Lead Co. (B)                    | Broadway and East Ninth St., Cleveland, Ohio | Arthur Grau       |
| Glidden Co., The (A)                         | 233 Summitt St.                              | A. J. Howe        |
| Kuhlman Builders Supply & Brick Co., The (C) | Nicholas Bldg.                               | C. V. Stevenson   |

| Firm                              | Address              | Representative  |
|-----------------------------------|----------------------|-----------------|
| Lake Shore Paint Co. (A)          | 322 Huron St.        | T. F. Coulter   |
| Lindsey Wall Paper Co. (C)        | 335 No. Erie St.     | John Dooiey     |
| National Lead Co. (B)             | 123 University Blvd. | J. G. Ludey     |
| Pittsburgh Plate Glass Co. (A)    | 2410 Albion St.      | C. A. Schaefer  |
| Schmidt Wall Paper Co. (C)        | 705 Cherry St.       | C. C. Hodges    |
| Superior Paint Co. (C)            | 508 Monroe St.       | R. J. Ahrendt   |
| Western Woodwork & Lumber Co. (C) | 731 Water St.        | A. J. Krupp     |
| Wilcox Co., M. I. (E)             | 210 Water St.        | Thos. P. Steele |

#### TORONTO PAINT, VARNISH AND LACQUER ASSOCIATION

|                     |                                                        |
|---------------------|--------------------------------------------------------|
| President.....      | W. G. HELLIAH<br>(Sturgeons, Ltd.)                     |
| Vice-President..... | H. D. HODGINS                                          |
| Secretary.....      | J. D. CRAIG<br>(263 Sorauren Ave.)                     |
| Treasurer.....      | W. W. SCHOALES<br>(The Dominion Linseed Oil Co., Ltd.) |

| Firm                               | Address                | Representative    |
|------------------------------------|------------------------|-------------------|
| American Can Co. (C)               | Federal Bldg.          | S. P. McNabb      |
| Aulcraft Paints, Ltd. (C)          | 325 Symington Ave.     | Col. C. M. Abbott |
| Boeckh Co., Ltd. (C)               | 24 Noble St.           | C. M. Farringer   |
| Brandram-Henderson, Ltd. (C)       | 377 Carlaw Ave.        | H. A. Roberts     |
| Canada Paint Co. (C)               | Leslie St.             | R. M. Smith       |
| Canadian Industries, Ltd. (C)      | Perth Ave.             | H. S. Chandler    |
| Continental Can Co. of Canada (C)  | New Toronto            | A. Sexsmith       |
| Crown Diamond Paint Co. (C)        | 66 Tecumseh St.        | H. F. Hussey      |
| Dominion Linseed Oil Co., Ltd. (C) | 1009 Royal Bank Bldg.  | H. P. Livingston  |
| Empire Wallpaper Co. (C)           | 334 Yonge St.          | S. Gardner        |
| Everall Colour Card Co. (C)        | 207 Jarvis St.         | Geo. Everall      |
| Glidden Co. (C)                    | 372 Wallace Ave.       | Geo. Mowat        |
| Harris Co., E. (C)                 | 73 King St. East       | C. Meyer          |
| Imperial Varnish & Color Co. (D)   | 20 Morse St.           | T. F. Monypenny   |
| International Varnish Co. (C)      | 371 Carlaw Ave.        | W. P. Waish       |
| Lowe Bros Co. (C)                  | 263 Sorauren Ave.      | F. J. Penberthy   |
| Martin Senour Co. (C)              | 375 Carlaw Ave.        | E. J. Cookson     |
| Moore & Co., Benj. (C)             | 6 Lloyd Ave.           | F. Moore          |
| Muirhead Co., A. (C)               | 217 King St. East      | W. H. M. Bonnell  |
| Pilkington Bros., Ltd. (C)         | 19 Mercer St.          | S. J. Andrews     |
| Ross, Ltd., Bruce (C)              | 159 Bay St.            | Bruce Ross        |
| Rubberset Co. (C)                  | 94 Wellington St. West | W. Taylor         |
| Scarie & Co. (C)                   | 128 Simcoe St.         | W. P. Klersey     |
| Sherwin-Williams Co. (C)           | 1 Leslie St.           | W. J. Delaney     |
| Standard Chemical Co. (C)          | 200 Bay St.            | F. Goad           |
| Stewart & Wood Co. (C)             | 84 York St.            | H. A. Moore       |
| Sturgeons, Ltd. (C)                | 330 Carlaw Ave.        | A. E. Adams       |
| Trelco, Ltd. (C)                   | 518 Yonge St.          | J. Mowder         |
| Wilson Patterson Gifford, Ltd. (C) | 132 St. Helena Avenue  | W. Bate           |

# UTAH PAINT, VARNISH AND LACQUER ASSOCIATION

President.....B. W. BUTLER  
(W. P. Fuller & Co.)

Secretary-Treasurer.....JOSEPH S. NELSON  
(Bennett Glass & Paint Co.)

| Firm                                    | Address                              | Representative     |
|-----------------------------------------|--------------------------------------|--------------------|
| Acme Quality Paint Store (A)            | 29 E. First South St.                | Ephraim E. Malm    |
| American Can Co. (B)                    | 2425 Blake St.<br>Denver, Colorado   | W. A. Landgraf     |
| Armstrong-Engberg Wall<br>Paper Co. (C) | 19 W. First South St.                | A. N. Engberg      |
| Bennett Glass & Paint Co. (A)           | 61 W. 1st South St.                  | Wallace F. Bennett |
| Fuller & Co., W. P. (A)                 | 404 W. Fourth South St.              | B. W. Butler       |
| Gateway Glass and Paint Co.<br>(C)      | 2340 Washington Ave.,<br>Ogden, Utah | C. Clyde Brown     |
| Salt Lake Glass & Paint Co.<br>(E)      | 33 E. First South St.                | Harry Shepherd     |
| Salt Lake Hardware Co. (C)              | 105 No. Third West St.               | Harold J. Martin   |
| Peck & Ash Wallpaper Co. (C)            | 992 So. Main St.                     | Frank H. Peck      |
| Perschon Paint & Wall Paper<br>Co. (C)  | 339 So. State St.                    | Wm. F. Perschon    |
| Sherwin-Williams Co., The (A)           | 53 W. Third South St.                | Archie Gilbert     |

Q. H. L. C.  
500 Fifth  
N. Y. C.



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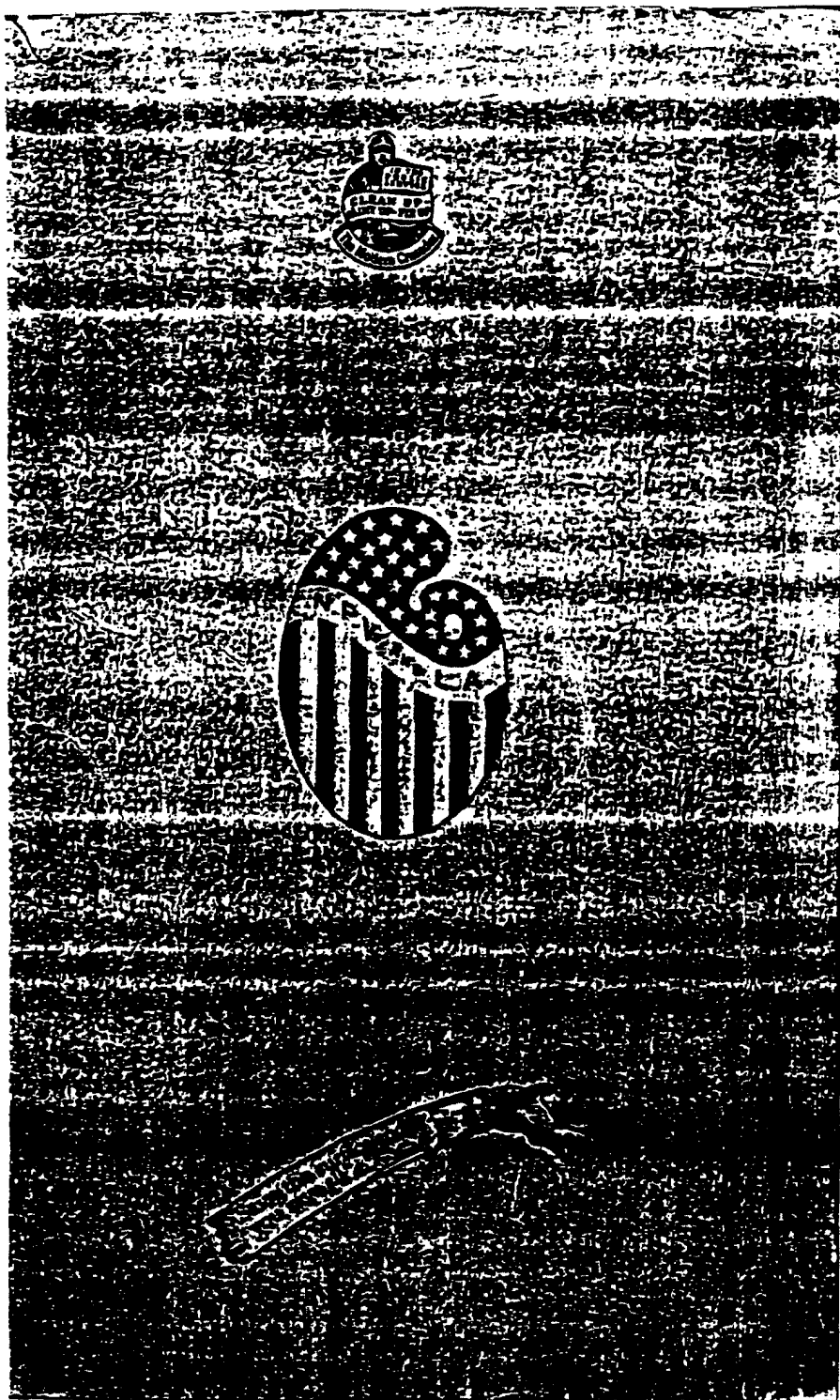
Air & Adv.  
McDonough-Butler Co, Inc  
26 Evans St  
Buffalo

James C Keller  
Kile Vainich Corp  
42-60 Stewart Ave  
Brooklyn

May Mc Cafferty  
~ 121 East Rdy

ER Roberts  
Natl Lead Co  
105 York St  
Brooklyn

Mrs. R H Haskway  
Sherwin-Wood  
101 Prospect Ave N.W.  
Cleveland



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