TRADE NET PRICES

ZINCS IN OIL, WHITE

	1-lb. cans	5 lb. cans	12½ lb. pails	25 lb. pails
S-W Green Seal French Zinc	35½	32½	29½	28½
S-W Red Seal French Zinc	34½	31½	28½	27½
Green Seal White Zinc (G. W. M.)	——	——	18½	17½
Red Seal, White Zinc (G. W. M.)	——	——	18	17

ZINC IN VARNISH, FRENCH

1 lb. cans	5 lb. cans	12½ lb. pails	25 lb. pails
37	34	31	30

Price effective June 28, 1920; superseding a

The following line
SHERWIN-WILLIAMS PROD
are priced on a
basis and are sub
to discounts listed
Index pages.

All prices in this
tion are per package
cept where otherw
designated.

"PROJECTILE INTERIOR: The specifications require (1) that the interior of all projectiles shall be carefully cleaned and smoothed; (2) after being thoroughly cleaned and smoothed, the cavities of all projectiles, except target and anti-aircraft projectiles, shall be painted with an anti-acid lacquer or paint approved by the Bureau of Ordnance. In general, cavity paint must conform to the following specifications:

"Body shall consist of suitable hydrocarbons entirely free from acids and without admixture of any metallic compounds for dryers or any other purposes. It shall contain no nitrocellulose or other nitrated material. The solvent shall be suitable as a carrier for the hydrocarbon used and shall be free from acids. It shall be of such a quality that the requisite thinning material to be used shall be readily obtainable in the market. When used on steel surfaces, the paint shall set to touch in ten minutes and be free from tackiness in thirty minutes after drying at every atmospheric temperature. The coating when dry shall be a firm, tough, glossy coating which will not crack, peel, or flake.

"(3) The cavities of anti-aircraft projectiles which are to be filled with day tracer fluid shall be coated with a thin, hard, lead-free paint to prevent the cavities from rusting.

"(4) The cavities of target projectiles need not be painted."

To meet these requirements we will supply Anti-Acid Paint Black, No. 02605, at 34c per gallon, in barrels.

Color plates representing these actual materials will be prepared as soon as possible, but inasmuch as the goods are made to match the Government standard shades as shown in the circular, we do not believe you will have any difficulty in dispensing with color cards.

Shipment may be made from Cleveland, Chicago, or Newark.

MOTOR TRUCK AND WAGON FINISH—Olive Drab

Rx No. 16431, formerly No. X-7061-C, bbls., $2.50 per gal.

6 pounds White Lead in Oil.
1 pound Raw Umber.
1 pint Turpentine.
½ pint Japan.
1 quart Linseed Oil.

This material meets the above specifications and, as the name indicates, is designed for use in finishing motor trucks and army wagons. Three coats of the same goods are generally applied.

MOTOR TRUCK AND WAGON FINISHES

Special "A" Priming for Metal; Red Lead Paint.

Dry Red Lead	80	lbs.
Raw Linseed Oil	15	"
Turpentine, 2⅔ quarts	5	"
(26 lbs. to the gallon)	100	"

Price: $4.50 per gal., 18c per lb.

Special "B" Rx 02804, First Coat Priming for Wood.

Raw Linseed Oil	62.5	lbs.
Turpentine, 33-5 gals	25.0	"
Brown Japan Drier, 1 2-3 gals	12.5	"
(7½ lbs. to the gal.)	100.	"

Price: $1.28 per gal., 17c per lb.

Special "C" Rx 21808, Olive Drab, Paste.

White Lead in Oil	80.5	lbs.
Eng. Drop Black in Oil	11.0	"
Chrome Yellow, M. in Oil	6.5	"
Burnt Sienna in Oil	2.0	"
	100.0	"

Price: 18½c per lb.

Special "D" Rx 21809, Olive Drab, Second Coat.

"C" Paste	85.0	lbs.
Turpentine	2.0	gal.
Brown Japan, ⅛ pt.	⅛	pt.
(19½ lbs. to the gallon)		

Price: $3.32 per gal., 17c per lb.

Special "E" Rx 21810, Olive Drab, Third Coat.

"C" Paste	78.0	lbs.
Raw Linseed Oil	19.0	"
Brown Japan	3.0	"
(18 lbs. to gal.)	100.0	"

Price: $3.33 per gal., 18½c per lb.

HELMET FINISH

Rx No. 17651, barrels, $1.90 per gal.

This material is made to meet the following specifications:

34..3 pounds White Lead Ground in Oil.
1..7 pounds Chrome Yellow, Med., Ground in Oil.
4..3 pounds Drop Black Ground in Oil.
24..0 pounds French Ochre Dry Powder.
10..3 pounds Exterior Rubbing Varnish.
3..0 pounds Brown Japan Drier.
22..4 pounds Turpentine.

100..0 pounds Total.

For application with the air-brush or sprayer, we recommend a reduction of about 15 per cent with Special Flat Reducer No.74, Rx 0974. For application by dipping, we recommend a reduction of about 33 per cent with the same Reducer.

In event the interior of the helmet is dipped two coats, the drain should be alternated to improve the flowing.

If it is necessary that only the outside or top side of the helmet be given two coats, the first coat could probably be applied to the best advantage by dipping and on those parts that require a second coat, the air-brush could be used to advantage.

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AEROPLANE FINISHES

Wings: The wings are finished with nitrate and acetate Lacquers on which information will be supplied in the near future.

Pilot-House or Cabin, and Framework: The pilot-house or cabin, and framework are generally finished in the natural effect and for this purpose we have sold large quantities of Rexpar at $2.75 per gallon in fives, also Aerospar Exterior, 01079, at $2.00 per gallon in 5s. Both of these Varnishes are durable finish. For the interior of the pilot house, we offer Interior Aerospar, 01141, which is a very elastic, quick drying, waterproof Varnish, at $1.25 per gallon in 5s.

Instrument Boards: The instrument boards are finished in Black Walnut and may be brought up with a coat of Oil Stain Black Walnut, Rx 35, price $1.35 per gallon in 5s, followed with a coat of Inside Aerospar, 01141.

Propellers: The propellers are generally finished in natural and we recommend for this purpose Aerospar Exterior, 01079, as mentioned above. The wooden parts are generally spruce, which is a close-grained wood and will require no filler. In some instances, however, ash is used and if a thoroughly smooth surface is desired this should be filled with our regular Paste Filler Transparent, Rx 20049, listed on page 126 of the M S D price list.

Insignia: The insignia is painted Red, White and Blue and Q. D. Colors will be used for this purpose, followed with a coat of Aerospar Exterior Varnish, 01079. For the Q. D. Reds, supply Q. D. Chinese Scarlet, Light or Medium Persian Scarlet L. L., or Extra Permanent Vermilion. All of these Reds are non-bleeding, so they will not affect the White. For the White use Q. D. Flake White and for the Blue supply Q. D. U. S. Mail Blue. All of these colors are regularly listed in the Q. D. price list along with the respective Grounds. No special Ground color is required for the White as the necessary number of coats of White are used to produce an opaque white surface.

AEROPLANE ENGINES

Our regularly listed Gas Engine Finishes mentioned on pages 123 and 128 of the M S D price list are satisfactory for this purpose, that is, Gas Engine Primer, Gas Engine Sealer, Gas Engine Filler, Gas Engine Enamel, or Lustral Enamel.

In some cases, however, it is desirous to use the minimum number of coats, sacrificing whatever may be necessary in the way of appearance and in that case Gas Engine Enamel or Lustral Enamel may be used directly over the bare iron although much better results would be obtained if at least a coat of Primer was used instead of applying the Enamel directly over the bare iron and the improvement in the results would more than offset the additional cost and time involved.

To the best of our knowledge no definite specifications covering Aeroplane Finishes, with the exception of the Aero-

quers, have been issued. We are, however, in close touch with the Government departments on this proposition and will advise you as soon as specifications are available. In the meantime, kindly be sure to send us any data in connection with the subject which you may be able to secure.

CANTONMENTS

An extensive variety of materials are being used in finishing the cantonments such as SWP: Preservative Shingle Stains; Creosote Paint; Mine, Mill and Factory Paint; Roof and Bridge Paint; Commonwealth Barn Gray and Red; Metal Protective Paint; First Quality Oil Colors, and various Stains and Enamels such as are regularly listed. These products will meet Government requirements.

As a general rule the cantonment jobs are done by contract on a basis of cost, plus a certain percentage. Alternate bids are submitted: one including painting and one without painting. Therefore, the contractor's profit is greater where painting is included and what we must do is to get in touch with the contractor and all others concerned, working all ends thoroughly, as it is essential that you ascertain definitely who will do the actual purchasing, also whether anything at all in the way of specifications is involved and then concentrate your efforts accordingly.

For the general painting, our Creosote Paint under the label of Fireproof Cantonment Paint, will enable you to secure the business. Our regular prices will apply.

This information will be supplemented from time to time and in the meantime quick definite action is absolutely essential in order to line up this business. We are depending upon each and every representative to give special attention to each and every prospect in his territory, knowing that by so doing a splendid volume of business can be secured.

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