

Bulletin No. *60 61*

191

July 17, 1916

Subject

Packing-house Finishes

EASTERN PRICES

Refer to your insert bulletin on Packing-house Whites, Catalogue Nos. 2401, 2402, 2403, and 2404 and be advised that, until further notice, the following prices will apply:

No. 2401 - Packing-house Flat White -

"A" price..... H A T

"B" " \$1.40

No. 2402 - Packing-house Flat White

"A" price..... H S Y

"B" " \$1.55

No. 2403 - Packing-house Solar Flat White -

"A" price..... H F T

"B" " \$1.80

No. 2404 - Packing-house Gloss White Enamel-

"A" price..... H F Y

"B" " \$1.75

Above prices are for the material in barrels. Ten cents (10¢) per gallon advance will apply for shipments in five-gallon cans.

A complete description of the above products is given in the bulletin referred to and will be given in full in a booklet which is being prepared. We want our representatives to follow up every packing-house prospect on their territories and get their share of the business covering the paints that are used for upkeep.

In order that you may be placed in a favorable position to secure some of the competitive business which heretofore has been placed on the basis of price, we have worked out our special Brewers' and Packers' White Enamel, Y-1366, which all tests indicate to be equal to competitive materials. This product will meet most conditions found in packing plants and breweries and represents exceptional value. It covers well, dries hard and resists the moisture that condenses on the walls.

The "A" price is \$1.25 per gallon. "B" price \$1.40 per gallon in barrels. Five-gallon cans, 10¢ advance per gallon.

Yours very truly

[Signature]
JUL 18 1916

N10767

0007-SWP-000009599