



## ***THE SHERWIN-WILLIAMS Co.***

PAINT, VARNISH & COLOR MAKERS  
MINERS OF LEAD AND ZINC ORE  
SMELTERS OF ZINC OXIDE  
CORRODERS OF WHITE LEAD  
CRUSHERS OF FLAXSEED

FACTORIES: CLEVELAND, CHICAGO, NEWARK, MONTREAL, LONDON, ENG.  
SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES

---

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**General Manager, Auxiliaries Department**

GEO. A. MARTIN

## THE LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

**T**HE paints, varnishes, colors and specialties listed in the following pages include everything demanded in modern finishing. They will satisfactorily supply the paint and varnish needs of the painter and decorator, the sign-writer, the contractor and builder, the architect, the carriage custom and repair-shop, the property-owner, the farmer and the housewife.

We offer our line of products to the trade with the knowledge that they will fulfil every claim we make for them and, when used as intended, will always prove satisfactory.

Controlling as we do, the supply of nearly all important raw materials used in our products and maintaining chemical laboratories and testing-rooms where they are carefully examined for quality, we are able to offer goods of higher quality, which are more reliable and uniform than those made by less favorably situated makers. When pushed by a live, wide-awake merchant, Sherwin-Williams Paints and Varnishes will overcome competition, bring good trade and profits and give the dealer a reputation for reliable goods that will be one of his most valuable trade assets.

The Sherwin-Williams Co. was founded in 1866. Ever since that time we have held strictly to the highest standard of quality in paint and varnish making. We believed that the best goods would sell the best and our splendid success has proved we were right. Today we are the largest concern of the kind and growing rapidly. Our facilities include:

Five Factories, in Cleveland, Chicago, Montreal, Newark, and London, England.

Warehouses and Offices in principal cities from Atlantic to Pacific Ocean.

Representatives covering every important paint and varnish field in the world.

Linseed Oil Mills, where we make, treat and age strictly pure linseed oil for our products.

Lead and Zinc Mines and Smelters, where we employ large forces of men to mine and convert these ores.

White Lead Plants, where we corrode white lead by the Old Dutch Process, and manufacture other lead products.

Dry-Color Factories, the largest and best equipped in America, where our dry colors are made.

Lime-Sulfur Solution, Arsenate of Lead and Paris Green Factories, where we make a complete line of insecticides and fungicides.

Varnish, Japan and Drier Works, where these products are made exclusively.

Tin Can Factories, that make the tin cans we use.

Box Factory. A separate plant where boxes of all kinds are manufactured.

Printing Plant, with seventeen presses, bindery, sampling and finishing department, etc., where our advertising and printing are economically handled.

Machine-Shops, that make mills and machinery of our exclusive design.

These facilities enable us to make sure our goods are right from the foundation up and save us much in cost of manufacture that is put into the quality of the goods and the maintenance of a strict standard of service.





## ***THE SHERWIN-WILLIAMS Co.***

### **FACTORIES AND OFFICES**

CLEVELAND, 601 Canal Road, N. W.  
CHICAGO, Pullman Station  
NEWARK, Brown Street and Lister Avenue  
MONTREAL, 897 Centre Street  
LONDON, ENGLAND

### **WAREHOUSES AND OFFICES**

BIRMINGHAM, 2309-2311 Morris Avenue  
BOSTON, 11-13-15 Stillings Street  
BUFFALO, 66-68 Erie Street  
CHICAGO, City Office, 1101-1103 People's Gas Building  
CINCINNATI, 420 Pioneer Street  
DALLAS, 2411 Swiss Avenue  
DENVER, 2249-2251 Blake Street  
DETROIT, 138-140 Bates Street  
HOUSTON, Corner Pine and Steam Mill Streets  
INDIANAPOLIS, 314-316 West Georgia Street  
KANSAS CITY, 1400 St. Louis Avenue  
LONDON, ENGLAND, 7 Well Court, Queen Street, E. C.  
LOS ANGELES, 820-822 Stephenson Avenue  
MINNEAPOLIS, 119-121 Second Street, North  
NEW ORLEANS, 322-326 Lafayette Street  
NEW YORK, 119-123 West 31st Street and 117-120 West 32d Street  
OMAHA, Corner Tenth and Dodge Streets  
PHILADELPHIA, Delaware Avenue and Chestnut Street  
PITTSBURG, 804 Penn Avenue  
PORTLAND, Ore., 469-471 Everett Street  
SAN ANTONIO, 101 East Commerce Street  
SAN FRANCISCO, 454-466 Second Street  
SAVANNAH, 745 Wheaton Street  
SEATTLE, 512 First Avenue, South  
SPOKANE, Corner Railroad Avenue and Wall Street  
ST. LOUIS, Second and Clinton Streets  
TORONTO, 86 York Street  
VANCOUVER, 827 Powell Street  
WINNIPEG, Corner Vincent and Whyte Avenue

## DISTRICT AND DIVISION OFFICES, FACTORIES AND WAREHOUSES

Administration Offices and Headquarters  
601 Canal Road  
Cleveland

### CENTRAL DISTRICT

Cleveland Sales Division,

Pittsburgh Depot,  
Buffalo Depot,  
Detroit Store,  
Binghamton Store,  
Cincinnati Sales Division,  
Indianapolis Depot,

General Offices and Factory, 601 Canal Road, N. W., Bell Tel. Main 4200; Cuyahoga Central 666-7775.  
Office and Warehouse, 804 Penn Ave., Tel. Main 3016.  
Office and Warehouse, 66-68 Erie St., Tel. Seneca 5.  
Office and Warehouse, 138-140 Bates St., Tel. Main 633.  
Office and Warehouse, 115 Court St., Tel. Bell 617-W.  
Office and Warehouse, 420 Pioneer St., Tel. Canal 160.  
Office and Warehouse, 314-316 West Georgia St., Tel. Indepen. 3040.

### WESTERN DISTRICT

Chicago Sales Division,  
Chicago City Office and Display-Rooms,  
Northwestern Sales Division (Minneapolis),

General Offices and Factory, Pullman Sta., Tel. West Pullman 480.  
1101 People's Gas Building, Tel. Randolph 6684.  
Office and Warehouse, 119-121 Second St., North, Tel. Tri-State 2855;  
Northwestern, Nicollet 1821.

### MISSISSIPPI VALLEY DISTRICT

St. Louis Sales Division,

General Offices and Warehouse, Second and Clinton Sts., Tel. Tyler 1889, Kinlock, Central 7005.

### SOUTHERN DISTRICT

Birmingham Sales Division,  
New Orleans Sales Division,  
Savannah Sales Division,

General Offices and Warehouse, 2309-2311 Morris Ave., Tel. Main 284.  
Office and Warehouse, 322-326 Lafayette St., Tel. Main 657.  
Office and Warehouse, 745 Wheaton St., Tel. Southern 4167.

### SOUTHWESTERN DISTRICT

Kansas City Sales Division,  
Denver Depot,  
Omaha Sales Division,  
Texas Sales Division (Dallas),  
San Antonio Store,  
Houston Depot,

General Offices and Warehouse, 1400 St. Louis Ave., Tel. Bell and Home Main 5523.  
Office and Warehouse, cor. Blake and 25th Sts., Tel. Main 8674.  
Office and Warehouse, cor. Tenth and Dodge Sts., Tel. Douglas 6040.  
Office and Warehouse, 2411 Swiss Ave., Tel. Haskell 1912.  
Office and Warehouse, 101 East Commerce St., Tel. Southwestern 3403.  
Office and Warehouse, corner Pine and Steam Mill Sts., Tel. Preston 3799.

### ATLANTIC COAST DISTRICT

Newark Sales Division,  
New York City Sales Division,  
Central Atlantic Sales Division (Philadelphia),  
New England Sales Division (Boston),

General Offices and Factory, Brown St. and Lister Ave., Tel. Newark 1790, 1791, 1792.  
City Office and Display-Rooms, 116 West 32d St., Tel. Madison Square 7686.  
Delaware Ave. and Chestnut St., Tel. Keystone, Main 160; Bell, Lombard 2047.  
Office and Warehouse, 11-15 Stillings St., Tel. Main 1645.

### PACIFIC COAST DISTRICT

San Francisco Sales Division,  
No. Pacific Sales Division (Portland, Ore.),  
Seattle Depot,  
Spokane Depot,  
So. Pacific Sales Division (Los Angeles),

General Offices and Warehouse, 454-466 Second St., Tel. Kearny 1560.  
Office and Warehouse, 469-471 Everett St., Tel. Main 6284.  
Office and Warehouse, 512 First Ave. South, Tel. Main 1645; Independent 2902.  
Office and Warehouse, cor. Railroad Ave. and Wall St., Tel. Main 2304.  
Office and Warehouse, 820-822 Stephenson Ave., Tel. Main 242; Home A 3551.



## AUXILIARIES DEPARTMENTS

|                     |                                                  |
|---------------------|--------------------------------------------------|
| Linseed Oil Mill    | Cleveland, Ohio, Cuyahoga, cor. Mahoning Sts.    |
| White Lead Works    | Kensington, Ill., 115th St., cor. Stephenson St. |
| Zinc Oxide Smelters | Coffeyville, Kansas                              |
| Lead and Zinc Mines | { Joplin, Mo.                                    |
|                     | { Magdalena, New Mexico                          |
| Tin Can Works       | { Cleveland, Ohio, 601 Canal Road                |
|                     | { Kensington, Ill., 115th St.                    |
| Box Plant           | Cleveland, Ohio, 723 Stone's Levee               |

## RAILWAY AND MARINE SALES DEPARTMENTS

|                     |                                                                             |
|---------------------|-----------------------------------------------------------------------------|
| C Albright, W. B.   | Mgr., Railway Sales Dep't, East, New York, 116 West 32d St.                 |
| A Madill, T.        | Mgr., Railway Sales Dep't, West, Chicago, Ill., 1101 People's Gas Building. |
| D Goodremont, R. V. | Railway Sales Dep't, West, Chicago, Ill., 1101 People's Gas Building.       |
| B Graves, R. L.     | Mgr., Railway Sales Dep't, Southwest, Cleveland, 601 Canal Road.            |
| E Richardson, E. M. | Mgr., Marine Sales Dep't, Cleveland, O., 601 Canal Road.                    |

## GENERAL SALES DEPARTMENTS

### AUTOMOBILE AND CARRIAGE SALES DEPARTMENT

J. O. Hasson, Manager, Cleveland, 601 Canal Road

| Ter'y                | Mail Address                               |
|----------------------|--------------------------------------------|
| 21 Branham, G. E.    | Detroit, Mich., 140 Bates St., T.-N. 1912. |
| 23 Moore, D. J.      | Cincinnati, O., 628 Elm St.                |
| 25 Ware, H. C.       | Limaville, O.                              |
| 27 Wright, G. S.     | Buffalo, N. Y., 66 Erie St.                |
| 28 Levenhagen, F. A. | Cleveland, O., 601 Canal Road.             |

### VARNISH SALES DEPARTMENT

L. M. DuCommun, Manager, Cleveland, 601 Canal Road

|                     |                                      |
|---------------------|--------------------------------------|
| 50 Mitchell, R. N.  | Cincinnati, O., 111 East Auburn Ave. |
| 52 Hunt, E. H.      | Buffalo, N. Y., 66 Erie St.          |
| 53 Johnstone, R. L. | Memphis, Mich.                       |
| 56 Ewell, D. E.     | Cleveland, O., 601 Canal Road.       |

### STREET RAILWAY SALES DEPARTMENT

E. M. Williams, Manager, Cleveland, 601 Canal Road

|                 |                                            |
|-----------------|--------------------------------------------|
| L Billau, H. E. | Cleveland, O., 601 Canal Road.             |
| M Body, L. F.   | Cleveland, O., 601 Canal Road, T.-N. 1912. |

## INSECTICIDE AND INSULATING MATERIALS SALES DEPARTMENTS

O. A. Hasse, Manager, Cleveland, 601 Canal Road

## ADVERTISING, PROMOTING AND DECORATIVE DEPARTMENTS

C. E. Horton, Manager, Cleveland, 601 Canal Road

## CENTRAL DISTRICT

General Offices and Factory, Cleveland, O.  
601 Canal Road

Robert W. Sample, Assistant Manager General Sales Department

### CLEVELAND SALES DIVISION

Offices and Warehouse, Cleveland, O.  
601 Canal Road

#### TRADE SALES DEPARTMENT

A. E. Kydd, Sales Manager

| Ter'y                 | Mail Address                               |
|-----------------------|--------------------------------------------|
| 1 Stewart, W. S.      | Saginaw, Mich., 121 1/2 So. Jefferson Ave. |
| 2 Gill, J. I.         | Cleveland, O., 601 Canal Road.             |
| 4 Mason, W. A.        | Cleveland, O., 601 Canal Road.             |
| 5 Dubé, G.            | Cleveland, O., 601 Canal Road.             |
| 6 Reynolds, C. H.     | Cleveland, O., 601 Canal Road.             |
| 7 Carruth, F. R.      | Cleveland, O., 601 Canal Road.             |
| 9 Hess, E. L.         | Cleveland, O., 601 Canal Road.             |
| 11 Clute, C. D.       | Buffalo, N. Y., 66 Erie St.                |
| 12 Schell, O. D.      | Port Huron, Mich., Stewart Block.          |
| 16 Farlow, W. S.      | Detroit, Mich., 172 Gladstone Ave.         |
| 17 McKay, R. G.       | Cleveland, O., 601 Canal Road.             |
| 18 Loftus, F. E.      | Cleveland, O., 601 Canal Road.             |
| 20 Hall, J. H.        | Cleveland, O., 601 Canal Road.             |
| 40 Fludder, W.        | Detroit, Mich., 138 Bates St.              |
| 42 Stevenson, W. W.   | Elmira, N. Y., 1064 College Ave.           |
| 43 Hill, H. S.        | Cleveland, O., 601 Canal Road.             |
| 44 Ketchum, B.        | Rochester, N. Y., 12 Birch Crescent.       |
| 46 Birdsall, J. C.    | Wilkinsburg, Pa., 310 Hay St.              |
| 48 Harshbarger, W. S. | Pittsburgh, Pa., 804 Penn Ave.             |
| 49 Hobson, E. P.      | Cleveland, O., 601 Canal Road.             |

### BUFFALO DEPOT

Office and Warehouse, 66-68 Erie St., Buffalo, N. Y.  
A. H. Grieser, Superintendent

### DETROIT STORE (Detroit Paint & Glass Co.)

Office and Warehouse, 138 Bates St., Detroit, Mich.  
G. A. McLachlan, Manager

### BINGHAMTON STORE (Lawrence Paint Co.)

Office and Warehouse, 115 Court St., Binghamton, N. Y.  
E. F. Keene, Manager

### PITTSBURGH DEPOT

Office and Warehouse, 804 Penn Ave., Pittsburgh, Pa.  
C. W. Dyer, Superintendent

### CINCINNATI SALES DIVISION

Office and Warehouse, Cincinnati, O., 420 Pioneer St.  
W. W. Haynes, Sales Manager

#### TRADE SALES DEPARTMENT

|                     |                                        |
|---------------------|----------------------------------------|
| 3 Spangler, F. B.   | Norwood, O., 2063 Elm Ave.             |
| 8 Hoey, W. M.       | Muncie, Ind., 409 South Liberty St.    |
| 10 Bogrand, F. H.   | Dayton, O., care Y. M. C. A.           |
| 14 Pendery, J. L.   | Cincinnati, O., 420 Pioneer St.        |
| 15 Swineford, E. E. | Parkersburg, W. Va., 1813 Spring St.   |
| 19 Menefee, J. T.   | Knoxville, Tenn., Caldwell Apartments. |
| 31 Cannon, A. R.    | Cincinnati, O., 420 Pioneer St.        |
| 32 Peters, W. J.    | Cincinnati, O., 420 Pioneer St.        |
| 23 Gray, G. W.      | Indianapolis, Ind., 931 Park Ave.      |
| 24 Dawson, H. W.    | Cincinnati, O., 420 Pioneer St.        |
| 41 Titzel, J. C.    | Evansville, Ind., care Y. M. C. A.     |
| 45 Hambaugh, W. P.  | Nashville, Tenn., care Y. M. C. A.     |

### INDIANAPOLIS DEPOT

Office and Warehouse, Indianapolis, Ind., 314-316 West Georgia St.  
L. S. Cogswell, Superintendent

## WESTERN DISTRICT

General Offices and Factory, Chicago, Ill., Pullman Station  
Chicago City Office, 1101 People's Gas Building  
H. M. Ashby, District Manager

### CHICAGO SALES DIVISION

Offices and Warehouse, Chicago, Ill., Pullman Station

#### TRADE SALES DEPARTMENT

S. H. Stewart, Sales Manager

| Ter'y                | Mail Address                         |
|----------------------|--------------------------------------|
| 101 Gallinger, W. F. | Grand Rapids, Mich., 735 Morris Ave. |
| 103 Church, J. R.    | Milwaukee, Wis., 304 Cudahy Apts.    |
| 104 Fleming, R. H.   | Madison, Wis., 1213 Spaight St.      |
| 105 Wheeler, C. S.   | Chicago, Ill., 1213 E. 53d St.       |
| 106 Hullinger, C. C. | Peoria, Ill., Jefferson Hotel.       |
| 114 Bennett, C. F.   | Decatur, Ill., Box 515.              |
| 115 Ward, J. W.      | Chicago, Ill., Pullman Station.      |
| 118 Flaniken, F. P.  | Chicago, Ill., Pullman Station.      |
| 118a Ballard, A. W.  | Omro, Wis., Box 201.                 |
| 121 Manassa, G. J.   | Des Moines, Ia., 3023 Ingersoll Ave. |
| 124 Allen, H. O.     | Chicago, Ill., 12000 Stewart Ave.    |
| 126 Spoon, F. A.     | Janesville, Wis., 216 Terrace St.    |
| 134 Munger, P. L.    | Janesville, Wis., 326 Madison Ave.   |

#### CITY SALES DEPARTMENT

Chicago, Ill., 1101 People's Gas Building

|                     |                                            |
|---------------------|--------------------------------------------|
| 113 Williams, J. H. | Chicago, Ill., 437 E. 50th St.             |
| 123 Hayes, W. P.    | Chicago, Ill., 5401 Evanston Ave.          |
| 132 Western, R. W.  | Chicago, Ill., 1101 People's Gas Building. |

#### MANUFACTURERS' SALES DEPARTMENT

L. B. Quinn, Sales Manager

|                        |                                             |
|------------------------|---------------------------------------------|
| 117 Comstock, E. F.    | Minneapolis, Minn., 1134 Jefferson St., NE. |
| 140 Barden, J. P., Jr. | Chicago, Ill., 5209 Jefferson Ave.          |
| 141 Randall, F. A.     | Chicago, Ill., 6033 Kimbark Ave.            |
| 150                    | Chicago, Ill., Pullman Station.             |
| 619 Atwood, C. M.      | Chicago, Ill., 6235 Langley Ave.            |
| Proseus, C. A.         | Chicago, Ill., 11333 Indiana Ave.           |

### NORTHWESTERN SALES DIVISION

Offices and Warehouse, Minneapolis, Minn.  
119-121 Second St., North

J. P. Coleman, Sales Manager

#### TRADE SALES DEPARTMENT

|                    |                                            |
|--------------------|--------------------------------------------|
| 107 Fischer, W. C. | Minneapolis, Minn., 119-121 Second St., N. |
| 108 O'Neill, P. H. | Waterloo, Iowa, 416 E. 4th St.             |
| 110 Mannerud, O.   | Minneapolis, Minn., 119-121 Second St., N. |
| 116 Born, N. E.    | Minneapolis, Minn., 119-121 Second St., N. |
| 120 Edwards, W. W. | Fargo, N. D., Waldorf Hotel.               |
| 130 Lau, H. C.     | Minneapolis, Minn., 119-121 Second St., N. |
| 138 Lathrop, G. L. | Minneapolis, Minn., 119-121 Second St., N. |
| 139 Brude, O. J.   | Minneapolis, Minn., 119-121 Second St., N. |
| 143 Randall, F. D. | Aberdeen, S. D., Ward Hotel.               |

## MISSISSIPPI VALLEY DISTRICT

General Offices, St. Louis, Mo.  
Second and Clinton Sts.

F. F. Myers, District Manager

### ST. LOUIS SALES DIVISION

Offices and Warehouse, St. Louis, Mo.  
Second and Clinton Sts.

#### TRADE SALES DEPARTMENT

|                     |                                         |
|---------------------|-----------------------------------------|
| 109 Hammond, W. V.  | Little Rock, Ark., 2724 West 13th St.   |
| 111 Reeds, H. P.    | Troy, Mo., Lock Box 423.                |
| 119 Doll, B. A.     | St. Louis, Mo., Second and Clinton Sts. |
| 122 Dyson, G. E. L. | Memphis, Tenn., 95 N. Main St.          |
| 127 Keefe, J. L.    | St. Louis, Mo., Second and Clinton Sts. |
| 128 Leis, G. K.     | St. Louis, Mo., Second and Clinton Sts. |
| 133 Tooker, R. J.   | St. Louis, Mo., Second and Clinton Sts. |
| 136 Nichols, W. D.  | St. Louis, Mo., Second and Clinton Sts. |
| 146 Youngs, C. D.   | St. Louis, Mo., Second and Clinton Sts. |

#### ARCHITECTURAL AND ENGINEERING DEPARTMENT

|                    |                                         |
|--------------------|-----------------------------------------|
| 137 Kennedy, J. K. | St. Louis, Mo., Second and Clinton Sts. |
|--------------------|-----------------------------------------|

## SOUTHERN DISTRICT

General Offices, Birmingham, Ala.  
2309-2311 Morris Ave.

G. G. Mowat, District Manager

### BIRMINGHAM SALES DIVISION

Offices and Warehouse, Birmingham, Ala.  
2309-2311 Morris Ave.

#### TRADE SALES DEPARTMENT

| Ter'y              | Mail Address                            |
|--------------------|-----------------------------------------|
| 701 Ashner, J. H.  | Birmingham, Ala., 2309-2311 Morris Ave. |
| 702 Menelee, G. G. | Birmingham, Ala., 2309-2311 Morris Ave. |
| 703 Steger, I. A.  | Montgomery, Ala., 411 South Perry St.   |

### NEW ORLEANS SALES DIVISION

Offices and Warehouse, New Orleans, La.  
322-326 Lafayette St.

A. E. Allen, Sales Manager

#### TRADE SALES DEPARTMENT

|                      |                                     |
|----------------------|-------------------------------------|
| 721 Pleasants, D. G. | New Orleans, La., 322 Lafayette St. |
| 722 Affleck, T.      | Jackson, Miss.                      |
| 723 Bennett, R. P.   | Shreveport, La.                     |
| 724 Hodges, B.       | New Orleans, La., 322 Lafayette St. |

### SAVANNAH SALES DIVISION

Offices and Warehouse, Savannah, Ga.  
745 Wheaton St.

K. H. Wood, Superintendent

#### TRADE SALES DEPARTMENT

|                     |                                |
|---------------------|--------------------------------|
| 731 Shaw, C. E.     | Savannah, Ga., 745 Wheaton St. |
| 732 Ballow, R. N.   | Savannah, Ga., 745 Wheaton St. |
| 733 Kiser, A. D.    | Atlanta, Ga., 15 Hurt St.      |
| 734 Magruder, R. A. | Orlando, Fla.                  |

## SOUTHWESTERN DISTRICT

General Offices, Kansas City, Mo.  
1400 St. Louis Ave.

W. R. Ashbrook, District Manager, T.-N. 1912

### KANSAS CITY SALES DIVISION

Offices and Warehouse, Kansas City, Mo.  
1400 St. Louis Ave.

F. B. Gable, Sales Manager

#### TRADE SALES DEPARTMENT

|                       |                                                 |
|-----------------------|-------------------------------------------------|
| 601 Graham, R. E.     | Kansas City, Mo., 4126 Virginia Ave.            |
| 602 Groté, B. A.      | Ft. Smith, Ark., P.-O. Box 155                  |
| 603 Dorwart, G. A.    | Wichita, Kans., 903 N. Topeka St.               |
| 604 Clare, E. J.      | Oklahoma City, Okla., 508 E. 8th St., Box 1022. |
| 605 Gascoigne, G.     | Chickasha, Okla., 722 Minnesota Ave.            |
| 606 Bollman, A. M.    | Kansas City, Mo., 5817 St. John Ave.            |
| 608 Hefley, H. R.     | Enid, Okla., 424 W. Main St., Box 206           |
| 609 Barber, W. H.     | Abilene, Kans., 515 West 3d St.                 |
| 610 Porter, C. G.     | Kansas City, Mo., 3503 Jefferson St.            |
| 614 Ham, W. S.        | Iola, Kans., 601 So. Washington Ave.            |
| 616 Miller, K.        | Topeka, Kans., "The Virginia," 420 W. 10th St.  |
| 617 Nolte, E. H.      | Joplin, Mo., 515 N. Byers Ave.                  |
| 620 Heim, L. J.       | Denver, Colo., 2473 Caithness Place.            |
| 627 Richardson, H. A. | Delta, Colo., 712 East 4th St.                  |
| 629 Oliver, W. R.     | Denver, Colo., cor. Blake and 25th Sts.         |

### DENVER DEPOT

Office and Warehouse, Denver, Colo.  
Cor. Blake and 25th Sts.

L. J. Heim, Superintendent

## OMAHA SALES DIVISION

Offices and Warehouse, Omaha, Neb.  
Cor. Tenth and Dodge Sts.  
W. P. Clark, Sales Manager

### TRADE SALES DEPARTMENT

| Ter'y              | Mail Address                                |
|--------------------|---------------------------------------------|
| 621 Barker, J.     | Omaha, Neb., cor. Tenth and Dodge Sts.      |
| 622 Lahr, H. W.    | Sioux City, Ia., 3604 E. 6th St.            |
| 623 Kenower, F. C. | Harvard, Neb., Lock Box 65.                 |
| 624 Dalton, H.     | Columbus, Neb., 510 W. 14th St.             |
| 625 Steele, F. C.  | Omaha, Neb., cor. Tenth and Dodge Sts.      |
| 626 Brown, F. A.   | Shenandoah, Ia., 615 Ninth Ave.             |
| 628 Berg, C. I.    | Salt Lake City, Utah, No. 1 Arlington Apts. |

## TEXAS SALES DIVISION

Offices and Warehouse, Dallas, Tex.  
2411 Swiss Ave.  
F. A. Welsh, Sales Manager

### TRADE SALES DEPARTMENT

|                     |                                              |
|---------------------|----------------------------------------------|
| 640 Shelton, S. M.  | Abilene, Tex., 341 Cypress St., Box 12.      |
| 641 Conger, G. C.   | Dallas, Tex., 215 S. Patton St. T.-N. 1912.  |
| 642 Ragland, C. S.  | San Antonio, Tex., 314 Caroline St.          |
| 643 Markley, T. H.  | Austin, Tex., 2411 Neuces St.                |
| 644 Morgan, W. L.   | Dallas, Tex., 2411 Swiss Ave.                |
| 645 Gross, E.       | Tyler, Tex., 316 E. Elm, Box 255.            |
| 646 Welmaker, H. A. | Amarillo, Tex., 1500 Tyler St., Box 662.     |
| 647 Marshall, G. H. | Houston, Tex., 1417 Rusk St.                 |
| 648 Twaddell, J. J. | Waco, Tex., 500 No. 15th St.                 |
| 649 Free, L. L.     | Houston, Tex., cor. Pine and Steam Mill Sts. |

### RAILWAY SALES DEPARTMENT

F. Donnelly, E. S. .... Dallas, Tex., 2411 Swiss Ave.

## HOUSTON DEPOT

Office and Warehouse, Houston, Tex.  
Cor. Pine and Steam Mill Sts.  
L. L. Free, Superintendent

## SAN ANTONIO STORE

Office and Warehouse, San Antonio, Tex.  
101 East Commerce St.  
F. M. Roach, Manager

## ATLANTIC COAST DISTRICT

General Offices and Factory, Newark, N. J.  
Brown St. and Lister Ave.  
H. DeWitt Whittlesey, District Manager

## NEW YORK CITY SALES DIVISION

Offices and Display-Rooms, New York City, 116 West 32d St.

### SALES DEPARTMENT

H. T. Sheldon, Sales Manager

|                    |                                     |
|--------------------|-------------------------------------|
| 241 Walker, L. D.  | Bloomfield, N. J., 401 Franklin St. |
| 242 Woodrow, W. S. | Brooklyn, N. Y., 278 Carlton Ave.   |
| 243 Shine, L. M.   | New York City, 116 West 32d St.     |
| 245 Slater, F. S.  | Westfield, N. J., 666 Boulevard.    |

## NEWARK SALES DIVISION

Offices and Warehouse, Newark, N. J.  
Brown St. and Lister Ave.

### TRADE SALES DEPARTMENT

J. R. Stout, Sales Manager

|                       |                                   |
|-----------------------|-----------------------------------|
| 201 Collins, V. H.    | Syracuse, N. Y., Robineau Road.   |
| 202 Porter, W. H.     | Albany, N. Y., 88 Willett St.     |
| 204 Spettigue, G. S.  | Honesdale, Pa., General Delivery. |
| 205 Foy, F. L.        | Passaic, N. J., 320 Paulison Ave. |
| 206 Crook, W. S.      | Meriden, Conn., 178 Cook Ave.     |
| 214 Howell, H. J.     | Jamaica, L. I., 29 Ackroyd Ave.   |
| 217 Millsbaugh, M. B. | Pine Bush, N. Y.                  |
| 218 Collins, A. D.    | Syracuse, N. Y., Robineau Road.   |

#### STREET RAILWAY SALES DEPARTMENT

K Elmquist, F. A. .... New York City, 116 West 32d St.

#### MANUFACTURERS' SALES DEPARTMENT

O. E. Tichenor

Ter'y

Mail Address

261 Hinish, H. F. .... Newark, N. J., Brown St. and Lister Ave.  
262 Schell, G. C. .... Geneva, N. Y., 47 Main St.  
263 Atherton, J. D. .... New York City, 538 Wendover Ave.  
264 Wallace, C. W. .... Birmingham, Ala., 1919 2d Ave.

#### EXPORT DEPARTMENT

H. L. Gemberling, Sales Manager

271 Donnison, F. C. .... Newark, N. J., Brown St. and Lister Ave.  
272 Albarran, G. .... Newark, N. J., Brown St. and Lister Ave.  
273 Fuentes, A. .... Newark, N. J., Brown St. and Lister Ave.  
274 King, L. J. .... Newark, N. J., Brown St. and Lister Ave.  
275 Devoto, S. .... Newark, N. J., Brown St. and Lister Ave.  
276 Cooper, F. H. .... Newark, N. J., Brown St. and Lister Ave.

#### CENTRAL ATLANTIC SALES DIVISION

Offices and Warehouse, Philadelphia, Pa.  
Delaware Ave. and Chestnut St.

C. P. Jarden, Sales Manager

#### TRADE SALES DEPARTMENT

203 Heckel, E. W. .... Philadelphia, Pa., Delaware Ave. and Chestnut St.  
209 Price, W. H. .... Baltimore, Md., Garrison and Dalrymple Aves.  
210 Spencer, F. D. .... Philadelphia, Pa., Delaware Ave. and Chestnut St.  
211 Peyton, W. D. .... Fredericksburg, Va., R. F. D. No. 2.  
212 Larkins, A. .... Germantown, Phila., 317 Winona Ave.  
213 MacDonald, J. J. .... York, Pa., 661 W. Princess St.  
216 Jarden, C. M. .... Philadelphia, Pa., 1740 N. 15th St.  
221 Minetree, J. P. .... Greensboro, N. C., 240 N. Edgeworth St.  
244 Jarden, W. H., Jr. .... Philadelphia, Pa., 1822 N. 15th St.

#### MANUFACTURERS' SALES DEPARTMENT

215 Bradley, T. S. .... Logan, Phila., 5309 N. Camac St.

#### NEW ENGLAND SALES DIVISION

Offices and Warehouse, Boston, Mass.  
11-15 Stillings St.

B. B. Cannon, Sales Manager

#### TRADE SALES DEPARTMENT

401 Haynes, J. H. .... Lancaster, N. H., Box 401.  
402 DeWolfe, W. B. .... Malden, Mass., 4 Gellineau St.  
403 Ripley, F. H. .... Portland, Me., 263 Forest Ave.  
404 Campbell, A. D. .... Dorchester, Mass, 86 Kenwood St.  
405 Hessey, W. L. .... Burlington, Vt., Box 222.  
406 MacCowan, W. J. .... Dorchester, Mass., 16 McLellan St.  
407 Albea, C. B. .... Dorchester, Mass., 677 Dudley St.  
408 Maury, P. L. .... Boston, Mass., 11-15 Stillings St.  
409 Porter, E. T. .... Springfield, Mass., 891 Belmont Ave.  
410 Thompson, D. H. .... Bangor, Me., care Bangor House.  
411 Fay, R. M. .... Attleboro, Mass., 121 County St.

#### MANUFACTURERS' SALES DEPARTMENT

412 Barney, L. W. .... Southboro, Mass, Box 41.

## PACIFIC COAST DISTRICT

General Offices, San Francisco, Cal.  
454-466 Second St.

L. W. Wolcott, District Manager

### SAN FRANCISCO SALES DIVISION

Offices and Warehouse, San Francisco, Cal.  
454-466 Second St.

#### TRADE SALES DEPARTMENT

D. A. Aronson, Sales Manager

| Ter'y               | Mail Address                            |
|---------------------|-----------------------------------------|
| 503 Wolcott, M. M.  | San Francisco, Cal., 454-466 Second St. |
| 504 Lawrence, H. B. | San Francisco, Cal., 454-466 Second St. |
| 505 Carter, W. E.   | San Francisco, Cal., 454-466 Second St. |
| 512 Wansner, F. W.  | San Francisco, Cal., 454-466 Second St. |
| 514 McBride, B. R.  | San Francisco, Cal., 454-466 Second St. |

#### RAILWAY SALES DEPARTMENT

515 Parsons, E. T., Manager.....San Francisco, Cal., 454-466 Second St.

### NORTHERN PACIFIC SALES DIVISION

Office and Warehouse, Portland, Ore.  
469-471 Everett St.

W. J. Bland, Sales Manager

|                    |                                            |
|--------------------|--------------------------------------------|
| 500 Taylor, E. D.  | Spokane, Wash., Railroad Ave. and Wall St. |
| 501 Rogers, B. R.  | Tacoma, Wash., 718 N. "L" St.              |
| 502 Lilley, W. H.  | Eugene, Ore., 140 E. 9th St.               |
| 506 Higgins, A. V. | Spokane, Wash., 1503 Gardner Ave.          |
| 508 Rogers, G. P.  | Portland, Ore., 909 E. Glisan St.          |
| 509 Hewes, F. W.   | Seattle, Wash., 906 N. 46th St.            |
| 510 Sater, I. V.   | Walla Walla, Wash., 127 Boyer Ave.         |
| 511 Gerber, H. W.  | Boise, Idaho.                              |
| 513 Duncan, J. W.  | Newberg, Ore.                              |

### SEATTLE DEPOT

Office and Warehouse, Seattle, Wash.  
612 First Ave., South

F. W. Hewes, Superintendent

### SPOKANE DEPOT

Office and Warehouse, Spokane, Wash.  
Cor. Railroad Ave. and Wall St.

A. V. Higgins, Superintendent

### SOUTHERN PACIFIC SALES DIVISION

Office and Warehouse, Los Angeles, Cal.  
820-822 Stephenson Ave.

J. B. Kurtz, Sales Manager, T.-N. 1912

|                    |                                        |
|--------------------|----------------------------------------|
| 520 McDade, L. B.  | Los Angeles, Cal., 820 Stephenson Ave. |
| 521 Cannon, G. E.  | Los Angeles, Cal., 820 Stephenson Ave. |
| 522 Burrill, G. W. | Los Angeles, Cal., 820 Stephenson Ave. |
| 523 Culver, E. L.  | Los Angeles, Cal., 820 Stephenson Ave. |
| 524 Harless, S. G. | Los Angeles, Cal., 820 Stephenson Ave. |



# INDEX

## PAINTS, COLORS AND INSECTICIDES

| A                                         |       | F                                                       |       |
|-------------------------------------------|-------|---------------------------------------------------------|-------|
|                                           | Page  |                                                         | Page  |
| Aluminum Paint.....                       | 35    | Flat Black.....                                         | 31    |
| American White.....                       | 60    | Flat Brick Red.....                                     | 56    |
| Arsenate of Lead (Paste).....             | 88    | Flat White, SWP.....                                    | 6a-9  |
| Arsenate of Lead, Dry Powdered.....       | 88    | Flat-Tone.....                                          | 21    |
| Asphalts.....                             | 82    | Flat-Tone Glaze and Stencil Colors.....                 | 22-23 |
| Auto Leather Dressing.....                | 39    | Flat-Tone Glazing Liquid.....                           | 23    |
| Automobile Refinishing Outfit.....        | 40½   | Flaxoap.....                                            | 39    |
| B                                         |       | Floor Finishes.....                                     | 28-31 |
| Bath Enamel.....                          | 32    | Floorlac.....                                           | 28    |
| Bras-Brite.....                           | 39    | Floor Wax.....                                          | 31    |
| Brighten Up Finishes.....                 | 27-39 | Floor Wax, Dancing.....                                 | 31    |
| Brighten Up Stain.....                    | 36    | Floorwipe.....                                          | 31    |
| Bronzing Liquid.....                      | 35    | Fluid Wax, High Polish.....                             | 31    |
| Buggy and Auto Paint.....                 | 40    | Free Flowing Color Varnishes.....                       | 69-70 |
| C                                         |       | French Crown Green, SWP.....                            | 7-9   |
| Carbolic-ol.....                          | 89    | French Crown Green (Paste).....                         | 52    |
| Carbolic-ol Shingle Stain.....            | 15    | French Zinc in Varnish.....                             | 59    |
| Carbon Paint, Red Diamond Brand.....      | 12    | Fungi-Bordo.....                                        | 89    |
| Cattle Dip No. 15.....                    | 89    | Fungicides.....                                         | 88-91 |
| Cement and Stucco Stains.....             | 18    | G                                                       |       |
| China Gloss White, SWP.....               | 6a-9  | Galvanized Iron Primer.....                             | 15    |
| Chlorocene.....                           | 92    | Glaze and Stencil Colors.....                           | 22-23 |
| Combination Whites.....                   | 60    | Glaze Colors for Flat-Tone System Effects.....          | 23    |
| Commonwealth Barn Red.....                | 11    | Glazing Putty.....                                      | 69    |
| Commonwealth Barn Gray.....               | 11    | Gloss Whites, SWP.....                                  | 6a-9  |
| Concrete Finish for Walls and Floors..... | 18    | Gold Paint and Gold Enamel.....                         | 35    |
| Copper Paint.....                         | 12    | Golden Oak Stain.....                                   | 43    |
| Crack and Seam Filler.....                | 28    | Graining Colors (Prepared in Oil and in Distemper)..... | 52    |
| Creosote Paint.....                       | 12    | Graining Preparation.....                               | 31    |
| Cycle Enamel.....                         | 40    | Graphite Pipe Joint and Gasket Compound.....            | 59    |
| D                                         |       | Graphite (Black Lead).....                              | 55    |
| Dancing Floor Wax.....                    | 31    | H                                                       |       |
| Deco-Paste.....                           | 16    | Handcraft Stains.....                                   | 43    |
| Decotint Wall Finish.....                 | 62    | Harmless Sheep Marking Liquid.....                      | 56    |
| Decotint Wall Colors.....                 | 62    | High Polish Fluid Wax.....                              | 31    |
| Distemper Colors (Fresco).....            | 61    | I                                                       |       |
| Drier, English Patent.....                | 55    | Imperial Gold Enamel (Lustroline).....                  | 35    |
| Dry Colors.....                           | 70-71 | Insecticides.....                                       | 88-91 |
| E                                         |       | Inside Floor Paint.....                                 | 28    |
| Ebonol.....                               | 15    | Inside Varnish White, SWP.....                          | 6a-9  |
| Empress Liquid Gold.....                  | 35    | K                                                       |       |
| Enamel Leather Dressing.....              | 40    | Kalso.....                                              | 62    |
| Enameloid.....                            | 47    | L                                                       |       |
| Enamel.....                               | 36    | Lime-Sulfur Solution.....                               | 89    |
| English Patent Drier.....                 | 55    | Lime-Sulfur Dip.....                                    | 89    |
| English Venetian Red (Paste).....         | 55    | Linoleum Cement.....                                    | 16    |
| English Vermillion (Dry).....             | 71    | Linseed Oil (Medicinal).....                            | 40    |
| F                                         |       | Linseed Oil Soap.....                                   | 39    |
| Family Paint.....                         | 32    | Liquid Gold.....                                        | 35    |
| Filler (Paste).....                       | 56    | Lustroline Imperial Gold Enamel.....                    | 35    |
| First Quality Oil Colors.....             | 51    |                                                         |       |



# INDEX—Continued

| M                                                       | Page | Q                                       | Page     |
|---------------------------------------------------------|------|-----------------------------------------|----------|
| Machine Paint and Filler.....                           | 56   | Quick-Drying Colors.....                | 65-67-68 |
| Medicinal Linseed Oil.....                              | 40   | Quick-Drying Colors, Tubes.....         | 68       |
| Metalastic Liquid.....                                  | 12   |                                         |          |
| Metallic Brown (Paste).....                             | 55   | R                                       |          |
| Metallic Brown, SWP.....                                | 7-9  | Red Lead (Paste).....                   | 55       |
| Mine, Mill and Factory Colors.....                      | 16   | Roof and Bridge Paint.....              | 11       |
| Moss Green, SWP.....                                    | 8-9  |                                         |          |
|                                                         |      | S                                       |          |
| N                                                       |      | Schoolboard Slating.....                | 56       |
| New Process Arsenate of Lead.....                       | 88   | Screen Enamel.....                      | 32       |
| Non-Corrodible Graphite Paint.....                      | 15   | Sheep Marking Liquid.....               | 56       |
|                                                         |      | Shingle Stains, Preservative.....       | 15       |
| O                                                       |      | SWP.....                                | 6a-9     |
| Ochre (Paste).....                                      | 55   | Special Colors (Paste).....             | 52       |
| Oil Colors.....                                         | 51   | Stencil Colors.....                     | 22-23    |
| Oil Stain.....                                          | 44   | Stencil Outfits.....                    | 24       |
| Old Dutch Enamel.....                                   | 47   | Stencils.....                           | 25-26    |
| Old Dutch Process White Lead.....                       | 60   | Stove-Pipe and Iron Enamel.....         | 36       |
| Outside Gloss White, SWP.....                           | 6a-9 |                                         |          |
|                                                         |      | T                                       |          |
| P                                                       |      | Taxite (Paint and Varnish Remover)..... | 48       |
| Paint and Varnish Remover.....                          | 48   | Tire-Coat.....                          | 39       |
| Paris Green (Dry).....                                  | 88   | Tuber-tonic.....                        | 89       |
| Paste Colored Paint.....                                | 59   |                                         |          |
| Paste Filler.....                                       | 56   | V                                       |          |
| P. M. Primers, Surfacers, Fillers.....                  | 69   | Venetian Red (Paste).....               | 55       |
| Permanent Cardinal Red, SWP.....                        | 7-9  | Verdelite.....                          | 52       |
| Permanent Mahogany Stain No. 700.....                   | 43   |                                         |          |
| Permento.....                                           | 62   | W                                       |          |
| Polish-ol.....                                          | 39   | Wagon and Implement Paint.....          | 40       |
| Porch and Lawn Furniture Enamel.....                    | 32   | Water Paints (Hot and Cold).....        | 62       |
| Porch and Deck Paint.....                               | 11   | White Lead (Paste).....                 | 60       |
| Powdered Floor Wax.....                                 | 31   | White Zinc (in Oil).....                | 59       |
| Prepared Graining Colors (in Oil and in Distemper)..... | 52   | Whites, SWP.....                        | 6a-9     |
| Preservative Shingle Stains.....                        | 15   | Woodcraft Stains.....                   | 44       |
| Primer, Gray and Yellow, SWP.....                       | 6a-9 | Wood Crack Filler.....                  | 28       |
| Pruning Compound.....                                   | 89   |                                         |          |
|                                                         |      | Y                                       |          |
|                                                         |      | Yellow Ochre (Paste).....               | 55       |
|                                                         |      | Z                                       |          |
|                                                         |      | Zincs in Oil, White.....                | 59       |
|                                                         |      | Zinc in Varnish, French.....            | 59       |

# VARNISH INDEX

## YOUR LEADERS

|                              | Page |                             | Page |
|------------------------------|------|-----------------------------|------|
| MAR-NOT.....                 | 79   | Premo Hard Oil.....         | 79   |
| Hard Drying Floor.....       | 79   | Interior Coach.....         | 79   |
| No. 1 Floor.....             | 79   | High Gloss Interior.....    | 79   |
| Durable Linoleum Finish..... | 79   | Velvet Finish No. 1044..... | 79   |
| SCAR-NOT.....                | 79   | Mission-lac.....            | 79   |
| REXPART.....                 | 79   | Hard Drying Seat.....       | 79   |
| KOPAL.....                   | 79   | No. 1 Coach.....            | 79   |
| EXCELLO.....                 | 79   | Premo Furniture.....        | 79   |
| Pale Flowing Cabinet.....    | 79   |                             |      |

## FIRST-COATERS AND LIQUID FILLERS

### FIRST-COATERS

|                    | Page |
|--------------------|------|
| Mission-lac.....   | 79   |
| Shellacine.....    | 79   |
| Liquid Filler..... | 79   |
| Wall Size.....     | 79   |

### ASPHALTUMS

|                                  | Page |
|----------------------------------|------|
| Finest Turpentine Asphaltum..... | 80   |
| No. 1 Asphaltum.....             | 80   |
| Premo Asphaltum.....             | 80   |

### DRIERS AND JAPANS

|                                              | Page |
|----------------------------------------------|------|
| Hercules Drier.....                          | 80   |
| Dry-o-nite (the Master Painters' Drier)..... | 80   |
| Japan Drier.....                             | 80   |
| Gold Size Japan.....                         | 80   |
| Coach Painters' Japan.....                   | 80   |

### SHELLACS

|                          | Page |
|--------------------------|------|
| Pure White Shellac.....  | 80   |
| Pure Orange Shellac..... | 80   |
| White Shellac.....       | 80   |
| Orange Shellac.....      | 80   |

## CARRIAGE VARNISHES

|                                       | Page |                                   | Page |
|---------------------------------------|------|-----------------------------------|------|
| Whitest Body Finishing.....           | 80   | Hard Drying Gear.....             | 80   |
| Wearing Body Finishing.....           | 80   | Wagon Coach.....                  | 80   |
| Carriage Body Finishing.....          | 80   | Whitest Body Rubbing.....         | 80   |
| Whitest Gear Finishing.....           | 80   | Extra Pale Body Rubbing.....      | 80   |
| Elastic Gear Finishing.....           | 80   | Pale Quick Rubbing.....           | 80   |
| Pale Perfection Gear.....             | 80   | Quick Rubbing (Body or Gear)..... | 80   |
| One-Coat Carriage (Body or Gear)..... | 80   | Gear Rubbing.....                 | 80   |
| Extra Pale Express Coach.....         | 80   |                                   |      |

## MISCELLANEOUS VARNISHES, JAPANS, DRIERS, ETC.

|                                     | Page |                             | Page |
|-------------------------------------|------|-----------------------------|------|
| Durable Spar.....                   | 80   | No. 1 Damar.....            | 80   |
| Marine Spar.....                    | 80   | Velvet Finish No. 7539..... | 80   |
| Federal Building Varnish.....       | 80   | Hard Oil Finish (Pale)..... | 80   |
| Pale Interior Polishing.....        | 80   | Hard Oil Finish.....        | 80   |
| Transparent Floor.....              | 80   | Premo Coach.....            | 80   |
| No. 5 Exterior.....                 | 80   | Extra Furniture.....        | 80   |
| Pale Durable Interior.....          | 80   | No. 1 Furniture.....        | 80   |
| No. 5 Interior.....                 | 80   | Hard Drying Coater.....     | 80   |
| Lustral Coach.....                  | 80   | Shellac Coat.....           | 80   |
| Durable Wood Finish (Exterior)..... | 80   | Imperial Coach Japan.....   | 80   |
| Durable Wood Finish (Interior)..... | 80   | Drying Japan.....           | 80   |
| Bar Top Finish.....                 | 80   | White Liquid Drier.....     | 80   |
| Durable Household.....              | 80   | Brown Drier.....            | 80   |
| Finest White Damar.....             | 80   |                             |      |

Returned Goods - Credit to Customer.

In accordance with a decision of the last Managers' Meeting, we shall from this date charge customers who return goods to us for credit, where the fault is not purely our own 5% for Office and Store Service and other expense in connection with handling the returned shipment.

If goods returned are not in merchantable condition, then they must be held for account of customer. If customer wishes us to dispose of the goods as we deem best for his account, the full cost of cleaning and relabeling or perhaps dumping, must be charged to him.

The 5% will be credited to Office and Store Service of the Division receiving the goods, and any additional charge will be credited to General Expense (Leaks and Repairs).

Salesmen should be instructed to very carefully state these conditions to customer whenever the question of returning goods is broached.

If goods are returned without permission customer should be notified immediately upon receipt of first intimation, that we cannot accept delivery excepting upon conditions named, and the deduction charge must be shown on Credit Memo "As per our letter of \_\_\_\_\_".

Freight if not prepaid must also be deducted when the fault is not our own, but that was fully covered in our Bulletin #316.

Key to Rens

|       |                           |
|-------|---------------------------|
| 10044 | Savoy Vermilion           |
| 10020 | Special Vermilion         |
| 10031 | Egyptian Vermilion        |
| 10032 | Orinoco Vermilion         |
| 10061 | Dark Blending Vermilion   |
| 10062 | Light " "                 |
| d 759 | Spec Light Vermilion      |
| 10049 | Scarlet Lake              |
| 10096 | C & C Lake                |
| 10122 | Bordeaux Lake             |
| 10078 | Special Maroon Lake       |
| 10113 | Special Red               |
| 10126 | Rose Pink-                |
| 10131 | Pure Alphanaphthylomine   |
| 10148 | Gemine English Rose Pink  |
| 10091 | Premier Non Fading Red D  |
| 10127 | Spec Dry Red              |
| 10064 | Paranitramiline Lake      |
| 10145 | Spec Dry Red D            |
| 10149 | Spec Dry Red L            |
| 10116 | Inkaker's Red #1          |
| 10125 | Deep Darbar Toner         |
| D 755 | Spec Lithol Red           |
| 10121 | Royal Darbar Red L        |
| 10139 | Royal Darbar Red D        |
| 10133 | Special Non Fading Red    |
| 10134 | Eng Vermilion Subst.      |
| 10161 | Artificial Vermilion      |
| 10169 |                           |
| 10167 |                           |
| 10177 |                           |
| 10176 |                           |
| D 730 | Weber B Vermilion         |
| 10132 | Allizarine Red Lake       |
| 11000 | French Crown Green L      |
| 11001 | French Crown Green M      |
| 11002 | French Crown Green D      |
| 11003 | #1 Green L                |
| 11004 | #1 Green M                |
| 11005 | #1 Green D                |
| 11018 | Special Green L           |
| 11019 | Special Green M           |
| 11020 | Special Green D           |
| 11034 | Hercules Green L          |
| 11035 | Hercules Green M          |
| 11036 | Hercules Green D          |
| 11049 | #5 Chr Green M L          |
| 11050 | #5 Chr Green M            |
| 11051 | #5 Chr Green D            |
| 11063 | Lime Proof Green L        |
| 11064 | Lime Proof Green M        |
| 11065 | Lime Proof Green D        |
| 11025 | Kilori Green Yellowish Lt |
| 11016 | Kilori Green Yellowish D  |
| 11026 | Kilori Green Yellowish M  |

| A               | B               |
|-----------------|-----------------|
| 17 <sup>1</sup> | 19 <sup>2</sup> |
| 15 <sup>1</sup> | 17 <sup>1</sup> |
| 10              | 12 <sup>1</sup> |
| 15 <sup>1</sup> | 17 <sup>1</sup> |
| 11              | 15 <sup>1</sup> |
| 11              | 15 <sup>1</sup> |
| 18 <sup>2</sup> | 20 <sup>2</sup> |
| 15 <sup>1</sup> | 17 <sup>1</sup> |
| 15              | 17              |
| 18 <sup>2</sup> | 20 <sup>2</sup> |
| 4 <sup>1</sup>  | 6 <sup>1</sup>  |
| 15              | 17              |
| 9 <sup>1</sup>  | 11 <sup>1</sup> |
| 23 <sup>1</sup> | 30 <sup>1</sup> |
| 12 <sup>1</sup> | 14 <sup>1</sup> |
| 4 <sup>1</sup>  | 6 <sup>1</sup>  |
| 4               | 6               |
| 5 <sup>1</sup>  | 7 <sup>1</sup>  |
| 11 <sup>1</sup> | 13 <sup>1</sup> |
| 10 <sup>1</sup> | 12 <sup>1</sup> |
| 10              | 12              |
| 34 <sup>1</sup> | 39 <sup>1</sup> |
| 34 <sup>1</sup> | 39 <sup>1</sup> |
| 17 <sup>1</sup> | 19 <sup>1</sup> |
| 17 <sup>1</sup> | 19 <sup>1</sup> |
| 18 <sup>1</sup> | 20 <sup>1</sup> |
| 9               | 11              |
| 6 <sup>1</sup>  | 7 <sup>1</sup>  |
| 6 <sup>1</sup>  | 7 <sup>1</sup>  |
| 7               | 9               |
| 47 <sup>1</sup> | 54 <sup>1</sup> |
| 6               | 8               |
| 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 5               | 7               |
| 5               | 7               |
| 5               | 7               |
| 2 <sup>1</sup>  | 11 <sup>1</sup> |
| 10 <sup>1</sup> | 12 <sup>1</sup> |
| 10 <sup>1</sup> | 11 <sup>1</sup> |
| 7 <sup>1</sup>  | 10 <sup>1</sup> |
| 8               | 10              |
| 8 <sup>1</sup>  | 10 <sup>1</sup> |
| 5 <sup>1</sup>  | 7 <sup>1</sup>  |
| 5 <sup>1</sup>  | 7 <sup>1</sup>  |
| 5 <sup>1</sup>  | 7 <sup>1</sup>  |
| 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 6               | 8               |
| 5               | 7               |
| 15 <sup>1</sup> | 17 <sup>1</sup> |
| 19              | 21              |

|                               | A               | B               |
|-------------------------------|-----------------|-----------------|
| 11039 Green Lake Deep         | 67 <sup>1</sup> | 77 <sup>1</sup> |
| 11056 Vermish Drying Blue     | 35              | 40              |
| 11041 #1 Prussian Blue        | 6               | 7               |
| 11047 C P Prussian Blue       | 33 <sup>1</sup> | 42 <sup>1</sup> |
| 11051 Ultramarine Blue Dubet. | 5               | 6               |
| 11022 Nilori Blue             | 38 <sup>1</sup> | 47 <sup>1</sup> |
| 11023 Chinese Blue            | 38 <sup>1</sup> | 47 <sup>1</sup> |
| 11030 Dry Blue for Blending   |                 |                 |
| D 727 #25 Light Gravity Green | 4               | 4               |
| 12007 C P Chrome Yellow Lt 1  |                 |                 |
| 12008 " " " " Ex Lemon        | 15 <sup>1</sup> | 15 <sup>1</sup> |
| 12009 C P Chrome Yellow L     | 13 <sup>1</sup> | 15 <sup>1</sup> |
| 12010 " " " " H               | 13 <sup>1</sup> | 15 <sup>1</sup> |
| 12011 " " " " O               | 13 <sup>1</sup> | 15 <sup>1</sup> |
| 12012 " " " " Deep Orange     | 13 <sup>1</sup> | 15 <sup>1</sup> |
| 12017 Ex Chrome Yellow Orange | 12 <sup>1</sup> | 14 <sup>1</sup> |
| 12018 " " " " L               | 11              | 13              |
| 12019 " " " " H               | 12              | 14              |
| 12020 " " " " D               | 12 <sup>1</sup> | 14 <sup>1</sup> |
| 12013 #1 Chrome Yellow Lemon  | 6               | 8               |
| 12014 #2 " " " " Light        | 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 12015 #1 " " " " I            | 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 12016 #1 " " " " Orange       | 5 <sup>1</sup>  | 8 <sup>1</sup>  |
| 12011 #1 " " " " R.O.         | 6 <sup>1</sup>  | 8 <sup>1</sup>  |
| 12025 #5 Chrome Yellow L      | 4               | 6               |
| 12026 #5 " " " " H            | 4 <sup>1</sup>  | 6 <sup>1</sup>  |
| 12027 #5 " " " " O            | 4               | 6               |
| 12030 Dutch Pink              | 8 <sup>1</sup>  | 10 <sup>1</sup> |
| D 860                         | 9 <sup>1</sup>  | 11 <sup>1</sup> |

E.E. Prices in 100s add 1¢ to above

" " 6s " " " "

Prices F.O.B. St Louis

E.E. Ashby's letter to T.S. Bradley

6-14-09 also HEB's Bull. #16 10-2-08

#### Description

Boxes marked 10004, 10020, 10031, 10032, 10042 and D 730 are Lead Eosine Vermilionettes, called in the trade Vermilions. They are pure colors containing no adulterant and the exception of 10031, which contains 40% adulteration, used for Bear Reds, paints & etc.

Boxes marked 10049, 10096 and 10122 are pure Scarlet Lakes. They are very strong in tinting strength and are used for that purpose. They take the place of the real Carmines and are much better for general painting purposes.

Boxes 10078, 10133, 10126, 10131 are Maroon Lakes made from Coal Tar Dyes. They are quiet fast to light and used for tinting with the exception of 10078, which is usually used straight. Used for A.D. colors and for substitutes and in combination with Tuscan Reds.

Box 10148 is Genuine English Rose Pink made from vegetable dye. It is used the same as the Maroon Lakes.

Boxes 10091, 10127, 10064, 10145 and 10149 are the Para Reds, or Premium Non Fading Reds. Used extensively for paints and for dipping purposes. Boxes 10145 and 10149 are special light gravity.

Boxes 10116, 10125 and D 755 are Para Reds much stronger in tinting strength. Used a great deal in place of Vermilions and are much more permanent to light, being considered non fading.

Boxes 10121 and 10109 are chemically pure Lakes called Para Toners, are exceedingly strong and used for tinting purposes and litho printing.

Box 10161 is a special Vermilion made from Lithol and very fast to light. Used the same as the Lead Eosine Vermilions.

Boxes 10133 and 10134 are Special Red for paint purposes.

Box D 730 is a Special Vermilion, fast to light. It is a combination of Lead Eosine and Para Red, to give a Yellow overtone. Used extensively by the wagon trade.

Box 10132 is a Hatter Lake and is the most fast to light of any of the Lakes. Used for painting Railroad Signals, etc. where great permanency is essential.

Boxes 11000, 11001 and 11002 are Chrome Greens containing 25% pure green. These are called commercially pure. Used for tinting in house paints.

Boxes 11003, 11004 and 11005 are #1 Greens containing 12% pure green. Used extensively by the Wagon, Door, etc., trade.

Boxes 11018, 11019, 11020 are special Greens containing 50% pure Chrome Green. Used for tinting purposes in paint.

Boxes 11049, 11050, 11051 are #5 Chrome Greens containing 4% pure Chrome Green.

Exes 11034, 11035 and 11036 are Chrome Greens containing 30% pure Chrome Green.

Exes 11063, 11064 and 11065 are Lime Proof Greens used as calcimines, etc.

Exes 11025, 11016 and 11024 are the chemically pure Chrome Greens, used for tinting purposes and used for pine paste paints, automobiles, etc. Q.D. Colors, etc.

Ex 11033 is a Green Lake made from coal tar dyes. Used for Litho painting etc.

Ex 11056 is a Varnish Drying Blue used by varnish makers.

Ex 11041 is a #1 Prussian Blue used for grinding paints.

Ex 11047 is a chemically pure Prussian Blue. Used for Litho painting, tinting etc.

Ex 11021 is an Ultramarine Substitute made for coal tar dyes.

Exes 11022 and 11023 are chemically Pure Holori or Chinese Blues, used extensively for Litho painting, when they are called Bronze Blues.

Exes 12025 and 12026 and 12027 are #5 Chrome Yellows, containing only small amount of Pure Chrome Yellow.

Ex 12030 is a Yellow made for vegetable dye and is used to get certain shades of green that can only be gotten by Dutch Pink.

# **TERMS**

## **REGULAR AND SPECIAL**

The following are the terms, which will be plainly stamped on all invoices, and customers' settlements will be expected in strict conformity therewith:

### **TRADE SALES DEPARTMENT**

**STANDARD TERMS ARE AS FOLLOWS:**

*For regular goods including ODP (Leas)*

"60 DAYS NET: 2% discount for cash within 15 days from date of invoice."

*Linseed oil, turpentine, dry colors, insecticide materials, and goods not of our manufacture:*

"30 DAYS NET: 1% discount for cash within 10 days from date of invoice."

*Varnish:*

Where varnish is sold to the trade in excess of five gallons, separate bills are to be rendered and the following terms will apply:

"FOUR MONTHS NET: 4% discount for cash within 15 days from date of invoice."

### **SPECIAL SPRING STOCK-ORDER TERMS**

Special terms will apply on stock-orders booked for shipment between November 1st and the following April 1st, as specified below. It is understood that no agency order of less than \$50, nor a Brighten Up assortment for a dealer for less than this amount will be considered a stock-order. Also that these special terms apply to only one shipment during any fiscal year. Where these terms apply they are to include all varnish incorporated in the stock-order, but in no case to include linseed oil, turpentine, or other material specified above under the 30-day classification:

"SPECIAL THIS BILL ONLY

60 days from April 1st, NET

2% for cash if paid on or before April 15th."

### **MANUFACTURERS' SALES DEPARTMENT**

For agricultural implement paint business, automobile and small carriage trade, the regular trade 60-day terms, as above noted, will apply.

### **RAILWAY SALES DEPARTMENT**

All invoices to bear the following stamp:

"TERMS—60 DAYS."

This applies to all railway, street railway and car company business. No mention is made of discount for cash, although 2% will be allowed if requested and if payment is made within 15 days from invoice date.

### **VARNISH SALES TO DEALERS AND JOBBERS**

Orders of varnish should be booked on our regular paint terms, as far as possible, viz.:

"60 days, less 2% for cash in 15 days."

Special varnish terms, however, will read as follows:

"TERMS—4 MONTHS NET: 4% for cash within 15 days from date of invoice."

*Note:* Where small orders for varnish are booked with a larger order for paint, the entire order is to be included in one bill, to be governed by the Paint Terms. If it is found necessary, however, to quote different terms on varnish than on paint, the orders will be written up separately and two bills will be rendered to customer. The same arrangement will also apply to turpentine and linseed oil, etc. In other words, there will not be a combination of terms on any one invoice.





## **SHERWIN-WILLIAMS PAINT, PREPARED**

### **FOR BUILDINGS, OUTSIDE AND INSIDE**

The most durable and economical paint that can be made. There is no other material, either ready prepared or hand-mixed, that will give such uniformly good results. SWP is made from carefully selected materials that the most reputable and intelligent authorities recognize as possessing best paint qualities, thoroughly mixed in most scientific proportions to insure best results, and very finely ground in machinery of our own design. On comparative test with lead and oil or cheaper materials, SWP will prove to cost less by the job, or on an average per year will cost less per 1000 square feet, because it spreads easier under the brush, saves the painter's time, covers the greatest number of square feet to the gallon and wears the longest possible time. Briefly, a given surface can be properly painted with SWP for a less average cost per annum than any other paint made, including pure white lead and oil. SWP is made in one quality only, and that the very best that our long experience in high-grade paint-making indicates will give best results. SWP has been on the market for over 40 years and enjoys a higher reputation and larger sale than any other paint in the world. It will cover 360 square feet of average surface two coats to the gallon. SWP is sold direct to dealers who have been selected as our agents for its sale to consumers. There is but one price for the paint, all dealers or agencies being served alike. For usual directions for use, see our color-cards and labels on each can. For detailed directions for specific surfaces, see our pamphlet, "The Right Use of Paint."

### **SWP PRIMERS**

#### **GRAY AND YELLOW**

A scientific under-coating and best foundation on which to apply good paint. Costs no more per job than a primer made from cheap ochre, either paste or dry, which sort of primer is absolutely worthless as a foundation for subsequent coats. Furnished heavy in consistency and should be reduced with two gallons of pure raw linseed oil and one quart to three pints pure spirits turpentine to each gallon of primer for priming ordinary new or for first coats on old, weather-beaten surfaces.

### **SWP WHITES**

#### **SWP OUTSIDE GLOSS WHITES**

The most durable and economical white paints for general use on all exposed surfaces. Our Pure Outside Gloss White is an absolutely pure paint, containing nothing but pure carbonate of lead (ODP), sulphate of lead, pure oxide of zinc, and pure linseed oil with the necessary japan drier and turpentine.

#### **SWP CHINA GLOSS WHITE**

Slower drying and not quite so white as Inside Varnish White, but very satisfactory for ivory white finish on interiors where economy is of first importance.

#### **SWP FLAT WHITE**

For finishing without a gloss or as a ground coat for S-W Inside Varnish White. The best paint for this purpose ever prepared for the market. Extensively used by contracting painters and decorators instead of lead, for flat coating.

#### **SWP INSIDE VARNISH WHITE**

For producing a white, varnish finish on inside work. It dries better, works freer, and is more economical than the varnish whites under various names generally found on the market. Apply over two or more coats of Flat White.

# SHERWIN-WILLIAMS PAINT, PREPARED



351—Stone



352—Dark Fawn



353—Light Lead



354—Sea Green



355—Sage Green



357—Silver Gray



358—Green Stone



360—Cream Gray



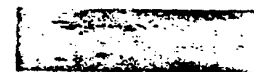
361—Lavender



362—French Crown Green, M.



363—Slate



364—Pink



366—French Crown Green, Dark



367—Red



369—Blue



370—Metallic Brown



371—Lincoln Green



372—Olive Brown



375—Colonial Yellow



382—Rich Maroon



383—Pea Green



385—Straw



386—Teak Brown, Dark



387—Canary Yellow



388—Modern Brown



389—French Crown Green, DD.



391—Quaker Drab



392—Spruce



393—Tobacco Brown



394—Primrose Yellow



456—Salmon



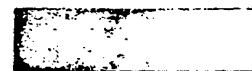
457—Coral Tint



460—Apple Green



461—Willow Green



462—Ivory or Cream



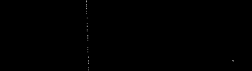
463—Permanent Cardinal Red



464—Sky Blue



470—Golden Yellow



472—Tan Brown

**SHERWIN-WILLIAMS PAINT, PREPARED—Continued**



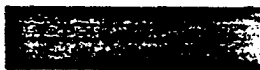
473—Brown Drab



475—Bronze Green



478—Citron Green



479—Pearl Gray



481—Flesh



482—Pale Brimstone



484—Bottle Green



485—Warm Drab



486—Golden Brown



497—Rich Red



498—Moss Green



499—Antique Brown

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|                             |     |
|-----------------------------|-----|
| Hose for One Man Spray Pump | 50¢ |
| Coupler " " " "             | 05¢ |
| Nozzle " " " "              | 50¢ |

Commission and Transportation Charges  
Effective 10-1-11

|              | Comm. | Trans |               | Comm | Trans |
|--------------|-------|-------|---------------|------|-------|
| Boston       | 3.0%  | 2.35% | Kansas City   | 2.3% | 4.45% |
| Philadelphia | 2.2   | 1.75  | Omaha         | 2.7  | 4.5   |
| Savannah     | 2.5   | 4.15  | Denver        | 4.8  | 11.6  |
| Cincinnati   | 2.3   | 2.    | Dallas        | 2.1  | 7.65  |
| Buffalo      | 1.5   | 1.5   | Houston       | 3.2  | 8.    |
| Pittsburg    | 1.9   | 1.6   | San Francisco | 2.5  | 10.5  |
| Minneapolis  | 2.3   | 2.75  | Portland      | 3.0  | 13.2  |
| St Louis     | 2.4   | 2.35  | Seattle       | 3.0  | 12.1  |
| New Orleans  | 2.5   | 4.1   | Spokane       | 3.   | 17.7  |
| Chicago      | .8    | .35   | Los Angeles   | 3.7  | 10.85 |
| Cleveland    | .8    | .5    |               |      |       |
| Newark       | .9    | .8    |               |      |       |

Pricing Samples and Donations on No Personal Charge Dummies.

|                                      |                                         |
|--------------------------------------|-----------------------------------------|
| Regular Trade Sale Goods             | 33 1/3-25 from list price 50%           |
| S W P and other net Price Paints     | List less 15¢ per Gallon                |
| Stencil Outfits, Stencils, Sten. Col | 33 1/3-25 from list price               |
| Insecticides                         | Dealers Prices                          |
| Manufactured Goods (MSD)             | "A" price less 10%                      |
| Railway (Regular Goods)              | 25% from list price                     |
| " (Special Goods)                    | Refer to Factory & Gen. Accounting Dept |
| C D P Lead                           | Card Price for small lots less 1¢ lb    |

The free Stencils in floor varnish campaign shall be priced at \$1.00 per double set, Bulletin #281 Ad. 4" of Oct. 6th 1911. HJD.305 Addendum #2

|                                     |        |
|-------------------------------------|--------|
| Cost of Floorwipe & Flaxoap Samples |        |
| 7.50 C                              | 8.50 C |
|                                     | 4.00 C |



## SHERWIN-WILLIAMS PAINT, PREPARED

Net Prices per Gallon

|                                                                  | Qts.   | ½ Gals. | Gals.   | 5-Gal.<br>square cans<br>and 50-<br>Gal.<br>Bbls. |
|------------------------------------------------------------------|--------|---------|---------|---------------------------------------------------|
| Regular Colors.....                                              | 46 160 | 71 185  | 142 180 | 715 145                                           |
| Outside Gloss Whites.....                                        | 48 165 | 73 190  | 145 185 | 740 150                                           |
| China Gloss White.....                                           | 48 160 | 73 185  | 145 180 | 735 145                                           |
| Flat White.....                                                  | 47 155 | 72 180  | 142 175 | 730 140                                           |
| Inside Varnish White.....                                        | 48 165 | 73 190  | 145 185 | 740 150                                           |
| French Crown Green, M. D. and D. D. (Nos. 362, 366 and 389)..... | 48 165 | 73 190  | 145 185 | 740 150                                           |
| Moss Green (No. 498).....                                        | 48 165 | 73 190  | 145 185 | 740 150                                           |
| Permanent Cardinal Red (No. 463).....                            | 48 165 | 73 190  | 145 185 | 740 150                                           |
| Metallic Brown (No. 370).....                                    | 48 165 | 73 190  | 145 185 | 740 150                                           |
| Primer (Gray and Yellow).....                                    | 48 165 | 73 190  | 145 185 | 740 150                                           |

5¢ advance (6/17/15)

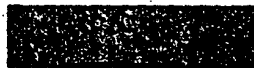
Can also be furnished in ½ pints and pints at an advance of 40 cents and 20 cents per gallon, respectively, over price in quart.

Quarts, two dozen in case; half gallons, one dozen in case; gallons, half dozen in case.

### **PORCH AND DECK PAINT**



45—Continental Yellow



47—Deep Buff



49—Light Gray



46—Light Olive Drab



48—Gray Stone



50—Brown Stone



51—Dark Slate



69—Dark Gray

### **ROOF AND BRIDGE PAINT**



Bronze Green



Brown



Gray



Red

### **COMMONWEALTH BARN RED**



Red

### **COMMONWEALTH BARN GRAY**



Gray



Commonwealth Barn Red Assortment.

Please note that it will be satisfactory for you to offer what is known as a "barn lot" deal on Commonwealth Barn Red, from this time up to September 1st. The new deal will be as follows:

Commonwealth Barn Red Assortment:

35 gallons Commonwealth Barn Red in 5's  
18 " " " " " 1's at a

net price of ~~\$35.00~~.

It should be understood that this assortment cannot be varied and that it is given solely for the purpose of interesting our agents in pushing Barn Red, and that the special price does not apply on repeat orders or any less than the quantity specified above.

By selling Commonwealth Barn Red in this assortment we save packing and at the same time give our customers enough paint for the ordinary sized barn.

May 9, 1914.

F.

100 gallon Assortment

30 gal in 1's  
70 gal " 5's.

Bulletin #166

2/23/16

JK

9000 Bulletin #19  
11/11/16

### ELASTIC ROOF CEMENT

The big users of roof cement are the roofing companies, particularly manufacturers who take contracts for building roofs, as well as the roofers who accept contracts for tin, tile and other types of roofing. This cement is used under the tile and the requirements are that it must not dry hard and crack, or grow soft in the heat and run. We have made many tests that prove to our entire satisfaction that our Elastic Roof Cement will meet all requirements, and you can offer it to the trade with every assurance.

Large factories who are experiencing trouble with leaky roofs, tin, tile, etc., use the cement over the roof about one-quarter inch thick to effectually stop all leaks. It is also used for flashing around chimneys on roofs and around the walls. Still another use is for pointing up brick work around boilers to prevent cooling and condensation.

#### NET PRICES PER POUND

|            | Rx    | 5 lb. | 25 lb. | 100 lb. | Bbls. |
|------------|-------|-------|--------|---------|-------|
| Black..... | 21788 | 6     | 5½     | 5       | 4½    |
| Red.....   | 21789 | 6½    | 5½     | 5½      | 4½    |

GMM 7-24-16  
Bulletin#348

|                          |      |         |       |
|--------------------------|------|---------|-------|
| No. 45 Con'l Yellow...   |      |         |       |
| No. 46 Lt. Olive Drab... | Qts. | ½ Gals. | Gals. |
| No. 47 Deep Buff...      | 140  | 175     | 210   |
| No. 48 Gray Stone...     | 175  | 210     | 245   |
| No. 49 Light Gray...     |      |         |       |
| No. 50 Brown Stone...    |      |         |       |
| No. 51 Dark Slate...     |      |         |       |
| No. 69 Dark Gray...      |      |         |       |

Net prices per gallon

Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

(For Inside Floor Paint and other Floor Finishes,  
see pages 28-31)

## PORCH AND DECK PAINT

Prepared Ready for the Brush

For porch floors, steps, and decks of boats, etc., especially prepared for outside exposure. Gives best possible service under hard foot-wear, exposure to rain, snow and cleaning and scrubbing. Spreads easily. Dries with a full gloss.



## ROOF AND BRIDGE PAINT

Prepared Ready for the Brush

For use on barns, bridges, structural ironwork, metal and tin roofs, rough lumber, etc. Works freely and easily under the brush, has good covering capacity and is durable. Roof and Bridge Paint offers greater paint value for such use than any other similar paint on the market.



|                                 |      |        |       |                                               |
|---------------------------------|------|--------|-------|-----------------------------------------------|
|                                 |      | ½ Gal. | Gals. | 5-Gal.<br>square cans<br>and 50-Gal.<br>Bbls. |
| 1627                            | 1424 |        |       |                                               |
| Black, Bronze Green,            |      |        |       |                                               |
| 1426 Brown, Gray Slate and Red, | 70   | 85     | 100   |                                               |

Net prices per gallon

Half gallons, one dozen in case  
Gallons, half dozen in case

## COMMONWEALTH BARN RED

Prepared Ready for the Brush

A bright, handsome red, for painting barns, corn-cribs, fences, etc. Works very easily, covers well and is more economical to use than short measure barn paints. Commonwealth Barn Red is always put up full measure.



|        |       |                                               |
|--------|-------|-----------------------------------------------|
| ½ Gal. | Gals. | 5-Gal.<br>square cans<br>and 50-Gal.<br>Bbls. |
| 70     | 75    | 75                                            |

Net prices per gallon

Half gallons, one dozen in case  
Gallons, half dozen in case

accountment 25 in 18 in 15 40 10 BAC Bulletin #1 51 12/15

## COMMONWEALTH BARN GRAY

Prepared Ready for the Brush

A handsome gray for painting barns, corn-cribs, roofs, fences, etc. It works very easily, dries with a nice, smooth appearance, has good covering capacity and is very durable.



|        |       |                                               |
|--------|-------|-----------------------------------------------|
| ½ Gal. | Gals. | 5-Gal.<br>square cans<br>and 50-Gal.<br>Bbls. |
| 75     | 75    | 75                                            |

Net prices per gallon

Half gallons, one dozen in case  
Gallons, half dozen in case

## CREOSOTE PAINT

Prepared Ready for the Brush



Especially adapted for small structures, farm buildings, fences, roofs, bridges and shops, where a durable paint at a moderate cost is wanted. The creosote it contains helps arrest decay of wood surfaces.

|                              | Qts. | ½ Gal. | Gal. | 5-Gal. square cans and 50-Gal. Bbls. |
|------------------------------|------|--------|------|--------------------------------------|
| Carbon Black.....            | 39.5 |        |      |                                      |
| Metallic Brown.....          | 39.9 |        |      |                                      |
| Red Oxide.....               | 39.7 |        |      |                                      |
| No. 413 Bottle Green.....    | 175  | 175    | 175  | 175                                  |
| No. 402 Olive Green.....     |      |        |      |                                      |
| No. 404 Big Four Yellow..... |      |        |      |                                      |
| No. 414 Light Slate.....     | 120  | 120    | 120  | 120                                  |
| No. 420 Drab.....            | 120  | 120    | 120  | 120                                  |
| No. 405 Ivy Green.....       | 120  | 120    | 120  | 120                                  |
| No. 415 Moss Green.....      | 120  | 120    | 120  | 120                                  |
| No. 403 Cottage Yellow.....  | 120  | 120    | 120  | 120                                  |
| No. 401 Yellow Tan.....      | 120  | 120    | 120  | 120                                  |
| No. 411 Slate.....           | 120  | 120    | 120  | 120                                  |
| White.....                   |      |        |      |                                      |

Net prices per gallon B. 12/11

Half gallons, one dozen in case  
Gallons, half dozen in case

## COPPER PAINT

Prepared Ready for the Brush



Made to protect wooden bottoms of vessels, launches and other craft from barnacles, worms, seaweed, etc. Contains more copper per gallon than any other and is the most reliable and economical anti-fouling paint on the market. Freshly painted hulls can be put in the water while wet, without injury to the paint. Testimonials furnished upon application.

|            | Qts. | ½ Gal. | Gal. |
|------------|------|--------|------|
| Brown..... | 235  | 235    | 235  |
| Red.....   | 235  | 235    | 235  |
| Green..... | 235  | 235    | 235  |

Net prices per gallon B. 12/11

Quarts, forty in case  
Half gallons, twenty in case  
Gallons, ten in case

Atlantic Copper Paint Brown 5614  
" " " " " 16345

## Metalastic (LIQUID)



The most satisfactory all 'round metal protective paint on the market. Particularly adapted where conditions of use require rapid and hard-drying qualities. It is a careful combination of graphite and other materials with strictly pure linseed oil and a special drier, and has greater durability than many of the so-called pure graphite paints of other manufacturers. Especially adapted for use on structural steel, steel cars and metal surfaces that must be handled soon after painting, on roofs where a slower drying paint could not be satisfactorily used and on all other surfaces subject to abrasion.

|                      | Qts. | ½ Gal. | Gal. | 5-Gal. square cans and 50-Gal. Bbls. |
|----------------------|------|--------|------|--------------------------------------|
| Black and Brown..... | 120  | 120    | 120  | 120                                  |

Net prices per gallon

Gallons, half dozen in case

(Can also be furnished in semi-paste form in gallons and larger)

## CARBON PAINT, RED DIAMOND BRAND

(LIQUID) 5998



A chemically inert paint, made on a charcoal base, combined with the purest of materials. This paint produces a very thick homogeneous film which affords wonderful protecting and lasting properties. It also possesses splendid working and drying properties. Sherwin-Williams Carbon Paint, Red Diamond Brand, is especially adapted for use on bridges and all other structural work where quick drying and good spreading qualities are necessary. Extensive tests have been made of this material, and these tests have demonstrated that this product represents the highest development in Metal Protective Paints in regard to its wearing and spreading qualities. This paint will be found to give satisfaction in every way.

|            | Qts. | ½ Gal. | Gal. | 5-Gal. square cans and 50-Gal. Bbls. |
|------------|------|--------|------|--------------------------------------|
| Black..... | 120  | 120    | 120  | 120                                  |

Net prices per gallon

Gallons, half dozen in case

Metalastic #6 Semi Paste  
Black Rex 5652  
Brown " 5658

Match for Rabok

Special Steel Coating  
15219

"A" in Bbls 60¢

Is better than Rabok after 2 years test. A. D. J. 11-18-11

Special Graphite Paint- A.D. J. 3-7-12

|              | Max | Min |
|--------------|-----|-----|
| Graphite     | 62  | 58  |
| Ferris Oxide | 32  | 28  |
| Silica       | 10  | 8   |

Price--- 95¢ gl bbls 500 gl lots.

- 1- At least 5 lbs pigment per gallon
- 2- Graphite equal to Atchesons.
- 3- Ferris Oxide shall be Neutral Oxide.
- 4- Silica crushes quarts or river sand at least 98% shall pass through sieve.
- 5- Linseed Oil shall be mixture of S P Raw and Kettle boiled oil in such proportions that under normal conditions the paint films will dry on a red lead priming coat within 3 hours. No rosin, neutral or other oils than linseed oil shall be used- Driers, if any shall be oxides of Manganese and lead.

*Carbon Paint Red Diamond brand 5998 advanced 10¢/gal  
(see page 12) 2-11-44*

0007-SWP-000010667

Master Painters' Shop White  
Rex 9798

Rex 20606\* ADJ  
18 lbs 8-27-12

Weight 23.30 lbs to gallon

Contents of Can

Pigment by weight 80%  
Liquid by weight 20%

Composition of Pigment

|                    |     |      |
|--------------------|-----|------|
| Lead Carbonate     | 50% | 45%  |
| Lead Sulphate      | 25% | 18   |
| Zinc Oxide         | 15  | 37   |
| Magnesium Silicate | 10  | 100% |

Composition of Liquids

|             |     |                |
|-------------|-----|----------------|
| Linseed Oil | 89% | Linseed Oil or |
| Turpentine  | 6   | Veg. Oil       |
| Water       | 5   | bbls 5s        |
|             | 100 | 1 50 1 60      |

Price

|      |      |      |      |
|------|------|------|------|
|      | 1s   |      | 5s   |
| A    | B    | A    | B    |
| 2 25 | 2 35 | 2 20 | 2 30 |

Painters Publications

Painters & Decorators- Lafayette Ind \$1.00  
The Painters Magazine-100 Williams St. N Y \$1.50  
The Modern Painter- Chicago \$1.00 Year

Master Painters Stock White  
15606

|                 |         |               |
|-----------------|---------|---------------|
| FOB New Orleans | 1s 225  | 5s \$1-50 220 |
| " Birmingham    | 1s 1-60 | 1-55          |

*Call House letter to  
B.C. incl 11th 1911*

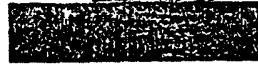
*Master Painters Stock White  
15606*

*265 per gal 3000 Cleveland  
of Sullivan letter to Cal.  
4/1/11*

### CREOSOTE PAINT



\*Big Four Yellow



\*Moss Green



Red Oxide



\*Light Slate



Metallic Brown



\*Slate



\*Drab



\*Cottage Yellow



Olive Green



\*Ivy Green



\*Yellow Tan



Bottle Green

\*Higher in price than other shades

Also Carbon Black and a White



### COPPER PAINT



Brown

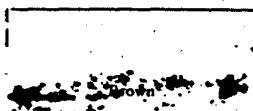


Red



Green

### METALASTIC LIQUID



Brown



Gray



Green

Also Black

### CARBON PAINT, RED DIAMOND BRAND



Black

# **PRESERVATIVE SHINGLE STAINS**



A20



B45



C75



A21



B46



C76



A22



B47



C77



B41



B48



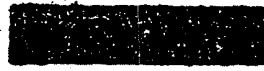
C78



B42



C71



C79



B43



C72



C82



B44



C73



C83



C74

## **CARBOLIC-OL SHINGLE STAINS**



Light



Medium



Dark

## **GALVANIZED IRON PRIMER**



Gray



CHLOROCENE.

The new list prices will be as follows:

|            |            |              |
|------------|------------|--------------|
| <u>1's</u> | <u>5's</u> | <u>Bble.</u> |
| \$1.25     | \$1.10     | \$1.00       |

f. o. b. warehouses. Dealers' discount 33-1/3%.

CARBOLIC-OL.

|                      |      |                   |
|----------------------|------|-------------------|
| Barrels.....         | 60¢, | f.o.b. warehouses |
| Carload Barrels..... | 45¢, | " Chicago.        |

G.M.E. Bulletin #500  
9 - 26 - 16.

|      | Gals. | 5 Gals. | 50-Gal. Bbls. |
|------|-------|---------|---------------|
| A20  |       |         |               |
| *A21 | 60    | 50      | 40            |
| A22  | 70    | 60      | 50            |
| *B41 |       |         |               |
| *B42 |       |         |               |
| *B43 |       |         |               |
| B44  | 20    | 70      | 60            |
| B45  | 90    | 80      | 70            |
| B46  |       |         |               |
| *B47 |       |         |               |
| *B48 |       |         |               |
| *C71 | 115   | 105     | 95            |
| *C72 | 105   | 95      | 85            |
| C73  | 115   | 105     | 95            |
| *C74 |       |         |               |
| *C75 |       |         |               |
| *C76 | 85    | 85      | 75            |
| C77  | 105   | 95      | 85            |
| C78  |       |         |               |
| C79  |       |         |               |
| C82  |       |         |               |
| C83  |       |         |               |

Prices per gallon  
Trade discount 15 per cent  
Gallons, half dozen in case 10.20  
No charge for packages

\*Shades marked thus are the ones most largely used and should be carried in stock by all dealers who have a demand for this class of goods.

|        | Gals. | 5 Gals. | 50-Gal. Bbls. |
|--------|-------|---------|---------------|
| Light  | 85    | 75      | 65            |
| Medium |       |         |               |
| Dark   |       |         |               |

Trade discount \_\_\_\_\_ per cent  
Gallons, half dozen in case

|         | Qts. | 1/2 Gals. | Gals. | 5-Gal. square cans and 50-Gal. Bbls. |
|---------|------|-----------|-------|--------------------------------------|
| Natural | 135  | 130       | 125   | 120                                  |

Net prices per gallon  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

|  | Gals. | 5 Gals. | 50-Gal. Bbls. |
|--|-------|---------|---------------|
|  | 40    | 35      | 25            |

Net prices per gallon

|      | Qts. | 1/2 Gals. | Gals. | 5 Gals. |
|------|------|-----------|-------|---------|
| Gray | 110  | 115       | 170   | 165     |

Net prices per gallon  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

## PRESERVATIVE SHINGLE STAINS

MADE WITH CREOSOTE

Prepared Ready for Use

The idea of combining creosote with paint originated with us, and we have valuable special knowledge in the production and use of linseed oil, which has aided us in making a beautiful line of shingle stains, strong in staining powers, permanent and effective. S-W Shingle Stains will cover on an average surface about 150 square feet to the gallon if brushed, or 2 1/4 to 2 3/4 gallons will stain 1000 ordinary shingles as a dipping-coat for usual laying. See color samples and descriptive booklet for more general information.



## CARBOLIC-OL SHINGLE STAIN

The Natural Wood Preservative Stain

Carbolic-ol Shingle Stain represents the latest development in high-grade preservative stains. It is a product embodying all the essentials of an ideal wood preservative, and is particularly valuable in the treatment of shingles. It contains absolutely no foreign coloring matter, and imparts to the treated shingle a beautiful natural nut-brown color, which lends itself splendidly to various decorative schemes. Its great penetrative qualities insure maximum weather-resisting and weather-defying qualities to the surfaces treated.

## NON-CORRODIBLE GRAPHITE PAINT

Prepared Ready for the Brush

A splendid anti-rust paint for metal surfaces, with graphite for its pigment base. Very durable.



## EBONOL

An Elastic Black Paint

This material is primarily intended as a roofing-paint for use on paper, felt or composition roofing, although it may also be used on tin roofing where a low-priced paint is required.



## GALVANIZED IRON PRIMER

Prepared Ready for the Brush

For first coats on galvanized ironwork. A perfect under-coating for subsequent coats of paint, which obviates the liability of peeling and scaling, so common where ordinary paints are applied directly to the galvanized surface. Has especial value for use on high-grade work, such as store-fronts, finials, roofs, etc. Made only in the one color listed



## MINE, MILL AND FACTORY COLORS

Prepared Ready for the Brush



A well selected line of colors suitable for decorating and preserving exterior surfaces where a durable Oil Paint is required at moderate cost. Used largely where manufacturers desire to maintain standard uniform colors at various plants. Exceptionally permanent, considering the moderate cost to the consumer.

|                 | 1/2 Gal. | Gal.        | 50-Gal. Bbl. |
|-----------------|----------|-------------|--------------|
| Black           | 395      |             |              |
| Metallic Brown  | 444      | 115         | 110 105      |
| Bright Red      | 397      |             |              |
| Olive Green     | 407      |             |              |
| Dark Green      | 413      |             |              |
| Orange Yellow   | 404      |             |              |
| Colonial Yellow | 423      |             |              |
| French Gray     | 414      |             |              |
| Drab            | 420      |             |              |
| Ivy Green       | 405      | 130 125 120 |              |
| Moss Green      | 412      |             |              |
| Light Yellow    | 401      | 135 130 125 | 115 110 105  |
| Slate           | 411      |             |              |
| White           | 4955     | 145 140 135 |              |

Net prices per gallon  
Half gallons, one dozen in case  
Gallons, half dozen in case

## LINOLEUM CEMENT

Prepared Ready for the Brush

A liquid preparation used for cementing Linoleum or Oilcloth on floors. This material has maximum adhesive power and quick-drying qualities. Sherwin-Williams Linoleum Cement offers resistance to both salt and fresh water. Sold in large quantities by department stores, furniture stores, etc.

| Qts. | 1 Gal. Cans |
|------|-------------|
| 1-60 | 1-60        |
| 175  | 165         |

Net prices per gallon  
Quarts, two dozen in case  
Gallons, half dozen in case

## DECO-PASTE WHITE

Sanitary, Washable, Durable



Deco-Paste is a product designed for use in interior decoration. It is entirely different from the many flat wall-finishes on the market. It is a satisfactory product for use on the walls of department stores, office buildings and industrial plants, where a good, durable surface must be had at a reasonable cost.

Deco-Paste is a specially prepared pigment ground in pure processed vegetable oils to a semi-paste consistency, and should be thinned for use

by the addition of sufficient water to make it of the proper consistency for brushing. The film is formed by the evaporation of the water and the oxidation of the oil and is dependent entirely upon the vegetable oils in which the pigment is ground for its binding qualities.

Deco-Paste has no tendency to chalk, crack or peel, is not affected by heat or humidity, and has no tendency to disintegrate when subjected to the vibration caused by machinery in manufacturing institutions.

Because of the beautiful effect that can be produced at a very small expense and because of the ease of application and the durability of the film, we believe that there will be a splendid demand for Deco-Paste where a sanitary, washable, white, flat wall-finish is desired. Deco-Paste can be applied over surfaces coated with other paints. While primarily designed as an interior finish, it is satisfactory for both interior and exterior use and has particular value as a fire-retardant, and for this reason alone, should appeal to consumers who desire a coating for this particular purpose.

Deco-Paste can be reduced twenty-five to thirty-three and one-third per cent with cold water, and on many surfaces one coat will produce a good finish, although for best results we recommend applying two coats. The goods can be applied with an ordinary kalsomine-brush.

| Gal. | 5 Gal. | 50-Gal. Bbl. |
|------|--------|--------------|
| 1-00 | 95     | 90           |
| 105  | 100    | 95           |

Net prices per gallon  
Gallons, half dozen in case

## *MINE, MILL AND FACTORY COLORS*



**Metallic Brown**



**\*Orange Yellow**



**\*Ivy Green**



**Bright Red**



**\*Colonial Yellow**



**\*Moss Green**



**Olive Green**



**\*French Gray**



**\*Light Yellow**



**Dark Green**



**\*Drab**



**\*Slate**

**\*Higher in price than other shades.**

**Also Black and White**

|                          |    |    |      |
|--------------------------|----|----|------|
| Waterproof Cement Primer | 1s | 5s | bbls |
| 0951                     | 85 | 80 | 75¢  |

0007-SWP-000010675

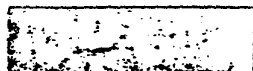
## CONCRETE WALL FINISH



Buff



Colonial Yellow



Cream



Dark Brown



Dark Gray



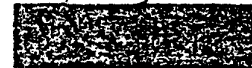
Extra Light Gray



Green Stone



Light Brown



Light Gray



Tan



Terra Cotta



Venetian Red

## CONCRETE FLOOR FINISH



Dust Color



Gray



Light Tan



Light Brown



Slate



Maroon



Moss Green



Orange



Red



Yellow

# FLAT-TONE



Aurora Yellow



Bright Sage



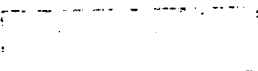
Buff



Buff Stone



Coconut Brown



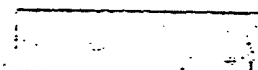
Cream



Delft Blue



Forest Green



Caen Stone



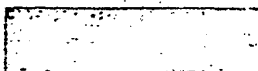
French Gray



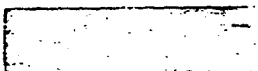
Fresco Green



Golden Brown



Ivory



Lichen Gray



Maple Green



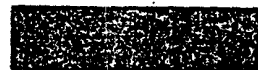
Old Gold



Pale Azure



Old Rose



Pale Olive



Pearl Gray



Pompeian Red



Rich Maroon



Shell Pink



Silver Gray



Tan



Terra Cotta



Holland Blue

Estimating Flattons

On three coat work it requires  $\frac{1}{6}$  as much mixing size-  
two coats  $\frac{1}{4}$  as much.





## FLAT-TONE (LIQUID)

|               | 1/2 Pts. | Pts. | Qts. | 1/2 Gals. | Gals. |
|---------------|----------|------|------|-----------|-------|
| White         | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Bright Sage   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Buff          | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Buff Stone    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Caen Stone    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Cocanut Brown | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Cream         | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Forest Green  | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| French Gray   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Fresco Green  | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Golden Brown  | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Holland Blue  | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Ivory         | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Ivory Tan     | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Lichen Gray   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Maple Green   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Old Gold      | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Old Rose      | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Pale Azure    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Pale Olive    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Pearl Gray    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Shell Pink    | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Silver Gray   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Tan           | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Terra Cotta   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Pompeian Red  | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Rich Maroon   | 1.25     | 2.50 | 4.00 | 7.50      | 14.00 |
| Mixing Size   | 0.10     | 0.20 | 0.40 | 0.80      | 1.60  |

Net prices per gallon

Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

*Jul. 15<sup>th</sup> 1915*

Economy in first cost, due to large covering capacity secured through extreme fineness in grinding; uniformity in shade, which saves the time required in matching and mixing materials on the job, etc.

The paint should be stirred thoroughly from the bottom of the can to a uniform consistency. If found too thick for ordinary use, thin slightly with spirits turpentine.

S-W Liquid Flat-Tone should be applied with a wide wall-brush and flowed on freely with a sweeping stroke similar to the method used in applying kalsomine.

Owing to the varying conditions of the surfaces over which Flat-Tone may be applied, it is not possible to give definite instructions for use which will be found applicable in every case. Hence the following directions are only intended to suggest in a general way the best method for use:

**NEW WORK**—Plaster or cement walls should first be primed with a mixture composed of S-W Flat-Tone Mixing Size and Liquid Flat-Tone equal parts. Over this two coats of the lighter shades or one coat of the darker colors will usually give very good results. Allow at least twenty-four hours for drying and hardening between coats.

On new woodwork we would recommend for the priming-coat adding a pint of raw linseed oil and a pint of turpentine to each gallon of Liquid Flat-Tone. Usually two coats of the lighter colors over a suitable priming-coat will be found to give very satisfactory results, while oftentimes one coat of the darker colors will suffice. Allow from thirty-six to forty-eight hours for drying and hardening between coats.

**OLD WORK**—On walls or woodwork that have been previously painted, first remove all loose paint and see that the surface is firm, smooth and free from high gloss. Two coats of Liquid Flat-Tone, as it comes from the can, will be found to give very satisfactory results.

**Covering Capacity**—One gallon of S-W Liquid Flat-Tone will cover approximately 275 to 300 square feet, two coats, depending upon the condition of the surface over which the goods are applied. When used over smooth plastered walls one gallon will cover between 350 to 400 square feet, two coats.

The problem of wall treatment is one which demands very careful consideration in interior decoration. The walls should harmonize with the woodwork, furniture and draperies. They should not be too prominent, harsh or glossy, but should rather form a pleasing background, holding the entire room in complete harmony.

## FLAT-TONE GLAZE AND STENCIL COLORS

Flat-Tone Glaze and Stencil Colors are especially prepared for use on walls, ceilings and relief work to produce rich, transparent glaze effects over a suitable groundwork of opaque color. By using these colors in connection with Flat-Tone Glazing Liquid over a suitable groundwork, such as S-W Flat-Tone or ODP White Lead, the experienced decorator or painter can obtain an infinite variety of shades, with tones of great depth and beauty of color, and of a character impossible with any other finish. Owing to the variety of effects obtained, it is always possible to finish walls and ceilings in perfect harmony with the rest of the color-scheme, not only in an endless variety of colors, but also in effects, ranging from the simple transparent glaze to a two or three-color mottled and blended effect. Flat-Tone Glaze and Stencil Colors are ground in oil to impalpable fineness, and by the addition of Flat-Tone Glazing Liquid can be reduced to the most delicate tones, yet always retaining their brilliancy, no matter what the reduction. They are extremely transparent, lack any tendency to clouding and blend admirably with suitable groundwork, giving a depth of color usually found only in rich fabrics. They are adapted for use in the most elaborate stencil decorations on walls and ceilings—both for application of the stencil itself and for "tinting in" the design.

Being very transparent, very rich in color and finely ground, Flat-Tone Glaze and Stencil Colors are most suitable for stenciling on fabrics of all kinds. They are of the exact consistency for this purpose, and by the addition of one-tenth part of Flat-Tone Stencil Medium become fast in the fabric and may be washed with soap and water. The most artistic and durable effects may be obtained on delicate materials without stiffening the fabric.

### BLUES

|             |      | Large<br>tubes | Medium<br>tubes | Small<br>tubes |
|-------------|------|----------------|-----------------|----------------|
| Cobalt      | 8641 | 55             | 18              | 12             |
| Steel       | 8640 | 50             | 15              | 10             |
| Chinese     | 218  | 45             | 15              | 10             |
| Prussian    | 218  | 45             | 15              | 10             |
| Italian     | 8639 | 45             | 12              | 8              |
| Ultramarine | 219  | 40             | 12              | 8              |

### BROWNS

|              |      |    |    |    |
|--------------|------|----|----|----|
| Brown Pink   | 8642 | 60 | 20 | 12 |
| Asphaltum    | 8679 | 40 | 12 | 8  |
| Raw Sienna   | 223  | 22 | 10 | 7  |
| Burnt Sienna | 224  | 22 | 10 | 7  |
| Raw Umber    | 221  | 22 | 10 | 7  |
| Burnt Umber  | 222  | 22 | 10 | 7  |
| Vandyke      | 225  | 22 | 10 | 7  |

### BLACKS

|            |     |    |    |   |
|------------|-----|----|----|---|
| Ivory Drop | 215 | 25 | 10 | 8 |
|------------|-----|----|----|---|

### GREENS

|                      |           |    |    |    |
|----------------------|-----------|----|----|----|
| Emeraldine           | 8638      | 80 | 20 | 12 |
| Green Lake Permanent | 33        | 65 | 20 | 12 |
| Vert Emeraude        | 36        | 60 | 18 | 12 |
| Alizarin, L. and D.  | 8644-8637 | 60 | 18 | 12 |
| Verdigris            | 8637      | 60 | 18 | 12 |
| Sap Green            | 35        | 45 | 15 | 10 |
| Olive Lake           | 34        | 40 | 12 | 8  |
| Emerald              | 226       | 30 | 12 | 8  |

### REDS

|                        |      |    |    |    |
|------------------------|------|----|----|----|
| Florentine Lake        | 8645 | 70 | 20 | 12 |
| Vienha Rose Lake       | 41   | 60 | 18 | 12 |
| Alizarin Lake          | 43   | 55 | 18 | 10 |
| Scarlet Lake           | 47   | 45 | 15 | 10 |
| Permanent Crimson Lake | 41.1 | 40 | 12 | 8  |
| Mauve                  | 46   | 60 | 20 | 12 |

Flattone Glaze & Stencil Colors

List price 1 lb cans

Blues

|             |        |
|-------------|--------|
| Cobalt      | \$1 45 |
| Steel       | 1 35   |
| Chinese     | 1 25   |
| Prussian    | 1 35   |
| Italian     | 1 25   |
| Ultramarine | 1 00   |

Browns

|                    |      |
|--------------------|------|
| Brown Pink         | 2 15 |
| Asphaltum          | 1 10 |
| Raw & Burnt Sienna | 50   |
| Raw & Burnt Umber  | 55   |
| Vandyke Brown      | 50   |

Blacks

|                  |    |
|------------------|----|
| Ivory Drop Black | 75 |
|------------------|----|

Greens

|                      |      |
|----------------------|------|
| Emeraldine           | 2 25 |
| Vert Emeraude        | 1 75 |
| Alazarin L & D       | 1 75 |
| Vedigris             | 1 50 |
| Green Lake Permanent | 1 75 |
| Sap Green            | 1 45 |
| Olive Lake           | 90   |
| Emerald              | 75   |

Reds

|                   |      |
|-------------------|------|
| Florentine Lake   | 2 15 |
| Vienna Rose Lake  | 1 85 |
| Alazarin Lake     | 1 65 |
| Perm Crimson Lake | 1 25 |
| American Verm     | 90   |
| Scarlet Lake      | 1 55 |

Yellows

|                     |      |
|---------------------|------|
| Gamboge             | 2 45 |
| Indian Yellow       | 1 75 |
| Royal Golden Lake   | 2 25 |
| Italian Pink        | 1 65 |
| Yellow Lake Lt & Dk | 1 45 |
| Orange Lake         | 1 25 |
| Chrome L & Y        | 1 10 |
| Golden Ochre        | 45   |

White

|               |    |
|---------------|----|
| Stencil White | 40 |
|---------------|----|

Discount 33 1/3  
Jobbers 15%

## NEW LAKE COLORS

We are pleased to announce the production of several new Lake Colors, which we are listing hereinunder, indicating opposite each the yearly contract price which will apply only on deliveries covering equal monthly commitments over a period of one year beginning January.

|                   |           |        |           |
|-------------------|-----------|--------|-----------|
| Scarlet Lake "Y"  | Rex 10235 | \$0.70 | per pound |
| Scarlet Lake "B"  | " 10236   | .70    | " "       |
| Orange Lake       | " 10234   | .66    | " "       |
| Burgandy Lake     | " 10238   | .66    | " "       |
| Deep Crimson Lake | " 10237   | .65    | " "       |
| Helio Lake        | " 10233   | 1.30   | " "       |

All the above prices apply only in barrels and are on a basis of f.o.b. Chicago. Terms, 30 days net, 1% for cash in 10 days.

All of these colors are prepared especially for the printing ink trade, being precipitated on al Alumina Hydrate, Blanc Fixe base, the same as our Para Lakes, but are of exceptional strength which will readily be determined when the customer makes the strength test.

J. O. H's bulletin #2  
Nov. 9th, 1916.

## FLAT-TONE GLAZE AND STENCIL COLORS—Continued

### YELLOWS

|                                        | Large tubes | Medium tubes | Small tubes |
|----------------------------------------|-------------|--------------|-------------|
| Gamboge..... <i>8625</i>               | 70          | 20           | 12          |
| Indian Yellow..... <i>27</i>           | 65          | 18           | 10          |
| Royal Golden Lake..... <i>28</i>       | 65          | 18           | 10          |
| Italian Pink..... <i>26</i>            | 60          | 18           | 10          |
| Yellow Lake, L. and D..... <i>31</i>   | 50          | 15           | 10          |
| Orange Lake..... <i>24</i>             | 45          | 12           | 8           |
| Chrome Yellow, L. and M..... <i>23</i> | 40          | 12           | 8           |
| Golden Ochre..... <i>225</i>           | 25          | 10           | 7           |

### WHITES

|                              |    |    |   |
|------------------------------|----|----|---|
| Stencil White..... <i>20</i> | 20 | 12 | 8 |
| Stencil Medium.....          | 20 | 12 | 8 |

### STENCIL MEDIUM—FOR FABRICS ONLY 02180-

| $\frac{1}{4}$ Pts. | $\frac{1}{2}$ Pts. | Pts. |
|--------------------|--------------------|------|
| 10                 | 25                 | 40   |

### FLAT-TONE GLAZING LIQUID -14125-

|                                            | Pts. | Qts. | Gals. |
|--------------------------------------------|------|------|-------|
|                                            | 35   | 65   | 2 25  |
| Trade discount..... <i>33 1/3</i> per cent |      |      |       |

## GLAZE COLORS FOR FLAT-TONE SYSTEM EFFECTS

In order to assist you in the sale of our System Effects, we have put up in tubes the following colors, which will make it possible to produce any of our System Effects by the use of a single color. This will eliminate the necessity of intermixing our present glaze colors.

The only exception to this is an Effect No. 12, where two colors are required.

### Flat-tone System Effect

|                                                                                      |  | Quarter-pound tubes |
|--------------------------------------------------------------------------------------|--|---------------------|
| No. 1 Scarlet Orange..... <i>8960</i>                                                |  | 40                  |
| No. 2 Madras Lake..... <i>8961</i>                                                   |  | 45                  |
| No. 3 Japanese Brown..... <i>8962</i>                                                |  | 65                  |
| No. 4 Brown Sienna..... <i>8963</i>                                                  |  | 24                  |
| No. 5 Red Sienna..... <i>8964</i>                                                    |  | 28                  |
| No. 6 Heliotrope Lake..... <i>8965</i>                                               |  | 40                  |
| No. 7 Rose Lake..... <i>8966</i>                                                     |  | 50                  |
| No. 9 Purple Brown..... <i>8967</i>                                                  |  | 50                  |
| No. 10 Mahogany Brown..... <i>8968</i>                                               |  | 50                  |
| No. 11 Moss Green..... <i>8969</i>                                                   |  | 35                  |
| No. 12 First mixture, Golden Brown; second mixture, Olive Lake..... <i>8970-8971</i> |  | 28                  |
| No. 13 Sepia Brown..... <i>8971</i>                                                  |  | 30                  |
| No. 14 Myrtle..... <i>8972</i>                                                       |  | 35                  |
| No. 15 Cardinal Wine..... <i>8973</i>                                                |  | 20                  |
| No. 16 Deep Olive..... <i>8974</i>                                                   |  | 25                  |
| No. 18 Deep Cerulean..... <i>8975</i>                                                |  | 25                  |
| No. 19 Holland Blue..... <i>8976</i>                                                 |  | 40                  |
| No. 20 Persian Brown..... <i>8977</i>                                                |  | 35                  |
| No. 21 Nile Green..... <i>8978</i>                                                   |  | 35                  |
| No. 23 Peacock Green..... <i>8979</i>                                                |  | 35                  |
| No. 25 Sage Gray..... <i>8980</i>                                                    |  | 35                  |
| No. 26 Steel Green..... <i>8981</i>                                                  |  | 35                  |

Trade discount.....*33 1/3* per cent

The goods will be put up regularly in quarter-pound tubes only, but in cases where to supply this material in one-pound cans, we will be glad to quote prices on request.



## STENCIL OUTFITS

We have prepared five popular-priced outfits containing a full complement of the materials needed for stenciling fabrics. Complete directions for use are furnished with each outfit, and our Decorative Department is always at the disposal of any of our customers who desire further information.

*Special  
Offer* No. 1  
25 net

Consists of two stencil brushes, three ready-cut stencils, one stencil paper, a book of instructions, seven small tubes of stencil colors and larger tubes of Stencil White and Stencil Medium.

\$1 25

No. 2  
40 net

Consists of four ready-cut stencils, a book of instructions, two stencil brushes and an assortment of thirteen tubes of stencil colors, together with two large tubes of Stencil White and Stencil Medium, thumb-tacks and a palette-knife.

\$2 00

No. 3

This outfit is complete in every detail. In addition to twelve 4-inch tubes of stencil colors, it has large tubes of Stencil White and Stencil Medium, three stencil brushes, a stencil cutting-knife, one palette-knife, a block of thumb-tacks, six blank sheets of stencil paper, six ready-cut stencils, one mixing-plate, on which to mix the stencil colors, a book of instructions and a sheet of stencil transfer-patterns. This is without doubt the most complete outfit on the market today.

\$3 00

"A"  
35 net

Consists of a stencil brush, ready-cut stencils, book of instructions, stencil paper and an assortment of twelve stencil colors, with Stencil White, Ivory Black and Stencil Medium.

\$1 50

"B"  
25 net

Consists of stencil brush, ready-cut stencils, book of instructions, stencil paper and an assortment of six stencil colors with Stencil White, Ivory Black and Stencil Medium.

\$1 00

Trade discount 33 1/3 per cent

# S-W STENCILS

| No. of Stencil Parts | No. of  | Size in inches        | Price |
|----------------------|---------|-----------------------|-------|
| 2                    | one     | 8 x 35                | \$ 50 |
| 3                    | one     | 7 1/4 x 19            | 20    |
| 3y                   | one     | 3 1/4 inches high     | 15    |
| 6                    | one     | 8 1/4 x 19 1/4        | 25    |
| 8                    | two     | 10 x 40               | 75    |
| 9                    | one     | 6 x 21                | 35    |
| 10                   | two     | 9 1/4 x 20            | 60    |
| 11                   | one     | 8 1/4 x 54            | 1 00  |
| 11y                  | one     | 4 inches high         | 50    |
| 12                   | one     | 15 x 21               | 50    |
| 13                   | one     | 13 1/4 x 29 1/4       | 1 50  |
| 13a                  | one     | 2 inches high         | 20    |
| 14                   | one     | 10 1/4 x 29 1/4       | 40    |
| 14y                  | one     | 6 1/4 inches high     | 40    |
| 15                   | two     | 20 x 27 1/4           | 1 50  |
| 17                   | one     | 17 1/4 x 30           | 1 50  |
| 17a                  | one     | 12 x 12               | 50    |
| 17b                  | one     | 3 x 12                | 20    |
| 18                   | two     | 8 x 40                | 1 00  |
| 18y                  | one     | 4 x 20                | 20    |
| 19                   | two     | 10 x 15               | 65    |
| 19y                  | one     | 3 1/4 x 8             | 25    |
| 20                   | two     | 10 x 15               | 30    |
| 20y                  | two     | 5 x 7 1/4             | 50 50 |
| 23                   | one     | 4 1/4 x 5             | 15    |
| 24                   | one     | 4 1/4 x 5             | 10    |
| 25                   | one     | 5 x 5                 | 15    |
| 26                   | one     | 2 1/4 x 2 1/4         | 10    |
| 26y                  | one     | 4 x 4                 | 15    |
| 107                  | one     | 8 x 4                 | 25    |
| 28                   | one     | 1 x 2 1/4             | 05    |
| 28y                  | one     | 10 x 4                | 10    |
| 29                   | one     | 12 x 2                | 50    |
| 29y                  | one     | 6 x 1                 | 30    |
| 30                   | two     | 8 x 3                 | 25    |
| 30y                  | two     | 4 x 1 1/4             | 30    |
| 31                   | one     | 4 inches in diam.     | 10    |
| 32                   | one     | 3 1/4 inches in diam. | 15    |
| 33                   | one     | 3 x 12                | 15    |
| 34                   | two     | 3 x 11                | 20    |
| 35                   | one     | 6 1/4 x 7             | 15    |
| 36                   | two     | 36 inches high        | 1 00  |
| 37                   | one     | 6 1/4 x 19 1/4        | 25    |
| 37y                  | one     | 10 x 40               | 70    |
| 38                   | one     | 3 x 12                | 15    |
| 38y                  | one     | 4 x 16                | 35    |
| 39                   | two     | 8 x 40                | 1 00  |
| 39y                  | two     | 3 x 15                | 50    |
| 40                   | two     | 10 x 32               | 80    |
| 41                   | two     | 12 x 48               | 90    |
| 41y                  | one     | 6 inches high         | 50    |
| 42                   | one     | 10 x 40               | 1 00  |
| 43                   | one     | 3 1/4 x 13 1/4        | 25    |
| 44                   | two     | 10 x 43               | 1 00  |
| 45                   | two     | 3 x 10                | 50    |
| 45a                  | two     | 2 1/4 inches high     | 25    |
| 46                   | two     | 3 1/4 x 18            | 60    |
| 47                   | two     | 8 x 36                | 75    |
| 48                   | one     | 3 x 15                | 15    |
| 49                   | one     | 2 x 6                 | 25    |
| 50                   | one     | 2 x 6                 | 25    |
| 51                   | one     | 2 x 6                 | 25    |
| 52                   | one     | 9 1/4 x 7 1/4         | 20    |
| 53                   | one     | 8 x 6                 | 25    |
| 54                   | one     | 11 x 8                | 50    |
| 55                   | one     | 9 x 5                 | 20    |
| 56                   | one     | 10 x 10               | 25    |
| 57                   | one     | 8 1/4 x 11 1/4        | 25    |
| 58                   | one     | 9 x 12                | 75    |
| 59                   | one     | 9 x 5                 | 25    |
| 60                   | one     | 9 x 7 1/4             | 40    |
| 61                   | one     | 4 x 3 1/4             | 15    |
| 62                   | one     | 12 x 4                | 30    |
| 63                   | one     | 12 x 9 1/4            | 50    |
| 64                   | Outline | 18 inches high        | 3 00  |
| 64a                  | one     | 18 inches high        | 30    |
| 64b                  | one     | 18 inches high        | 1 00  |
| 64c                  | Outline | 2 1/4 x 12            | 30    |
| 64y                  | Outline | 8 1/4 inches high     | 1 25  |
| 65                   | one     | 3 x 14                | 20    |
| 66                   | two     | 4 inches high         | 50    |
| 67                   | Outline | 6 inches high         | 1 40  |
| 68                   | Outline | 14 inches high        | 3 00  |
| 69                   | Outline | 32 inches high        | 3 50  |
| 70                   | Outline | 20 inches high        | 1 00  |
| 71                   | Outline | 3 x 12                | 1 00  |
| 72                   | Outline | 24 inches high        | 3 00  |
| 72y                  | two     | 5 inches high         | 30    |
| 73y                  | one     | 10 inches high        | 75    |
| 74                   | two     | 3 inches high         | 30    |
| 74y                  | one     | 8 inches high         | 60    |
| 75                   | one     | 7 inches high         | 60    |
| 76                   | one     | 10 inches high        | 50    |
| 77                   | one     | 7 inches high         | 40    |
| 78                   | one     | 7 inches high         | 40    |
| 79                   | one     | 7 inches high         | 40    |
| 80                   | one     | 7 inches high         | 40    |
| 81                   | one     | 7 inches high         | 40    |

| No. of Stencil Parts | No. of  | Size in inches      | Price |
|----------------------|---------|---------------------|-------|
| 82                   | one     | 7 inches high       | \$ 50 |
| 83                   | two     | 6 inches high       | 35    |
| 83y                  | two     | 12 inches high      | 50    |
| 84                   | one     | 8 inches high       | 35    |
| 85                   | one     | 2 1/4 inches high   | 25    |
| 86                   | Outline | 30 inches high      | 2 50  |
| 87                   | Outline | 36 inches high      | 1 50  |
| 87y                  | Outline | 18 inches high      | 1 00  |
| 88                   | Outline | 18 inches high      | 1 50  |
| 88y                  | Outline | 6 inches high       | 75    |
| 89                   | Outline | 2 1/4 inches high   | 40    |
| 89y                  | Outline | 5 inches high       | 80    |
| 90                   | Outline | 42 inches high      | 2 60  |
| 91                   | Outline | 8 inches high       | 50    |
| 91y                  | Outline | 12 inches high      | 80    |
| 92                   | Outline | 12 inches high      | 50    |
| 93                   | two     | 19 x 33 inches high | 2 40  |
| 94                   | two     | 3 inches high       | 20    |
| 94y                  | two     | 4 inches high       | 50    |
| 95                   | Outline | 18 inches high      | 1 50  |
| 95y                  | Outline | 9 inches high       | 1 00  |
| 96                   | two     | 6 inches high       | 50    |
| 97                   | two     | 13 1/4 inches high  | 80    |
| 98                   | two     | 25 inches high      | 65    |
| 98y                  | one     | 15 inches high      | 50    |
| 99                   | one     | 2 x 2               | 05    |
| 100                  | two     | 12 inches high      | 60    |
| 103                  | one     | 2 1/4 inches square | 05    |
| 103a                 | one     | 10 inches long      | 20 25 |
| 104                  | one     | 6 inches high       | 30    |
| 105                  | one     | 6 inches high       | 30    |
| 105y                 | one     | 12 inches high      | 40    |
| 106                  | one     | 8 1/4 inches high   | 25    |
| 107                  | one     | 3 inches in diam.   | 10    |
| 107y                 | one     | 6 inches in diam.   | 15    |
| 108                  | one     | 4 x 4               | 20    |
| 108y                 | one     | 2 x 2               | 15    |
| 109                  | two     | 5 inches high       | 40    |
| 109y                 | two     | 10 inches high      | 60    |
| 110                  | one     | 3 x 3               | 05    |
| 110y                 | one     | 7 x 7               | 15    |
| 111                  | one     | 8 1/4 inches high   | 15    |
| 112                  | one     | 6 1/4 inches high   | 20    |
| 113                  | one     | 3 x 0               | 20    |
| 114                  | one     | 5 inches high       | 05    |
| 115                  | one     | 1 1/4 inches high   | 05    |
| 115y                 | one     | 7 inches high       | 30    |
| 116                  | one     | 1 1/4 inches high   | 20    |
| 117                  | two     | 5 1/4 inches high   | 30    |
| 118                  | one     | 5 1/4 inches high   | 30    |
| 119                  | one     | 12 inches high      | 30    |
| 120                  | two     | 11 1/4 inches high  | 45    |
| 121                  | one     | 16 inches in diam.  | 30    |
| 122                  | one     | 5 1/4 inches high   | 10    |
| 123                  | one     | 2 1/4 inches high   | 10    |
| 124                  | one     | 3 1/4 inches high   | 16    |
| 124y                 | one     | 2 inches high       | 10    |
| 125                  | one     | 4 1/4 inches high   | 15    |
| 125y                 | one     | 8 inches high       | 20    |
| 126                  | one     | 15 inches in diam.  | 25    |
| 127                  | one     | 7 inches high       | 15    |
| 128                  | one     | 15 inches high      | 15    |
| 128y                 | one     | 7 inches high       | 10    |
| 129                  | one     | 9 inches high       | 25    |
| 130                  | one     | 8 inches high       | 20    |
| 130y                 | one     | 15 inches high      | 75    |
| 131                  | one     | 18 inches high      | 75    |
| 131y                 | one     | 36 inches high      | 1 50  |
| 132                  | one     | 11 1/4 inches high  | 25    |
| 133                  | one     | 11 inches high      | 20    |
| 134                  | one     | 8 1/4 inches high   | 15    |
| 135                  | one     | 4 1/4 inches high   | 30    |
| 200y                 | one     | 4 inches high       | 50    |
| 201                  | one     | 2 inches high       | 30    |
| 201y                 | one     | 5 inches high       | 40    |
| 201x                 | one     | 10 inches high      | 80    |
| 202                  | one     | 12 inches high      | 80    |
| 203                  | one     | 10 inches in diam.  | 1 00  |
| 204                  | one     | 3 inches high       | 10    |
| 204y                 | one     | 8 inches high       | 25    |
| 205                  | one     | 9 inches high       | 25    |
| 205y                 | one     | 4 inches high       | 50    |
| 206                  | one     | 7 inches high       | 25    |
| 206y                 | one     | 3 inches high       | 40    |
| 207                  | one     | 1 1/4 inches high   | 10    |
| 207y                 | one     | 3 inches high       | 15    |
| 208                  | one     | 3 1/4 inches high   | 15    |
| 209                  | one     | 18 inches high      | 1 25  |
| 209y                 | one     | 12 inches high      | 90    |
| 210                  | one     | 15 inches high      | 80    |
| 211                  | one     | 2 inches high       | 15    |
| 211y                 | one     | 5 inches high       | 20    |
| 212                  | one     | 2 inches high       | 20    |
| 212y                 | one     | 2 inches high       | 20    |
| 213                  | one     | 2 inches high       | 20    |
| 213y                 | one     | 8 inches high       | 1 00  |
| 214                  | one     | 9 inches high       | 1 00  |
| 217y                 | one     | 18 inches high      | 3 00  |
| 200                  | one     | 18 inches high      | 1 00  |

# S-W STENCILS—Continued

| No. of Stencil Parts | No. of Stencil Parts | Size in inches     | Price | No. of Stencil Parts | No. of Stencil Parts | Size in inches     | Price  |
|----------------------|----------------------|--------------------|-------|----------------------|----------------------|--------------------|--------|
| 301                  | one                  | 12 inches high     | \$ 70 | 518                  | one                  | 12 inches in diam. | \$1 20 |
| 301y                 | one                  | 6 inches high      | 80    | 519                  | one                  | 17 inches high     | 1 20   |
| 302                  | one                  | 10 inches high     | 80    | 800                  | one                  | 3 inches high      | 60     |
| 302y                 | two                  | 6 inches high      | 30    | 800y                 | one                  | 7 inches high      | 70     |
| 303                  | one                  | 12 inches high     | 70    | 801                  | one                  | 13 inches high     | 1 50   |
| 303y                 | one                  | 6 inches high      | 40    | 801y                 | one                  | 9 inches high      | 1 20   |
| 304                  | one                  | 10 inches high     | 1 20  | 802                  | one                  | 6 inches high      | 1 00   |
| 304y                 | one                  | 6 inches high      | 80    | 802y                 | one                  | 9 inches high      | 1 20   |
| 305                  | one                  | 3 inches high      | 15    | 803                  | one                  | 5 inches high      | 30     |
| 306                  | one                  | 5 inches high      | 25    | 803y                 | one                  | 7 inches high      | 40     |
| 306y                 | one                  | 8 inches high      | 40    | 804                  | one                  | 2 1/4 inches high  | 30     |
| 307                  | one                  | 15 inches high     | 60    | 804y                 | one                  | 5 inches high      | 25     |
| 307y                 | one                  | 7 inches high      | 45    | 805                  | one                  | 3 inches high      | 20     |
| 308                  | one                  | 10 inches high     | 50    | 806                  | one                  | 9 inches high      | 70     |
| 309                  | one                  | 18 inches long     | 50    | 807                  | one                  | 9 inches high      | 1 50   |
| 309y                 | one                  | 9 inches long      | 40    | 807y                 | one                  | 20 inches high     | 3 00   |
| 310                  | two                  | 20 inches long     | 50    | 700                  | one                  | 47 inches high     | 3 00   |
| 400                  | one                  | 10 inches high     | 80    | 701                  | one                  | 2 1/4 inches high  | 20     |
| 401                  | one                  | 6 inches in diam.  | 50    | 702                  | one                  | 8 inches high      | 25     |
| 402                  | one                  | 18 inches high     | 90    | 703                  | one                  | 5 inches high      | 20     |
| 402y                 | one                  | 10 inches high     | 70    | 703y                 | one                  | 10 inches high     | 50     |
| 403                  | two                  | 3 inches high      | 20    | 704                  | one                  | 16 x 20            | 1 70   |
| 403y                 | two                  | 5 inches high      | 30    | 705                  | one                  | 3 inches high      | 15     |
| 404                  | one                  | 5 1/2 inches high  | 30    | 705y                 | one                  | 5 inches high      | 30     |
| 404y                 | one                  | 8 inches high      | 50    | 706                  | one                  | 5 inches high      | 30     |
| 405                  | one                  | 9 inches high      | 50    | 800                  | one                  | 15 inches high     | 1 50   |
| 405y                 | one                  | 3 1/4 inches high  | 20    | 801                  | one                  | 2 1/4 inches high  | 30     |
| 406                  | one                  | 18 inches high     | 1 00  | 802                  | one                  | 4 inches high      | 60     |
| 406y                 | one                  | 6 inches high      | 80    | 803                  | one                  | 8 inches high      | 90     |
| 407                  | one                  | 15 inches high     | 1 20  | 803y                 | one                  | 12 inches high     | 1 00   |
| 407y                 | one                  | 6 inches high      | 60    | 804                  | one                  | 10 inches high     | 80     |
| 408                  | one                  | 10 inches high     | 1 00  | 805                  | one                  | 3 inches high      | 30     |
| 408y                 | one                  | 4 inches high      | 60    | 805y                 | one                  | 6 inches high      | 50     |
| 409                  | two                  | 4 1/2 inches high  | 20    | 900                  | one                  | 12 inches high     | 60     |
| 409y                 | two                  | 10 inches high     | 40    | 900y                 | one                  | 6 inches high      | 80     |
| 500                  | one                  | 6 inches high      | 40    | 901                  | one                  | 11 1/4 inches high | 70     |
| 501                  | one                  | 18 x 10            | 60    | 902                  | one                  | 3 inches high      | 25     |
| 501y                 | one                  | 10 x 8             | 40    | 902y                 | one                  | 1 inch high        | 10     |
| 502                  | one                  | 18 inches high     | 80    | 903                  | one                  | 6 inches high      | 25     |
| 503                  | one                  | 3 inches high      | 25    | 903y                 | one                  | 2 inches high      | 35     |
| 504                  | one                  | 5 inches in diam.  | 35    | 904                  | one                  | 9 inches high      | 70     |
| 504y                 | one                  | 2 inches in diam.  | 25    | 905                  | one                  | 8 inches high      | 60     |
| 505                  | one                  | 2 inches square    | 20    | 906                  | one                  | 12 inches high     | 70     |
| 505y                 | one                  | 4 inches square    | 25    | 906y                 | one                  | 15 inches high     | 1 00   |
| 506                  | one                  | 4 inches in diam.  | 30    | 907                  | one                  | 15 inches high     | 1 50   |
| 506y                 | one                  | 8 inches in diam.  | 40    | 1000                 | one                  | 4 inches in diam.  | 40     |
| 507                  | one                  | 4 inches high      | 60    | 1000y                | one                  | 10 inches in diam. | 60     |
| 508                  | one                  | 15 inches high     | 1 00  | 1001                 | one                  | 10 inches high     | 1 00   |
| 509                  | one                  | 12 inches square   | 40    | 1002                 | any let. 2 1/4       | inches high        | 1 10   |
| 509y                 | one                  | 6 inches square    | 30    | 1002y                | any let. 4           | inches high        | 10     |
| 510                  | one                  | 4 inches high      | 80    | 1003                 | one                  | 8 inches high      | 60     |
| 510y                 | one                  | 8 inches high      | 1 20  | 1004                 | one                  | 8 inches high      | 1 20   |
| 511                  | one                  | 5 inches high      | 15    | 1004y                | one                  | 6 inches high      | 80     |
| 512                  | one                  | 6 1/4 inches high  | 30    | 1005                 | one                  | 12 inches high     | 1 00   |
| 512y                 | one                  | 2 inches high      | 20    | 1006                 | one                  | 12 inches high     | 70     |
| 513                  | one                  | 8 inches high      | 60    | 1007                 | one                  | 8 inches high      | 50     |
| 513y                 | one                  | 4 inches high      | 40    | 1007y                | one                  | 15 inches high     | 65     |
| 514                  | one                  | 12 inches in diam. | 80    | 1008                 | one                  | 10 x 40            | 1 00   |
| 514y                 | one                  | 4 inches in diam.  | 30    | 1009                 | one                  | 16 x 45            | 1 50   |
| 515                  | one                  | 12 inches high     | 80    | 1015                 | one                  | 6 inches high      | 15     |
| 516                  | one                  | 10 inches high     | 70    | 1015y                | one                  | 10 inches high     | 30     |
| 517                  | one                  | 24 1/2 inches high | 1 20  | 1016                 | one                  | 8 1/4 inches high  | 25     |

NOTE—"X," "Y," etc., following above stencil numbers, signifies a different size of same design. "A," "B," etc., signifies different parts of same stencil design.

## STENCIL BRUSHES

It is not our desire to sell brushes, except when they cannot be obtained from a local dealer. In such cases we will furnish you with price quotations on request.



# STENCIL BRUSHES

| Quantity in stock | Number | Size | Cost             | Retail Price |
|-------------------|--------|------|------------------|--------------|
| 7200              | 1      | 1/4" | \$3.06 per gross | 6¢ each      |
| 8100              | 3      | 3/8" | 3.00             | 8¢           |
| 9400              | 5      | 5/8" | 4.20             | 10¢          |

CEH - 5-19-13

*Stencils 4415 30 list*  
*4012 20 6*

# SPECIAL STENCILS AND PRICES

|            |        |
|------------|--------|
| 2 R.....   | \$ .45 |
| 3 R.....   | 3.00   |
| 4 R.....   | 1.00   |
| 10 R.....  | 1.00   |
| 14 R.....  | 6.00   |
| 17 R.....  | 1.50   |
| 18 R.....  | 1.50   |
| 19.....    | .50    |
| 21 R.....  | .75    |
| 50 R.....  | 1.50   |
| 53 R.....  | 1.00   |
| 76 R.....  | 2.00   |
| 88 X.....  | .50    |
| 98 R.....  | .25    |
| 100 R..... | .90    |
| 102 R..... | 1.00   |
| 103 R..... | 1.50   |
| 104 R..... | 1.00   |
| 107 R..... | .75    |
| 108 R..... | 1.50   |
| 111 R..... | 1.25   |
| 155 R..... | 1.25   |
| 820.....   | 6.00   |
| 821.....   | 2.00   |
| 830.....   | .50    |

102-

20

|               |        |
|---------------|--------|
| 831.....      | \$ .60 |
| 832.....      | .70    |
| 833.....      | .50    |
| 1025.....     | .25    |
| 1031.....     | .50    |
| 1039 C O..... | 1.60   |
| 1056.....     | .85    |
| 1063.....     | .50    |
| 1097.....     | 1.50   |
| 2607.....     | .25    |
| 3018.....     | 1.50   |
| 3018 Y.....   | 2.25   |
| 3028.....     | 1.25   |
| 3109.....     | .60    |
| 4002.....     | .25    |
| 4003.....     | .25    |
| 4004.....     | .25    |
| 4005.....     | .25    |
| 4006.....     | .25    |
| 4008.....     | .50    |
| 4012.....     | 1.60   |
| 4014.....     | .40    |
| 4015.....     | .50    |
| 4017.....     | .30    |

2005

125

Our regular trade discount on stencils applies to prices above.

Stencils

|       |          |
|-------|----------|
| 3108  | 125      |
| 4014  | 20¢      |
| 1045  | 80       |
| 1045y | 60       |
| 4020  | 35       |
| 3009  | 1 15     |
| 5     | 40       |
| 822   | 1 25     |
| 4016  | 25       |
| 3000  | 70       |
| 3000y | 1 50     |
| 3017  | 75       |
| 4018  | 70       |
| 1047  | 70       |
| 4019  | 65       |
| 102   | 20       |
| 102y  | 10       |
| 1057  | 70       |
| 999   | 25       |
| 1060  | 75       |
| 1060y | 90       |
| 1052  | 65       |
| 97    | 60       |
| 3051  | 1 00     |
| 3052  | 40       |
| 22    | 50       |
| 1031  | 75       |
| 1099  | 70       |
| 4012  | 1-20 135 |
| 1053  | 75       |

2607- 25 list  
3028- 100 "

Special Cover the Earth Stencil \$4 50 Net

<sup>510</sup>  
Binder #4 10¢ list <sup>370 list letter 98c</sup> J.G. Cross 10-10-13

Stencil #97 with binder 60¢ list

#97 Transfer 10¢ list

#13 " 15¢ "

SPECIAL PRICES OF STENCILS THAT WILL BE SHOWN IN THE COLORIST

| Number | Reg. Price | Special Price | Number | Reg. Price | Special Price |
|--------|------------|---------------|--------|------------|---------------|
| 13A    | .20        | .11           | 304    | 1.20       | .65           |
| 28Y    | 10         | 06            | 304Y   | 80         | 44            |
| 29Y    | 30         | 16            | 308    | 50         | 27            |
| 51     | 25         | 14            | 309    | 60         | 33            |
| 60     | 40         | 22            | 309Y   | 40         | 22            |
| 61     | 15         | 08            | 207Y   | 60         | 35            |
| 63     | 50         | 27            | 408Y   | 60         | 33            |
| 73     | 30         | 16            | 501    | 60         | 33            |
| 74Y    | 60         | 33            | 501Y   | 40         | 22            |
| 76     | 50         | 27            | 514Y   | 25         | 14            |
| 77     | 40         | 22            | 506Y   | 40         | 22            |
| 78     | 40         | 22            | 507    | 60         | 33            |
| 79     | 50         | 27            | 508    | 1 00       | 56            |
| 80     | 40         | 22            | 510Y   | 1 20       | 65            |
| 81     | 40         | 22            | 514    | 60         | 33            |
| 82     | 50         | 27            | 516    | 70         | 38            |
| 83Y    | 50         | 27            | 601Y   | 1 20       | 65            |
| 84     | 35         | 20            | 602Y   | 1 20       | 65            |
| 91Y    | 80         | 44            | 603Y   | 40         | 22            |
| 107    | 10         | 06            | 605    | 20         | 11            |
| 110    | 05         | 03            | 607    | 1 50       | 82            |
| 110Y   | 15         | 08            | 607Y   | 3 00       | 1 65          |
| 114    | 05         | 03            | 704    | 1 70       | 93            |
| 121    | 30         | 16            | 803    | 1 00       | 55            |
| 126    | 25         | 14            | 805Y   | 50         | 27            |
| 130    | 20         | 11            | 905    | 60         | 33            |
| 204    | 10         | 06            | 1003   | 60         | 33            |
| 204Y   | 20         | 11            | 1004Y  | 80         | 44            |
| 211Y   | 20         | 11            | 1005   | 1 00       | 55            |
| 300    | 1 20       | 65            | 1006   | 70         | 38            |
| 301    | 70         | 38            | 1007Y  | 65         | 35            |
| 301Y   | 30         | 16            | 109    | 1 50       | 82            |
| 303y   | 40         | 22            |        |            |               |

Ptrs Discount 45% from list

Agts " 45-15% from list

JGC 2-20-13

## SHERWIN WILLIAMS BRIGHTEN UP FINISHES

We have grouped in one line, under a uniform label, the paints, varnishes, stains and enamels we manufacture, which are intended especially for use by the householder and housewife. The Brighten Up Finish line includes the proper material for refinishing and brightening up chairs, tables, shelves, fixtures, iron bedsteads, bath-tubs, screens, porch and lawn furniture, floors, woodwork and all of the little things about the home.

The products in the Brighten Up Finish line have been in use for many years throughout the United States and Canada. They are recognized standard products and have a large established demand under the old label.

All S-W paint and varnish products in the Brighten Up Finish line bear on one side the Brighten Up label and on the other side the old, familiar Sherwin-Williams label which is so well known to the paint consumers of the country. The dealer therefore has the option of displaying his stock as Brighten Up Finishes or as the old-style Sherwin-Williams Shelf-Goods, it being to his advantage, however, to display them in the former way, as Brighten Up Finishes are being advertised extensively in the magazines and farm papers.



The old, familiar Family Paint Label



The new Brighten Up Label

By our method of using both labels there will be no confusion or doubt in the minds of purchasers—whether they ask for S-W Screen Enamel, for instance, or for Brighten Up Finish for finishing screens. The use of the name Brighten Up Finishes is simply to enable the goods to be more effectively advertised, to make them more attractive as a line and to make them easier for the consumer to remember. Under the Brighten Up Finish idea the householder and housewife need remember but one name and the dealer will supply the proper Brighten Up Finish when he learns what the purchaser wants to finish.

### THE LINE OF BRIGHTEN UP FINISHES

Aluminum Paint  
Bath Enamel  
Bras-Brite  
Brighten Up Stain  
Crack and Seam Filler  
Dancing Floor Wax  
Durable Household Varnish  
Empress Liquid Gold  
Enamel  
Family Paint  
Flat Black  
Flaxoap

Floorlac  
Floor Wax  
Floorwipe  
Fluid Wax  
Graining Preparation  
Inside Floor Paint  
Liquid Gold  
Lustroline Imperial Gold Enamel  
Polish-ol  
Porch and Lawn Furniture Enamel  
Screen Enamel  
Stove-Pipe and Iron Enamel

## S-W BRIGHTEN UP FINISHES

### FLOORLAC

REGISTERED

Prepared Ready for the Brush

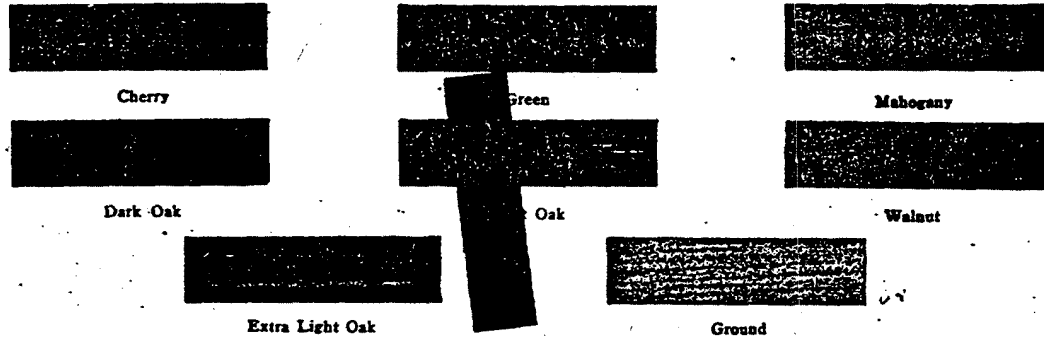
For staining and varnishing floors, furniture and woodwork at one operation



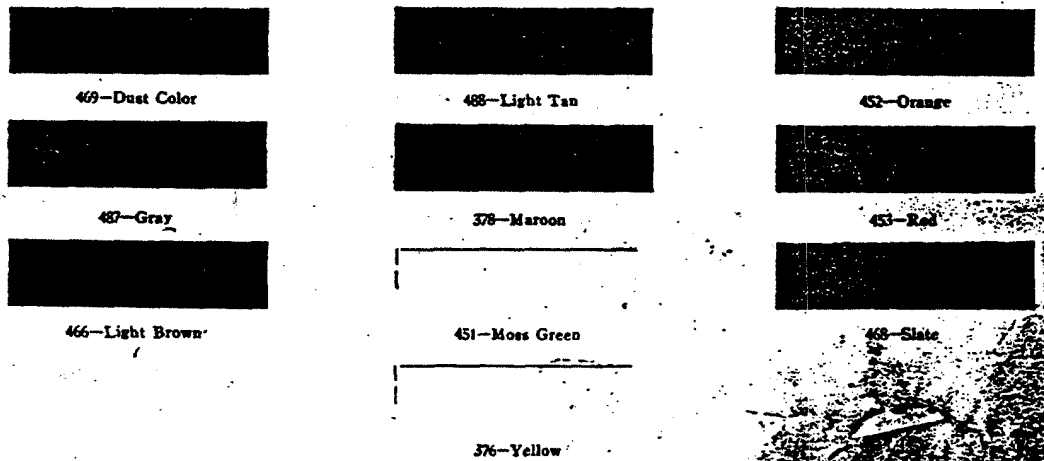
A combination of stain and varnish it is non-fading and good floor finish which is tough and durable and will resist scratches and heel-marks. It preserves to the greatest extent the natural grain of the wood and is immune to the various fugitive dye stains on the market that look well when first put on but soon lose their brilliancy and fade out to undesirable tones after exposure to sunlight. Floorlac is durable in point of color as well as wearing qualities. It was the first article of its kind specially made and adapted for hard wear under foot. Can be used with equal success on furniture and inside woodwork where a stain and varnish rather than a paint is desired.

|  | Cherry | Dark Oak | Extra Light Oak | Green | Light Oak | Mahogany | Walnut | Clear | Ground |
|--|--------|----------|-----------------|-------|-----------|----------|--------|-------|--------|
|  | 14     | 10       | 11              | 12    | 13        | 14       | 15     | 16    | 17     |
|  | 18     | 19       | 20              | 21    | 22        | 23       | 24     | 25    | 26     |
|  | 27     | 28       | 29              | 30    | 31        | 32       | 33     | 34    | 35     |
|  | 36     | 37       | 38              | 39    | 40        | 41       | 42     | 43    | 44     |
|  | 45     | 46       | 47              | 48    | 49        | 50       | 51     | 52    | 53     |
|  | 54     | 55       | 56              | 57    | 58        | 59       | 60     | 61    | 62     |
|  | 63     | 64       | 65              | 66    | 67        | 68       | 69     | 70    | 71     |
|  | 72     | 73       | 74              | 75    | 76        | 77       | 78     | 79    | 80     |
|  | 81     | 82       | 83              | 84    | 85        | 86       | 87     | 88    | 89     |
|  | 90     | 91       | 92              | 93    | 94        | 95       | 96     | 97    | 98     |
|  | 99     | 100      | 101             | 102   | 103       | 104      | 105    | 106   | 107    |
|  | 108    | 109      | 110             | 111   | 112       | 113      | 114    | 115   | 116    |
|  | 117    | 118      | 119             | 120   | 121       | 122      | 123    | 124   | 125    |
|  | 126    | 127      | 128             | 129   | 130       | 131      | 132    | 133   | 134    |
|  | 135    | 136      | 137             | 138   | 139       | 140      | 141    | 142   | 143    |
|  | 144    | 145      | 146             | 147   | 148       | 149      | 150    | 151   | 152    |
|  | 153    | 154      | 155             | 156   | 157       | 158      | 159    | 160   | 161    |
|  | 162    | 163      | 164             | 165   | 166       | 167      | 168    | 169   | 170    |
|  | 171    | 172      | 173             | 174   | 175       | 176      | 177    | 178   | 179    |
|  | 180    | 181      | 182             | 183   | 184       | 185      | 186    | 187   | 188    |
|  | 189    | 190      | 191             | 192   | 193       | 194      | 195    | 196   | 197    |
|  | 198    | 199      | 200             | 201   | 202       | 203      | 204    | 205   | 206    |
|  | 207    | 208      | 209             | 210   | 211       | 212      | 213    | 214   | 215    |
|  | 216    | 217      | 218             | 219   | 220       | 221      | 222    | 223   | 224    |
|  | 225    | 226      | 227             | 228   | 229       | 230      | 231    | 232   | 233    |
|  | 234    | 235      | 236             | 237   | 238       | 239      | 240    | 241   | 242    |
|  | 243    | 244      | 245             | 246   | 247       | 248      | 249    | 250   | 251    |
|  | 252    | 253      | 254             | 255   | 256       | 257      | 258    | 259   | 260    |
|  | 261    | 262      | 263             | 264   | 265       | 266      | 267    | 268   | 269    |
|  | 270    | 271      | 272             | 273   | 274       | 275      | 276    | 277   | 278    |
|  | 279    | 280      | 281             | 282   | 283       | 284      | 285    | 286   | 287    |
|  | 288    | 289      | 290             | 291   | 292       | 293      | 294    | 295   | 296    |
|  | 297    | 298      | 299             | 300   | 301       | 302      | 303    | 304   | 305    |
|  | 306    | 307      | 308             | 309   | 310       | 311      | 312    | 313   | 314    |
|  | 315    | 316      | 317             | 318   | 319       | 320      | 321    | 322   | 323    |
|  | 324    | 325      | 326             | 327   | 328       | 329      | 330    | 331   | 332    |
|  | 333    | 334      | 335             | 336   | 337       | 338      | 339    | 340   | 341    |
|  | 342    | 343      | 344             | 345   | 346       | 347      | 348    | 349   | 350    |
|  | 351    | 352      | 353             | 354   | 355       | 356      | 357    | 358   | 359    |
|  | 360    | 361      | 362             | 363   | 364       | 365      | 366    | 367   | 368    |
|  | 369    | 370      | 371             | 372   | 373       | 374      | 375    | 376   | 377    |
|  | 378    | 379      | 380             | 381   | 382       | 383      | 384    | 385   | 386    |
|  | 387    | 388      | 389             | 390   | 391       | 392      | 393    | 394   | 395    |
|  | 396    | 397      | 398             | 399   | 400       | 401      | 402    | 403   | 404    |
|  | 405    | 406      | 407             | 408   | 409       | 410      | 411    | 412   | 413    |
|  | 414    | 415      | 416             | 417   | 418       | 419      | 420    | 421   | 422    |
|  | 423    | 424      | 425             | 426   | 427       | 428      | 429    | 430   | 431    |
|  | 432    | 433      | 434             | 435   | 436       | 437      | 438    | 439   | 440    |
|  | 441    | 442      | 443             | 444   | 445       | 446      | 447    | 448   | 449    |
|  | 450    | 451      | 452             | 453   | 454       | 455      | 456    | 457   | 458    |
|  | 459    | 460      | 461             | 462   | 463       | 464      | 465    | 466   | 467    |
|  | 468    | 469      | 470             | 471   | 472       | 473      | 474    | 475   | 476    |
|  | 477    | 478      | 479             | 480   | 481       | 482      | 483    | 484   | 485    |
|  | 486    | 487      | 488             | 489   | 490       | 491      | 492    | 493   | 494    |
|  | 495    | 496      | 497             | 498   | 499       | 500      | 501    | 502   | 503    |
|  | 504    | 505      | 506             | 507   | 508       | 509      | 510    | 511   | 512    |
|  | 513    | 514      | 515             | 516   | 517       | 518      | 519    | 520   | 521    |
|  | 522    | 523      | 524             | 525   | 526       | 527      | 528    | 529   | 530    |
|  | 531    | 532      | 533             | 534   | 535       | 536      | 537    | 538   | 539    |
|  | 540    | 541      | 542             | 543   | 544       | 545      | 546    | 547   | 548    |
|  | 549    | 550      | 551             | 552   | 553       | 554      | 555    | 556   | 557    |
|  | 558    | 559      | 560             | 561   | 562       | 563      | 564    | 565   | 566    |
|  | 567    | 568      | 569             | 570   | 571       | 572      | 573    | 574   | 575    |
|  | 576    | 577      | 578             | 579   | 580       | 581      | 582    | 583   | 584    |
|  | 585    | 586      | 587             | 588   | 589       | 590      | 591    | 592   | 593    |
|  | 594    | 595      | 596             | 597   | 598       | 599      | 600    | 601   | 602    |
|  | 603    | 604      | 605             | 606   | 607       | 608      | 609    | 610   | 611    |
|  | 612    | 613      | 614             | 615   | 616       | 617      | 618    | 619   | 620    |
|  | 621    | 622      | 623             | 624   | 625       | 626      | 627    | 628   | 629    |
|  | 630    | 631      | 632             | 633   | 634       | 635      | 636    | 637   | 638    |
|  | 639    | 640      | 641             | 642   | 643       | 644      | 645    | 646   | 647    |
|  | 648    | 649      | 650             | 651   | 652       | 653      | 654    | 655   | 656    |
|  | 657    | 658      | 659             | 660   | 661       | 662      | 663    | 664   | 665    |
|  | 666    | 667      | 668             | 669   | 670       | 671      | 672    | 673   | 674    |
|  | 675    | 676      | 677             | 678   | 679       | 680      | 681    | 682   | 683    |
|  | 684    | 685      | 686             | 687   | 688       | 689      | 690    | 691   | 692    |
|  | 693    | 694      | 695             | 696   | 697       | 698      | 699    | 700   | 701    |
|  | 702    | 703      | 704             | 705   | 706       | 707      | 708    | 709   | 710    |
|  | 711    | 712      | 713             | 714   | 715       | 716      | 717    | 718   | 719    |
|  | 720    | 721      | 722             | 723   | 724       | 725      | 726    | 727   | 728    |
|  | 729    | 730      | 731             | 732   | 733       | 734      | 735    | 736   | 737    |
|  | 738    | 739      | 740             | 741   | 742       | 743      | 744    | 745   | 746    |
|  | 747    | 748      | 749             | 750   | 751       | 752      | 753    | 754   | 755    |
|  | 756    | 757      | 758             | 759   | 760       | 761      | 762    | 763   | 764    |
|  | 765    | 766      | 767             | 768   | 769       | 770      | 771    | 772   | 773    |
|  | 774    | 775      | 776             | 777   | 778       | 779      | 780    | 781   | 782    |
|  | 783    | 784      | 785             | 786   | 787       | 788      | 789    | 790   | 791    |
|  | 792    | 793      | 794             | 795   | 796       | 797      | 798    | 799   | 800    |
|  | 801    | 802      | 803             | 804   | 805       | 806      | 807    | 808   | 809    |
|  | 810    | 811      | 812             | 813   | 814       | 815      | 816    | 817   | 818    |
|  | 819    | 820      | 821             | 822   | 823       | 824      | 825    | 826   | 827    |
|  | 828    | 829      | 830             | 831   | 832       | 833      | 834    | 835   | 836    |
|  | 837    | 838      | 839             | 840   | 841       | 842      | 843    | 844   | 845    |
|  | 846    | 847      | 848             | 849   | 850       | 851      | 852    | 853   | 854    |
|  | 855    | 856      | 857             | 858   | 859       | 860      | 861    | 862   | 863    |
|  | 864    | 865      | 866             | 867   | 868       | 869      | 870    | 871   | 872    |
|  | 873    | 874      | 875             | 876   | 877       | 878      | 879    | 880   | 881    |
|  | 882    | 883      | 884             | 885   | 886       | 887      | 888    | 889   | 890    |
|  | 891    | 892      | 893             | 894   | 895       | 896      | 897    | 898   | 899    |
|  | 900    | 901      | 902             | 903   | 904       | 905      | 906    | 907   | 908    |
|  | 909    | 910      | 911             | 912   | 913       | 914      | 915    | 916   | 917    |
|  | 918    | 919      | 920             | 921   | 922       | 923      | 924    | 925   | 926    |
|  | 927    | 928      | 929             | 930   | 931       | 932      | 933    | 934   | 935    |
|  | 936    | 937      | 938             | 939   | 940       | 941      | 942    | 943   | 944    |
|  | 945    | 946      | 947             | 948   | 949       | 950      | 951    | 952   | 953    |
|  | 954    | 955      | 956             | 957   | 958       | 959      | 960    | 961   | 962    |
|  | 963    | 964      | 965             | 966   | 967       | 968      | 969    | 970   | 971    |
|  | 972    | 973      | 974             | 975   | 976       | 977      | 978    | 979   | 980    |
|  | 981    | 982      | 983             | 984   | 985       | 986      | 987    | 988   | 989    |
|  | 990    | 991      | 992             | 993   | 994       | 995      | 996    | 997   | 998    |
|  | 999    | 1000     | 1001            | 1002  | 1003      | 1004     | 1005   | 1006  | 1007   |
|  | 1008   | 1009     | 1010            | 1011  | 1012      | 1013     | 1014   | 1015  | 1016   |
|  | 1017   | 1018     | 1019            | 1020  | 1021      | 1022     | 1023   | 1024  | 1025   |
|  | 1026   | 1027     | 1028            | 1029  | 1030      | 1031     | 1032   | 1033  | 1034   |
|  | 1035   | 1036     | 1037            | 1038  | 1039      | 1040     | 1041   | 1042  | 1043   |
|  | 1044   | 1045     | 1046            | 1047  | 1048      | 1049     | 1050   | 1051  | 1052   |
|  | 1053   | 1054     | 1055            | 1056  | 1057      | 1058     | 1059   | 1060  | 1061   |
|  | 1062   | 1063     | 1064            | 1065  | 1066      | 1067     | 1068   | 1069  | 1070   |
|  | 1071   | 1072     | 1073            | 1074  | 1075      | 1076     | 1077   | 1078  | 1079   |
|  | 1080   | 1081     | 1082            | 1083  | 1084      | 1085     | 1086   | 1087  | 1088   |
|  | 1089   | 1090     | 1091            | 1092  | 1093      | 1094     | 1095   | 1096  | 1097   |
|  | 1098   | 1099     | 1100            | 1101  | 1102      | 1103     | 1104   | 1105  | 1106   |
|  | 1107   | 1108     | 1109            | 1110  | 1111      | 1112     | 1113   | 1114  | 1115   |
|  | 1116   | 1117     | 1118            | 1119  | 1120      | 1121     | 1122   | 1123  | 1124   |
|  | 1125   | 1126     | 1127            | 1128  | 1129      | 1130     | 1131   | 1132  | 1133   |
|  | 1134   | 1135     | 1136            | 1137  | 1138      | 1139     | 1140   | 1141  | 1142   |
|  | 1143   | 1144     | 1145            | 1146  | 1147      | 1148     | 1149   | 1150  | 1151   |
|  | 1152   | 1153     | 1154            | 1155  | 1156      | 1157     | 1158   | 1159  | 1160   |
|  | 1161   | 1162     | 1163            | 1164  | 1165      | 1166     | 1167   | 1168  | 1169   |
|  | 1170   | 1171     | 1172            | 1173  | 1174      | 1175     | 1176   | 1177  | 1178   |
|  | 1179   | 1180     | 1181            | 1182  | 1183      | 1184     | 1185   | 1186  | 1187   |
|  | 1188   | 1189     | 1190            | 1191  | 1192      | 1193     | 1194   | 1195  | 1196   |
|  | 1197   | 1198     | 1199            | 1200  | 1201      | 1202     | 1203   | 1204  | 1205   |
|  | 1206   | 1207     | 1208            | 1209  | 1210      | 1211     | 1212   | 1213  | 1214   |
|  | 1215   | 1216     | 1217            | 1218  | 1219      | 1220     | 1221   | 1222  | 1223   |
|  | 1224   | 1225     | 1226            | 1227  | 1228      | 1229     | 1230   | 1231  | 1232   |
|  | 1233   | 1234     | 1235            | 1236  | 1237      | 1238     | 1239   | 1240  | 1241   |
|  | 1242   | 1243     | 1244            | 1245  | 1246      | 1247     | 1248   | 1249  | 1250   |
|  | 1251   | 1252     | 1253            | 1254  | 1255      | 1256     | 1257   | 1258  | 1259   |
|  | 1260   | 1261     | 1262            | 1263  | 1264      | 1265     | 1266   | 1267  | 1268   |
|  | 1269   | 1270     | 1271            | 1272  | 1273      | 1274     | 1275   | 1276  | 1277   |
|  | 1278   | 1279     | 1280            | 1281  | 1282      | 1283     | 1284   | 1285  | 1286   |

## FLOORLAC



## INSIDE FLOOR PAINT



## S-W BRIGHTEN UP FINISHES

### FLOORWIPE 01060

Prepared Ready for Use

A special preparation for cleaning and renewing the finish of waxed and varnished floors and waxed and varnished woodwork. Makes old waxed or varnished surfaces look like new. A cloth should simply be dampened with the material and the floor wiped up just as an ordinary cleaning — no rubbing or polishing necessary.



| Pts. | Qts. | 1/2 Gals. | Gals. |
|------|------|-----------|-------|
| 35   | 65   | 1 20      | 2 25  |

Trade discount 50 per cent

Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

*Jul 20/0*

### DANCING FLOOR WAX

(POWDERED)

|                               |          |
|-------------------------------|----------|
| 1/2-pound cans, sprinkler-top | 15c each |
| 1-pound cans, sprinkler-top   | 60c each |

Trade discount 50 per cent *Jul 20/0*

For waxing ballroom floors.



| 1/2-pound cans | 1, 2 and 5-pound cans |
|----------------|-----------------------|
| 35             | 60                    |

Trade discount 50 per cent

(Floor Wax Black can be supplied when desired)

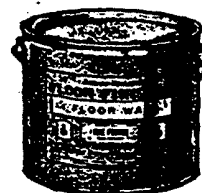
A display-rack is furnished with an assortment containing 12 pounds each Crack and Seam Filler and Floor Wax.

*Jul 20/0*

### FLOOR WAX

58

For a waxed finish on varnished floors or floors finished with Floorlac. Also used on furniture where a wax finish is desired. Suitable for ballrooms, bowling-alleys, etc. Needs no tools—put on with a cloth, and polished with a cloth.



### HIGH POLISH FLUID WAX

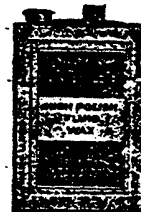
0271

High Polish Fluid Wax is for use on all surfaces where a wax finish is desired. Especially adapted to surfaces subjected to severe usage, particularly dancing floors, bowling-alleys, etc., made of soft or hardwood. For furniture and popular Mission effects it is without an equal. The goods possess exceptional covering capacity, being more economical, easier of application, and dry more readily than paste wax.

| 1/2 Pts. | Pts. | Qts. | 1/2 Gals. | Gals. |
|----------|------|------|-----------|-------|
| 25       | 40   | 75   | 1 40      | 2 65  |

Trade discount 50 per cent

*Jul 20/0*



### GRAINING PREPARATION

14190

A special preparation for producing the effect of the natural grain of woods on disfigured floors or interior woodwork.

For directions and more complete information, see label on package.

| 1/2-Pt. Glass Jars | Pt. Glass Jars | Qt. Glass Jars |
|--------------------|----------------|----------------|
| 25                 | 40             | 75             |

Trade discount 50 per cent

*Jul 15/0*



### FLAT BLACK

Prepared Ready for the Brush

For producing a dead black, wrought iron finish on wood or metal. Particularly suited for ornamental ironwork, picture-frames, mouldings, lamps, gas-furniture, etc.; is easily applied, has large covering capacity, wears well, and is very economical.

| 1/2 Pts. | 1/2 Pts. | Pts. | Qts. |
|----------|----------|------|------|
| 15       | 25       | 45   | 80   |

Trade discount 40 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case

*Jul 15/0*





# S-W BRIGHTEN UP FINISHES

## FAMILY PAINT

Prepared Ready for the Brush



A paint for household use, suitable for base-boards, shelves, boxes, and the many little things about the house; produces an oil finish that can be repeatedly washed. Handsome assortment of colors. Packages are attractive.

|                   |     |
|-------------------|-----|
| Apple Green       | 314 |
| Ash Gray          | 324 |
| Black             | 307 |
| Bottle Green      | 327 |
| Brown             | 328 |
| Buff              | 323 |
| Cherry            | 327 |
| Flat White        | 323 |
| Flesh             | 323 |
| French Gray       | 327 |
| Inside White      | 323 |
| Lavender          | 317 |
| Lemon             | 314 |
| Light Blue        | 324 |
| Light Fawn        | 324 |
| Light Lead        | 317 |
| Maroon            | 313 |
| Orange            | 313 |
| Pea Green         | 327 |
| Red               | 304 |
| Rose              | 313 |
| Sky-Blue          | 327 |
| Straw             | 323 |
| Yellow            | 323 |
| White             | 323 |
| Dark Blue         | 323 |
| Green             | 323 |
| Scarlet Vermilion | 323 |

|  | 1/4  | 1/2  | 1/2  | 1/2  |
|--|------|------|------|------|
|  | Pts. | Pts. | Pts. | Qts. |
|  | 12   | 20   | 35   | 65   |

Trade discount 40 per cent *July 15/10*  
 Quarter pints, four dozen in case  
 Half pints, four dozen in case  
 Pints, two dozen in case  
 Quarts, two dozen in case

## PORCH AND LAWN FURNITURE ENAMEL

Prepared Ready for the Brush



Made expressly for porch and lawn furniture and similar work where the finish is exposed to the weather. Colors are bright and thoroughly meet the popular demand. Dries with a hard, glossy surface that will not soften under heat or stick to the clothing.

|              | 1/4  | 1/2  | 1/2  | 1/2   | 1/2   |
|--------------|------|------|------|-------|-------|
|              | Pts. | Pts. | Qts. | Gals. | Gals. |
| Box Green    | 116  |      |      |       |       |
| Carmine      | 117  |      |      |       |       |
| Gram Green   | 114  | 40   | 45   | 1 10  | 2 00  |
| Willow Green | 115  |      |      |       |       |
| Vermilion    | 113  | 60   | 90   | 1 45  | 2 75  |

Trade discount 40 per cent *July 15/10*

Half pints, four dozen in case  
 Pints, two dozen in case  
 Quarts, two dozen in case  
 Half gallons, one dozen in case  
 Gallons, half dozen in case

## SCREEN ENAMEL

Prepared Ready for the Brush



For renewing old screens and preventing rust. Does not close up the mesh and dries with a high gloss that prevents dust and dirt from adhering to the screen.

|       | 1/4  | 1/2  | 1/2  | 1/2   | 1/2   |
|-------|------|------|------|-------|-------|
|       | Pts. | Pts. | Qts. | Gals. | Gals. |
| Black | 307  |      |      |       |       |
| Green | 320  | 15   | 26   | 30    | 95    |
|       |      | 20   | 35   | 40    | 1 05  |

Trade discount 40 per cent *July 15/10*

Half pints, four dozen in case  
 Pints, two dozen in case  
 Quarts, two dozen in case  
 Half gallons, one dozen in case  
 Gallons, half dozen in case

(Put up in five-gallon cans on special order)

## BATH ENAMEL

Prepared Ready for the Brush



The best bath enamel that can be made. Ground in special liquids which produce a porcelain-like surface that will successfully withstand the effects of hot and cold water. It is tough and tenacious and will not chip or flake. It is also very durable, and frequent repainting is unnecessary as in the use of cheaper enamels on the market. Bath Enamel is not a cheap, low-priced article, but the highest quality and most satisfactory and economical one made.

|           | 1/4  | 1/2  | 1/2  | 1/2   | 1/2   |
|-----------|------|------|------|-------|-------|
|           | Pts. | Pts. | Qts. | Gals. | Gals. |
| Porcelain | 646  |      |      |       |       |
| Ground    | 370  | 30   | 50   | 90    | 1 60  |
|           |      | 45   | 70   | 1 15  | 4 25  |

Trade discount 40 per cent *July 15/10*

Quarter pints, four dozen in case  
 Half pints, four dozen in case  
 Pints, two dozen in case  
 Quarts, two dozen in case  
 Gallons, half dozen in case

## FAMILY PAINT



Apple Green



Ash Gray



Bottle Green



Brown



Buff



Cherry



Flesh



French Gray

\*Higher in price



Lavender



Lemon



Light Blue



Light Fawn



Light Lead



Maroon



Orange



Pea Green



Red



Rose



Sky Blue



Straw



Yellow



\*Dark Blue



\*Green



\*Scarlet Vermilion

Also White, Flat White and Inside Varnish White

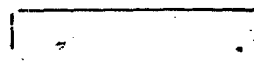
## PORCH AND LAWN FURNITURE ENAMEL



Carmine



Grass Green



Willow Green



Bog Green



\*Vermilion

\*Higher in price

\$25.00 ASSORTMENT

|                            | <u>1/8</u><br><u>Pts</u> | <u>1/4</u><br><u>Pts</u> | <u>1/2</u><br><u>Pts</u> | <u>3/4</u><br><u>Pts</u> | <u>Qts</u> | <u>Net Price</u> | <u>Listed Selling Price</u> |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------|------------------|-----------------------------|
| Buggy Paint                | -                        | -                        | 3                        | 4                        | 3          | \$3 58           | \$7 16                      |
| W & I P                    | -                        | -                        | -                        | 4                        | 4          | 2 76             | 4 80                        |
| Family Paint               | -                        | -                        | 29                       | -                        | -          | 3 85             | 6 09                        |
| Varnish Stain              | -                        | -                        | 12                       | 12                       | -          | 5 04             | 8 40                        |
| S P & I Enamel             | -                        | 6                        | 6                        | -                        | -          | 1 44             | 2 40                        |
| Bath Enamel                | -                        | -                        | 4                        | -                        | -          | 1 20             | 2 00                        |
| Lustroline (1 doz cartons) | -                        | -                        | -                        | -                        | -          | 1 80             | 2 50                        |
| Aluminum Pt 6 6            | -                        | -                        | -                        | -                        | -          | 1 48             | 2 22                        |
| Polishol (6-4 oz bottles)  | -                        | -                        | -                        | -                        | -          | 1 00             | 1 80                        |
| Brasbrite                  | -                        | -                        | 6                        | -                        | -          | .43              | 1 50                        |
| Floor Wax (6-1 lb cans)    | -                        | -                        | -                        | -                        | -          | 1 80             | 3 60                        |
| Durable Household          | -                        | -                        | -                        | -                        | -          | -                | -                           |
| Varnish                    | -                        | -                        | 6                        | -                        | -          | 1 00             | 1 80                        |
| Total                      | -                        | -                        | -                        | -                        | -          | \$25 08          | \$43 47                     |
| Profit                     | -                        | -                        | -                        | -                        | -          | 18.39            | or 75%                      |

\$50.00 BRIGHTEN-UP ASSORTMENT

|                            | <u>1/8</u><br><u>Pts</u> | <u>1/4</u><br><u>Pts</u> | <u>1/2</u><br><u>Pts</u> | <u>3/4</u><br><u>Pts</u> | <u>Qts</u> | <u>1/2</u><br><u>Gal</u> | <u>Gal</u> | <u>Net Price</u> | <u>Listed Selling Price</u> |
|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------|--------------------------|------------|------------------|-----------------------------|
| Buggy Paint                | -                        | -                        | 4                        | 4                        | 3          | -                        | -          | 3 58             | 7 58                        |
| W & I P                    | -                        | -                        | -                        | 6                        | 3          | -                        | -          | 2 79             | 4 85                        |
| Family Paint               | -                        | -                        | *36                      | x24                      | -          | -                        | -          | 10 84            | 16 06                       |
| Varnish Stain              | -                        | 6                        | 5                        | 12                       | 3          | -                        | -          | 5 97             | 9 95                        |
| S P & I En                 | -                        | 6                        | 6                        | -                        | -          | -                        | -          | 1 44             | 2 40                        |
| Bath Enamel                | -                        | -                        | 4                        | -                        | -          | -                        | -          | 1 20             | 2 00                        |
| Lustroline (1 doz cartons) | -                        | -                        | -                        | -                        | -          | -                        | -          | 1 80             | 2 50                        |
| Aluminum Pt 6 6            | -                        | -                        | 6                        | -                        | -          | -                        | -          | 3 28             | 4 92                        |
| Polishol (1 doz 4 oz bot)  | -                        | -                        | -                        | -                        | -          | -                        | -          | 2 00             | 3 00                        |
| Brasbrite                  | -                        | -                        | 6                        | -                        | -          | -                        | -          | .68              | 1 50                        |
| Floor Wax (6-1s & 4-2s)    | -                        | -                        | -                        | -                        | -          | -                        | -          | 3 00             | 6 00                        |
| Screen Enamel              | -                        | -                        | 6                        | 4                        | -          | -                        | -          | 1 56             | 2 80                        |
| Floorlac                   | -                        | 6                        | 6                        | 6                        | -          | -                        | -          | 3 42             | 5 70                        |
| Floorlac Ground            | -                        | -                        | 3                        | 3                        | -          | -                        | -          | 1 17             | 1 95                        |
| Enameloid                  | -                        | 6                        | 6                        | 6                        | 3          | -                        | -          | 4 79             | 7 95                        |
| Dur. Household             | -                        | -                        | -                        | -                        | -          | -                        | -          | -                | -                           |
| Varnish                    | -                        | -                        | 6                        | 6                        | -          | -                        | -          | 2 76             | 4 14                        |
| Total                      | -                        | -                        | -                        | -                        | -          | -                        | -          | \$50 14          | \$86 36                     |
| Profit                     | -                        | -                        | -                        | -                        | -          | -                        | -          | 34.22            | or 39.7%                    |

\*30 regular price - 6 higher  
x18 regular price - 6 higher

\$100.00 BRIGHTEN-UP ASSORTMENT

|                            | <u>1/8</u> | <u>1/4</u> | <u>1/2</u> | <u>3/4</u> | <u>1</u>   | <u>1 1/2</u> | <u>2</u>   | <u>Net</u>   | <u>Listed Sell-</u> |
|----------------------------|------------|------------|------------|------------|------------|--------------|------------|--------------|---------------------|
|                            | <u>Pts</u> | <u>Pts</u> | <u>Pts</u> | <u>Pts</u> | <u>Qts</u> | <u>Gal</u>   | <u>Gal</u> | <u>Price</u> | <u>ing price</u>    |
| Buggy Paint                | -          | -          | 12         | 12         | 6          | -            | -          | \$9 72       | \$19 44             |
| W & I P                    | -          | -          | -          | 12         | 6          | -            | -          | 5 58         | 9 30                |
| Family Paint               | -          | 18         | 12         | 12         | 6          | -            | -          | 22 86        | 37 26               |
| Varnish Stain              | -          | 12         | 12         | 12         | 6          | -            | -          | 9 00         | 15 00               |
| S P & I En                 | -          | 12         | 12         | -          | -          | -            | -          | 2 88         | 4 80                |
| Bath Enamel                | -          | 6          | 6          | -          | -          | -            | -          | 2 88         | 4 80                |
| Lustroline (1 doz cartons) | -          | -          | -          | -          | -          | -            | -          | 1 50         | 3 50                |
| Aluminum Pt                | 12         | 12         | 6          | -          | -          | -            | -          | 4 76         | 7 12                |
| Polishol (12-4oz bot)      | -          | -          | -          | -          | 1          | -            | -          | 2 00         | 3 00                |
| Brasbrite                  | -          | -          | 12         | -          | -          | -            | -          | 1 25         | 3 00                |
| Floorwax (6-1s & 2s)       | -          | -          | -          | -          | -          | -            | -          | 3 00         | 6 00                |
| Screen En                  | -          | -          | 12         | 12         | -          | -            | -          | 3 96         | 6 60                |
| Floorlac                   | -          | 6          | 9          | 9          | -          | -            | -          | 4 86         | 8 10                |
| Enameloid                  | -          | 12         | 12         | 6          | 3          | -            | -          | 6 52         | 10 86               |
| I P P                      | -          | -          | -          | -          | 12         | 6            | -          | 8 25         | 11 55               |
| Taxite                     | -          | -          | 6          | 3          | -          | -            | -          | 2 02         | 2 90                |
| Dur Household              | -          | -          | 12         | 12         | -          | -            | -          | 5 52         | 8 28                |
| Flat Black                 | -          | 12         | 9          | -          | -          | -            | -          | 3 96         | 6 60                |
| Total                      | -          | -          | -          | -          | -          | -            | -          | \$100 02     | \$166 93            |

Profit 66.91 or 65.8%

• 12 regular - 6 higher  
 o 60 " 12 "  
 x 30 " 6 "

### CORNISH EUREKA GOLD SIZE

For some time we have felt the need of having in our list a satisfactory Liquid Gold Size and are pleased to advise that we are now prepared to market a Size which is especially adapted for the use of decorators, sign, carriage, car and house painters.

This Size, which is made from a form a formula that has proved its worth, should be a valuable addition to the stock of painters, decorators, etc., who do highclass gilding.

In order to meet the demand for a quick, medium and very slow setting Size, we are in position to supply three types. One will be known as Sherwin-Williams Extra Quick Gold Size, Rx 17553, which will gild in from one to ten hours. Another will be known as S-W Quick Gold Size, Rx 17554, which will gild in from two to twenty-four hours. The other will be known as S-W Slow Gold Size, Rx 17555, which will gild in from four to forty-eight hours.

You will find that a majority of paint stores carry Gold Size, particularly in the smaller packages, and I trust that you will see this new addition to our family is promptly brought to the attention of agents, dealers, painters, decorators, etc. The Size will be put up in quarter pints to gallon inclusive, and will be packed according to our regular standards. A descriptive booklet is being prepared, a supply of which can be had by placing an order in the regular way. Mr. Wolcott, our Pacific Coast District Manager, who is familiar with the exceptionally good quality of this Size, will write all Managers in the near future, telling them what he knows about the value of it for gilding purposes.

List prices on the three will be as follows:

|                         |                 |
|-------------------------|-----------------|
| Quarter pints . . . . . | \$ .25 each     |
| Half pints . . . . .    | .40 "           |
| Pints . . . . .         | .65 "           |
| Quarts . . . . .        | 4.85 per gallon |
| Half gallons . . . . .  | 4.70 " "        |
| Gallons . . . . .       | 4.50 " "        |

Discount to dealers will be 33-1/3% and to jobbers,  
33-1/3-15%

OAH 8-25-16  
Bulletin #488

## S-W BRIGHTEN UP FINISHES

### 29 ALUMINUM PAINT

"BRIGHT AS SILVER"

Prepared Ready for the Brush

| 1/4 Pts. | 1/2 Pts. | 1/4 Pts. | Pts. | Qts. | Gals. |
|----------|----------|----------|------|------|-------|
| 45       | 25       | 45       | 65   | 1-00 | 6-00  |
| 15       | 27       | 50       | 75   | 1-75 | 6-50  |

Trade discount 35% per cent 2-6-15%

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Gallons, half dozen in case

(Quarter pints also put up in fancy cartons containing one dozen cans)

A lasting silver finish for use on radiators, ranges, water-boilers, gas, steam and water-pipes, gas-stoves, machinery, engines, etc. Also adapted for outside use on auto-engines, boats, metal work, cornices, cupolas, etc. Gives most satisfactory results, because it is perfectly mixed and finely ground, works freely under the brush, has great spreading capacity, is fast in color, stands longest on outside exposure. Extreme heat and cold does not crack, peel, blister or discolor it. One coat covers a clean black surface. It has no disagreeable banana-like odor found in many other Aluminum paints.



### LUSTROLINE IMPERIAL GOLD ENAMEL

Bronze and Liquid Separate

| Per dozen |       |
|-----------|-------|
|           | 4-30  |
|           | 2-6-5 |

Trade discount 40% per cent 2-6-15%

A Superior Grade for Decorative Uses

Put up in fancy cardboard boxes containing a vial of finest bronze powder, bottle of liquid, brush and dish for mixing the bronze with the liquid and packed in handsome cartons containing one dozen boxes.



### EMPRESS LIQUID GOLD

Prepared Ready for Use

| Per dozen |       |
|-----------|-------|
|           | 2-6-5 |
|           | 2-50  |

Trade discount 40% per cent 2-6-15%

Packed in cases containing twelve cartons of one dozen packages each.

A high quality gold paint for decorating picture-frames, chairs, tables, novelties, etc. Put up in fancy cardboard boxes containing a bottle of gold paint and a brush and packed in handsome cartons containing one dozen boxes.

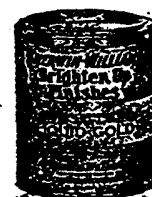


| 1/4 Pts. | 1/2 Pts. | Pts. | Qts. | Gals. |
|----------|----------|------|------|-------|
| 35       | 60       | 1-40 | 2-00 | 9-50  |
| 37       | 65       | 1-45 | 2-15 | 9-50  |

Trade discount 40% per cent 2-6-15%

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Gallons, half dozen in case

A gold finish for use on radiators, hot-air registers, piping and similar surfaces.



### LIQUID GOLD

### BRONZING LIQUID

Used for Mixing Bronze

|                            |              | Prices per gallon |                        |       |                        |
|----------------------------|--------------|-------------------|------------------------|-------|------------------------|
|                            | Pts.<br>each | Qts.              | $\frac{1}{2}$<br>Gals. | Gals. | $\frac{5}{8}$<br>Gals. |
| First Quality              | 37           | 2 60              | 2 45                   | 2 25  | 2 13                   |
| No. 2                      | 28           | 1 85              | 1 70                   | 1 50  | 1 40                   |
| No. 3                      | 25           | 1 45              | 1 30                   | 1 10  | 1 00                   |
| 1-ounce bottles, per dozen |              |                   |                        |       | 95                     |
| 2-ounce bottles, per dozen |              |                   |                        |       | 1 30                   |
| 3-ounce bottles, per dozen |              |                   |                        |       | 1 80                   |

Trade discount 25% per cent 2-6-15%

(Bottles put up in fancy cartons, containing one dozen, any size)

East. BSS H-15 1578

35

0007-SWP-000010700

# S-W BRIGHTEN UP FINISHES

## BRIGHTEN UP STAIN

Prepared Ready for the Brush



side, or a worn whisk-broom may be used for the same purpose.

This stain and varnish combined is for use on old and new woodwork, furniture, etc. It closely imitates the natural woods and produces a finish with a high varnish lustre. Does not fade or lose its lustre like many similar products on the market. Surfaces previously painted can be changed to any of the woods represented in this list by first applying a coat of S-W Brighten Up Stain Ground. A grained effect can be secured by painting a square yard at a time, then going over the surface again without dipping the brush in the stain, and waving it from side to

|               |     |      |      |      |      |       |       |
|---------------|-----|------|------|------|------|-------|-------|
| Cherry        | 576 |      |      |      |      |       |       |
| Dark Oak      | 572 | 1/4  | 1/2  |      |      |       |       |
| Ebony         | 577 | Pts. | Pts. | Pts. | Qts. | Gals. | Gals. |
| Ex. Light Oak | 577 |      |      |      |      |       |       |
| Green         | 574 | 15   | 25   | 45   | 80   | 1.50  | 2.90  |
| Light Oak     | 575 |      |      |      |      |       |       |
| Mahogany      | 573 |      |      |      |      |       |       |
| Rosewood      | 572 |      |      |      |      |       |       |
| Walnut        | 578 |      |      |      |      |       |       |
| Ground        | 581 | 15   | 22   | 40   | 70   | 1.30  | 2.50  |

Trade discount 10 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

## ENAMEL

Prepared Ready for the Brush



Enamel differs from paint in hardness and gloss, which is obtained through the use of zinc white and varnish in addition to materials found in ordinary linseed oil paint. S-W Enamel produces the much desired enamel finish on woodwork and walls at a great saving of time, labor, number of coats and cost of material over old methods. It brings enamel finish within the reach of persons of moderate means. It is especially suited, also, for use on bedsteads, dressers, chiffoniers, desks, tables, chairs, wickerwork, shelving, pottery, etc.

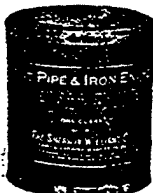
|               |     |      |      |      |      |       |       |
|---------------|-----|------|------|------|------|-------|-------|
| Dark Coral    | 650 |      |      |      |      |       |       |
| Emerald Green | 651 |      |      |      |      |       |       |
| Fawn          | 652 |      |      |      |      |       |       |
| Forest Green  | 653 |      |      |      |      |       |       |
| Gloss Black   | 654 |      |      |      |      |       |       |
| Golden Brown  | 655 | 1/4  | 1/2  |      |      |       |       |
| Ground        | 656 | Pts. | Pts. | Pts. | Qts. | Gals. | Gals. |
| Ivory White   | 657 |      |      |      |      |       |       |
| Light Blue    | 658 | 25   | 45   | 75   | 140  | 2.60  | 5.00  |
| Light Sage    | 659 | 27   | 50   | 76   | 150  | 2.90  | 5.50  |
| Light Yellow  | 660 |      |      |      |      |       |       |
| Pearl Gray    | 661 |      |      |      |      |       |       |
| Shell Pink    | 662 |      |      |      |      |       |       |
| Snow White    | 663 |      |      |      |      |       |       |
| Willow Green  | 664 |      |      |      |      |       |       |
| Carmine       | 665 | 32   | 55   | 95   | 180  | 3.40  | 6.50  |
| Vermilion     | 666 | 30   | 50   | 90   | 170  | 3.20  | 6.00  |

Trade discount 10 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

## STOVE-PIPE AND IRON ENAMEL

Prepared Ready for the Brush



For refinishing old stove-pipes, grates, and similar iron surfaces, subjected to heat. It is possible, by using Stove-Pipe and Iron Enamel, to refinish old discolored and rusty pipes and thus save the expense of buying new ones. This material should be applied while the surface is still slightly warm, and allowed to dry 24 hours before subjecting to high temperature, under which conditions it will be practically smokeless and will produce a better surface and wear longer than any other Stove-Pipe Enamel or Stove-Pipe Varnish made.

|          |          |      |
|----------|----------|------|
| 1/4 Pts. | 1/2 Pts. | Pts. |
| 12       | 20       | 35   |

Trade discount 40 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case

(Quarter pints also put up in cartons containing one dozen cans)

Users must be especially not to let Stove-Pipe and Iron Enamel come in contact with superheated surfaces, open flame or live sparks, as the ingredients from which it is made are inflammable under these conditions.

## S-W BRIGHTEN UP FINISHES

### BRAS-BRITE (LIQUID METAL POLISH)

A liquid preparation for cleaning and polishing brass and other polished metals. Unlike other polishes, Bras-Brite requires but little rubbing, even on old metal that has not been polished for a long time. The material is non-explosive and can be used practically anywhere with perfect safety. Will keep in perfect condition in any climate, and will not deteriorate with age. The goods are put up in beautiful lithographed packages.



| 1/2 Pts. | Pts. | Qts. | 1/2 Gals. | Gals. |
|----------|------|------|-----------|-------|
| 1 10     | 1 75 | 3 25 | 4 75      | 8 50  |

Net prices per dozen packages

Jan 20 10

### FLAXOAP—A PURE LINSEED OIL SOAP

Flaxoap is an absolutely pure linseed oil soap, made from cold pressed linseed oil and potash, contains no animal fat whatever, no free caustic alkali, consequently can be used on the finest fabrics without fear of injury. Flaxoap lathers freely in hot or cold, hard or soft water. It is especially adapted to cleaning floors, woodwork, furniture, etc. Owing to the fact that pure linseed oil is the life of all paints and varnishes, Flaxoap is the best cleaner for all painted and varnished surfaces. It will be found most excellent for cleaning automobiles, carriages, windows, mirrors and cut glass. The housewife will find it particularly valuable in the cleaning of carpets and rugs. Complete directions shown on the label.



| 1/4-lb. cans each | 1-lb. cans per lb. | 2-lb. cans per lb. | 5-lb. pails per lb. | 10-lb. pails per lb. |
|-------------------|--------------------|--------------------|---------------------|----------------------|
| 14 1/2            | 27 1/2             | 14 1/2             | 25 1/2              | 26 1/2               |
| 12 1/2            | 25 1/2             | 12 1/2             | 23 1/2              | 24 1/2               |
| 10 1/2            | 23 1/2             | 10 1/2             | 21 1/2              | 22 1/2               |
| 8 1/2             | 21 1/2             | 8 1/2              | 19 1/2              | 20 1/2               |
| 6 1/2             | 19 1/2             | 6 1/2              | 17 1/2              | 18 1/2               |
| 4 1/2             | 17 1/2             | 4 1/2              | 15 1/2              | 16 1/2               |
| 2 1/2             | 15 1/2             | 2 1/2              | 13 1/2              | 14 1/2               |
| 1 1/2             | 13 1/2             | 1 1/2              | 11 1/2              | 12 1/2               |
| 1/2               | 11 1/2             | 1/2                | 9 1/2               | 10 1/2               |

Can also be furnished in larger packages

*Biskal*

Prepared Ready for Use

Cleans and polishes at one operation. It brings out and intensifies the original finish, gives a handsome gloss and is not in any way harmful to the finish on woodwork or furniture. It is an ideal brightener for use on varnished floors.



| 4-oz. Bottles | 12-oz. Bottles |
|---------------|----------------|
| 25            | 50             |

Trade discount 25% per cent

| 1/2 Pts. | Pts. | Qts. | 1/2 Gals. | Gals. |
|----------|------|------|-----------|-------|
| 18       | 12   | 40   | 15        | 30    |
| 295      | 155  | 90   | 150       | 300   |

Bulletin 57, 4 Campbell 11/15

### AUTO LEATHER DRESSING

A semi-gloss black leather dressing for use in renewing the finish on leather used on the seats and backs of automobiles, leather chairs, turkish-rockers, couches, etc. Material can be applied with a soft brush, and will dry quickly without showing brush-marks, and will restore the original appearance of the leather.



| 1/2 Pts. | Pts. | Qts. | 1/2 Gals. | Gals. |
|----------|------|------|-----------|-------|
| 40       | 60   | 1 00 | 1 95      | 3 90  |

Trade discount 50% per cent

Half pints, four dozen in case  
Pints, four dozen in case  
Quarts, one dozen in case  
Half gallons, half dozen in case

### TIRE-COAT (FOR PRESERVING AUTO TIRES)

Tire-Coat is a rubber preservative for use on tires of automobiles. Tire-Coat is not a paint in the strict acceptance of that term, but is a preparation made by dissolving pure Para rubber in certain liquids. It is made in the natural rubber gray color, and will be found to wear splendidly, with no tendency to chalk or rub off. Tire-Coat affords absolute protection to the rubber surface to which it is applied, and prevents the disintegration of the tire through the ill effects of water, lubricating oil, etc. For use on tires which have developed small cracks or cuts, or where the rubber has been worn away from the fabric, Tire-Coat will be found to prolong the life of the tire by filling up these places and rendering them in a very large measure impervious to water. Tire-Coat can be quickly applied to the tire with an ordinary small flat brush, and dries within fifteen or twenty minutes.



| Pts. | Qts. | Gals. |
|------|------|-------|
| 45   | 85   | 3 00  |

Trade discount 40% per cent

Pints, two dozen in case  
Quarts, two dozen in case  
Gallons, half dozen in case



9/4/15

## BUGGY AND AUTO PAINT



Prepared Ready for the Brush

A varnish gloss paint of great durability, made to stand outside exposure. For painting and varnishing at one operation, buggies, automobiles, carriages, wagons, sleighs, carts, sleds, farm implements, etc. Vehicles can be washed and cleaned without injuring the gloss or durability of the paint. Is far superior to other carriage paints and must not be confused with the numerous cheap mixtures on the market.

*See also color same price as Buggy & Auto Paint*  
Bk C. Bulletin # 51 1/2/15

## ENAMEL LEATHER DRESSING

Prepared Ready for the Brush



For renovating and renewing the finish on carriage-tops, side curtains and similar surfaces. Will not crack when top is let down. Livery-stables and carriage repair-shops use this largely, as well as owners of buggies, carriages, etc.

|                |    |      |      |      |      |  |  |
|----------------|----|------|------|------|------|--|--|
| Black          | 50 |      |      |      |      |  |  |
| Blue           | 50 |      |      |      |      |  |  |
| Brewster Green | 42 | 65   | 1 10 | 2 10 | 4 00 |  |  |
| Clear          | 50 |      |      |      |      |  |  |
| Gray           | 50 |      |      |      |      |  |  |
| Light Green    | 50 |      |      |      |      |  |  |
| Rubber Finish  | 50 |      |      |      |      |  |  |
| Yellow         | 50 |      |      |      |      |  |  |
| Carmine        | 70 | 1 10 | 1 85 | 3 40 | 6 50 |  |  |
| Vermillion     | 70 |      |      |      |      |  |  |
| Cart Red       | 60 | 90   | 1 75 | 2 75 | 5 30 |  |  |
| Wine           | 60 |      |      |      |      |  |  |

Trade discount 50 per cent

Half pinta, four dozen in case  
Pinta, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

July 15/15

|          |      |      |           |       |
|----------|------|------|-----------|-------|
| 1/2 Pta. | Pta. | Qts. | 1/2 Gala. | Gala. |
| 42       | 65   | 1 10 | 2 10      | 4 00  |

Trade discount 50 per cent

Half pinta, four dozen in case  
Pinta, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

July 15/15

## WAGON AND IMPLEMENT PAINT

Prepared Ready for the Brush



For painting and refinishing farm machinery, wagons, implements, tools and similar surfaces. Dries with a rich oil gloss, prevents rust and decay, and is one of the most economical paints on the market for the uses recommended. Brushes out easily, covers well, is very permanent in color as well as durable. Where parts of surfaces are badly worn, the worn places should be given a coat of the paint as a primer, which should be allowed to dry hard prior to painting the balance of the surface.

|             |    |    |     |     |     |  |  |
|-------------|----|----|-----|-----|-----|--|--|
| Black       | 74 |    |     |     |     |  |  |
| Blue        | 74 |    |     |     |     |  |  |
| Green       | 74 |    |     |     |     |  |  |
| Wagon Coach | 74 |    |     |     |     |  |  |
| Yellow      | 74 |    |     |     |     |  |  |
| Red         | 76 | 55 | 100 | 180 | 350 |  |  |
| Wine        | 76 | 45 | 85  | 160 | 300 |  |  |

Trade discount 40 per cent

Pinta, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

Insert  
Nov 13/15

July 15/15

## MEDICINAL LINSEED OIL



Pure linseed oil, cold screw pressed from choicest Northwestern seed and put up particularly for veterinary and internal uses.

|                       |                       |             |
|-----------------------|-----------------------|-------------|
| Pt. Bottles per dozen | Qt. Bottles per dozen | 5-Gal. Cans |
| 2 50                  | 4 75                  |             |

Net prices subject to market fluctuations

Pinta, two dozen in case  
Quarts, one dozen in case

July 50 9/15 per doz.

## CYCLE ENAMEL—AIR-DRYING



Prepared Ready for the Brush

Made for closely and satisfactorily reproducing the original surface. Easy to put on, hard to knock off. The surface should be carefully cleaned with benzine and rubbed dry.

|                  |     |  |  |  |  |  |  |
|------------------|-----|--|--|--|--|--|--|
| Black            | 594 |  |  |  |  |  |  |
| Cycle Blue       | 594 |  |  |  |  |  |  |
| Golden Brown     | 594 |  |  |  |  |  |  |
| Green            | 594 |  |  |  |  |  |  |
| Motor Gray       | 594 |  |  |  |  |  |  |
| Orange           | 594 |  |  |  |  |  |  |
| Robin's Egg Blue | 594 |  |  |  |  |  |  |
| White            | 594 |  |  |  |  |  |  |
| Yellow           | 594 |  |  |  |  |  |  |
| Blue             | 594 |  |  |  |  |  |  |
| Brilliant Green  | 594 |  |  |  |  |  |  |
| Carmine          | 594 |  |  |  |  |  |  |
| Maroon           | 594 |  |  |  |  |  |  |
| Sterling Green   | 594 |  |  |  |  |  |  |
| Vermillion       | 594 |  |  |  |  |  |  |

Quarter pints  
25

30

Trade discount 40 per cent July 15/15

Quarter pinta, four dozen in case

See also color same price as Buggy & Auto Paint

# YACHT, POWER-BOAT AND CANOE FINISHES

|                     | List Prices |       |       |    | Pt.  | Qt.   | ½ Gal. | Gal. |
|---------------------|-------------|-------|-------|----|------|-------|--------|------|
|                     | ¼ Pt.       | ¼ Pt. | ½ Pt. |    |      |       |        |      |
| Aluminum Paint..... | 15          | 27    | 50    | 95 | 1 75 | ..... | 6 50   |      |

Discount.....per cent

|                                                 |    |    |      | Prices per Gallon |      |  |
|-------------------------------------------------|----|----|------|-------------------|------|--|
|                                                 |    |    |      |                   |      |  |
| Rexpar (For Exterior Marine Use) .....          | 36 | 66 | 5 10 | 4 95              | 4 75 |  |
| Marine Spar Varnish (For General Marine Use) .. | .. | .. | 3 75 | 3 60              | 3 40 |  |
| Scar-not (For Interior Marine Use) .....        | 27 | 48 | 3 65 | 3 50              | 3 30 |  |

Discount.....per cent

|                                              |    |    |      |      |       |      |
|----------------------------------------------|----|----|------|------|-------|------|
| Liquid Gold.....                             | 37 | 65 | 1 15 | 2 15 | ..... | 8 00 |
| Inside White Cabin Enamel.....               | 22 | 40 | 65   | 1 10 | 2 10  | 4 00 |
| Deck Furniture Enamel (Regular Colors) ..... | .. | 40 | 65   | 1 10 | 2 00  | 3 80 |
| Deck Furniture Enamel, Vermilion.....        | .. | 60 | 90   | 1 45 | 2 75  | 5 30 |

Discount.....per cent

|                                               |    |      |      |      |      |  |
|-----------------------------------------------|----|------|------|------|------|--|
| Canoe Colors (Regular Colors) .....           | 42 | 65   | 1 10 | 2 10 | 4 00 |  |
| Canoe Colors Carmine, Vermilion.....          | 70 | 1 10 | 1 85 | 3 40 | 6 50 |  |
| Canoe Colors Red, Wine.....                   | 60 | 90   | 1 45 | 2 75 | 5 30 |  |
| Marine Engine Enamel (Regular Colors) .....   | 42 | 65   | 1 10 | 2 10 | 4 00 |  |
| Marine Engine Enamel Carmine, Vermilion ..... | 70 | 1 10 | 1 85 | 3 40 | 6 50 |  |
| Marine Engine Enamel Red, Wine.....           | 60 | 90   | 1 45 | 2 75 | 5 30 |  |

Discount.....per cent

|              | 1s | 2s | 5s | 10s |
|--------------|----|----|----|-----|
| Flaxoap..... | 20 | 19 | 18 | 17  |

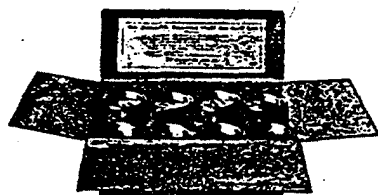
Discount.....per cent

|                                                | Pta. | Net Prices |        |       |
|------------------------------------------------|------|------------|--------|-------|
|                                                |      | Per Gallon | ½ Gal. | Gals. |
| Corinthian Green (Anti-Fouling).....           | 9900 | 4 00       | 2 00   | 4 00  |
| Boot Top Paint.....                            | 2767 | 4 19       | 2 09   | 4 38  |
| Yacht White Enamel.....                        | ..   | 4 19       | 2 09   | 4 38  |
| Yacht Black Enamel.....                        | ..   | 4 19       | 2 09   | 4 38  |
| Royal Green (Anti-Fouling).....                | ..   | 2 10       | 1 05   | 2 10  |
| Yacht Flat White.....                          | ..   | 2 10       | 1 05   | 2 10  |
| Copper Paint Green.....                        | ..   | 2 30       | 1 15   | 2 30  |
| Copper Paint Red.....                          | ..   | 2 00       | 1 00   | 2 00  |
| Copper Paint Brown.....                        | ..   | 2 00       | 1 00   | 2 00  |
| Deck and Canvas Paint.....                     | ..   | 1 75       | 0 87   | 1 75  |
| Anti-Fouling Composition No. 1.....            | ..   | 1 75       | 0 87   | 1 75  |
| Anti-Fouling Composition No. 2.....            | ..   | 1 75       | 0 87   | 1 75  |
| Anti-Fouling Liquid Bronze.....                | ..   | 1 00       | 0 50   | 1 00  |
| Anti-Fouling Racing Compound Beacon White..... | ..   | 5 00       | 2 50   | 5 00  |

# **AUTOMOBILE REFINISHING OUTFIT FOR SMALL CARS**

**PRICE PER OUTFIT COMPLETE \$5.00**

Trade Discount <sup>46</sup>.....per cent

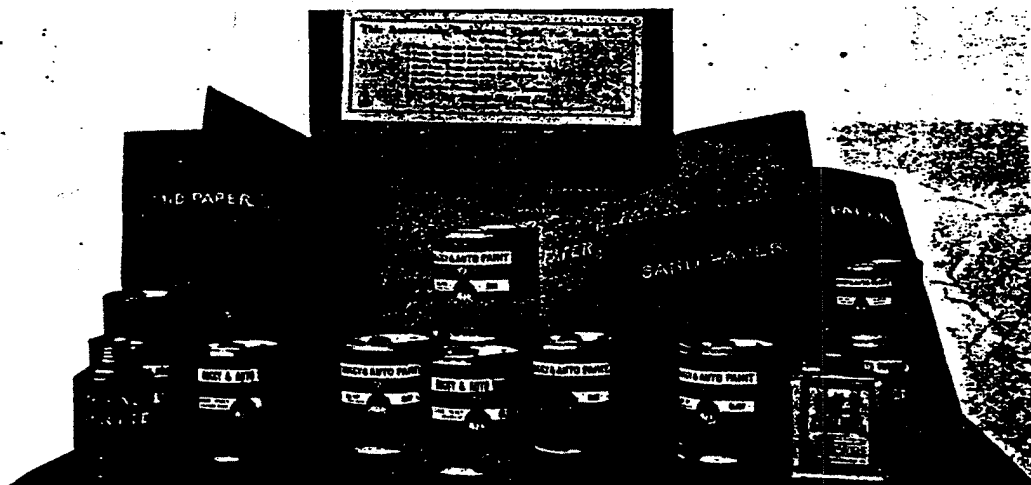


In order that automobile owners may maintain the good appearance of their cars by doing their own refinishing, we have brought out our special **AUTOMOBILE REFINISHING OUTFIT**. It contains those finishes of primary importance for repainting, and a folder giving directions accompanies every outfit. The outfits are packed in box-board cases ready for shipment, and will not require repacking.

## **THE OUTFIT CONTAINS THE FOLLOWING MATERIALS:**

- 2 Pints Buggy and Auto Black
- 3 Pints Buggy and Auto Blue
- 3 Pints Buggy and Auto Clear Varnish
- ¼ Pint Enamel Leather Dressing
- ¼ Pint Buggy and Auto Rubber Finish (For producing dull black finish on auto lamps)
- ¼ Pint Bras-Brite
- 1 Free Sample Flaxoap
- 3 Sheets No. ¼ Sandpaper
- 3 Sheets No. 0 Sandpaper

It should be clearly understood by our Representatives that the colors selected are the new colors for Ford Automobiles, and if any customer wants other colors the only thing necessary to do is to open up the carton and substitute other shades of Buggy and Auto Paint for the Black and Blue. In selling these outfits it is important that our Representatives sell our agent a good supply of the other shades of our Buggy and Auto Paint line. This assortment affords a splendid opportunity of introducing our Bras-Brite and Flaxoap, and should also result in a liberal sale of our Buggy and Auto Rubber Finish.



A-15 593

0007-SWP-000010705

## VARNISH SALES DEPARTMENT

Bulletin No. 538

191

Subject

December 9, 1916

Shellac Prices

Mr. Lottie Witt

Supplementing Bulletin No. 530, please disregard prices given in same under date of November 23, 1916, and use the following from now on until further notified:

Under no circumstances take any contracts for Shellac, and only individual orders for immediate shipment.

## CONSUMERS' NET PRICES TO LARGE PAINTING AND CONTRACTOR TRADE

|                    | Rx    |                       | $\frac{1}{2}$ s | 1s     | 5s     | bbls.  |
|--------------------|-------|-----------------------|-----------------|--------|--------|--------|
| Pure White Shellac | 01027 | cut 5 $\frac{1}{2}$ # | \$2.55          | \$2.45 | \$2.35 | \$2.30 |
| Pure Orange "      | 01020 | " 4 $\frac{1}{2}$ #   | 2.40            | 2.30   | 2.20   | 2.15   |
| Pure White "       | 01025 | " 4 $\frac{1}{2}$ #   | 2.40            | 2.30   | 2.20   | 2.15   |
| Orange "           | 01022 | " 4 $\frac{1}{2}$ #   | 2.35            | 2.25   | 2.15   | 2.10   |

## TRADE SALES BUSINESS

The following prices will apply to Trade Sales business, subject to a jobbers' discount of 10 per cent and in extreme cases to a discount of 15 per cent:

|                    | Rx    |                     | qts.   | pts.   | $\frac{1}{2}$ pts. | $\frac{1}{4}$ pts. |
|--------------------|-------|---------------------|--------|--------|--------------------|--------------------|
| Pure White Shellac | 01015 | cut 4#              | \$2.80 | \$3.00 | \$3.20             | \$3.45             |
| Pure Orange "      | 01012 | " 3 $\frac{1}{2}$ # | 2.70   | 2.90   | 3.10               | 3.35               |
| White "            | 01017 | " 4#                | 2.65   | 2.85   | 3.05               | 3.30               |
| Orange "           | 01018 | " 4#                | 2.55   | 2.75   | 2.95               | 3.20               |

Please note that the first group of Shellacs are put up in halves, ones, fives and barrels, while the latter group are put up only in quarts, pints, half-pints and quarter-pints. There has been some confusion regarding the packages used for these two groups, but those shown in this bulletin are now correct and will be effective hereafter.

Instead of improving, the Shellac situation is getting worse daily, and the prices given above are strictly in line with the best quotations offered today by any competitor through the East.

There has never been a time in the history of the Shellac Varnish business when prices have advanced as fast or to the point they are today and too much emphasis cannot be placed upon the sale of First-Coaters, such as our Shellacine, Liquid-Filler, and Mission-Lac, together with the sale of all Varnishes in place of Shellac. In this connection please refer again to Bulletin No. 534, subject "First-Coaters vs. Shellacs" and push the sale of our First-Coaters.

Kindly put the above price changes into effect immediately.

Yours very truly,

P.F. Kinnison

Manager Varnish Sales Dept.

## BUGGY AND AUTO PAINT



Blue



Gray



\*Wine



Brewster Green



Light Green



\*Carmine



\*Cart Red



Yellow



\*Vermilion

BUGGY AND AUTO PAINT, CLEAR—This is a clear finishing varnish

RUBBER FINISH—For Auto Lamps

## WAGON AND IMPLEMENT PAINT



Blue



Green



\*Red



\*Wine



Yellow

WAGON COACH, CLEAR—This is a clear finishing varnish

## CYCLE ENAMEL



\*Blue



Green



\*Sterling Green



\*Brilliant Green



\*Maroon



\*Vermilion



\*Carmine



Orange



Yellow



Cycle Blue



Motor Gray



Golden Brown



Robin's Egg Blue

\*Higher in price

J-15 201

Also Black and White

## HANDCRAFT STAINS



Antwerp Oak



Early English Oak



Tavern Oak



Bog Oak



Fumed Oak



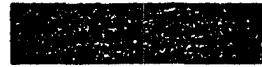
Weathered Oak



Brown Oak



Flemish Oak



Green Weathered Oak



Cathedral Oak



Old English Oak



Mahogany



Walnut

## PERMANENT MAHOGANY STAIN



No. 700, Light



No. 700, Dark



No. 700, Antique Brown

## GOLDEN OAK STAIN



Golden Oak Stain

9/12/15

## HANDCRAFT STAINS

## Prepared Ready for the Brush

A line of highest grade artistic stains, exclusive in character, for use in finishing the highest class of interior woodwork, fine furniture, etc. They have an individual richness of tone, hold thoroughly in suspension, do not streak or show laps, dry promptly without a tendency to smut when finished over, do not require to be wiped off to secure the desired effect and do not obscure the finest grained woods. Handcraft Stains have none of the objectionable features of water or spirit stains, because they do not raise the grain of the wood in the least. This effects a great saving in the labor necessary for obtaining a perfectly smooth surface upon which to finish.



Trade discount 33 1/2 per cent Feb 15%

Half pints, one dozen in cartons  
Pints, one dozen in cartons  
Quarts, one dozen in case  
Half gallons, half dozen in case

(Reducer, put up in cans only, all sizes)

Perm 71494 Lt Alc - Antique Brown

## PERMANENT MAHOGANY STAIN

**No. 700**

Trade discount 33 1/3 per cent

(Can also be supplied in 1/2 pints, pints and quarts)

The most permanent Mahogany Stain made for interior woodwork, pianos, and other first-class work of mahogany or birch. Not recommended for soft woods. Made in three shades—Light, Dark and Antique Brown. Any desired shade between light and dark can be procured by mixing varying proportions of the light and dark stain until the desired intermediate shade is secured. Do not subject to freezing temperature.



## ***GOLDEN OAK STAIN***

0630

Trade discount 33 1/2 per cent

Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

For use in connection with S-W Golden Oak Filler, for sundry staining, etc. Golden Oak Stain is intended for use on oak or other woods in the finishing of interior woodwork, furniture, etc., and when reduced as recommended, dries promptly and produces the universally accepted shade. It brings out the flakes in quarter-sawed oak in fine contrast. Needs no wiping and does not streak or show laps. The popular shade is secured by reducing with two parts turpentine and two parts benzine to one part stain; for lighter effects, however, it may be reduced more than above directed.



## WOODCRAFT STAINS

Prepared Ready for the Brush



This line of stains especially designed for producing on soft, inexpensive woods, such as Georgia and Washington Pine, Gum, Fir, etc., the popular Mission effects. The demand for a stain of this character is universally prevalent, by reason of the increasing scarcity of Oak and the more desirable hardwoods so generally used heretofore.

Notwithstanding the fact that in designing these stains their special adaptability to soft woods was of first consideration, equally satisfactory results are to be obtained when they are used on Oak and other expensive hardwoods.

Each effect produced by the use of Woodcraft Stains is a perfect specimen of the character of finish it is intended to represent. The Fumed Oak effect procured on Oak is such a perfect imitation of the genuine Ammonia Fumed Oak that only those of extended experience can determine the difference. Unlike most other stains on the market, the services of an expert workman are not required to obtain the desired effect. Perfect results can be secured by the amateur.

Woodcraft Stains do not raise the grain of the wood; do not streak or show brush-marks; dry promptly and will not bleed up when finished over; do not require wiping, and with one application will produce the clear, stained effect, without obliterating the grain of the wood. Woodcraft Stains represent the best value obtainable, in the way of a permanently satisfactory, moderate-priced stain. Explicit instructions for use will be found on color-card.

*nglyt. etc 1/2 P 12 95 735 7/16*

|                     | 1/2 P | Pts | Qts | Gals |
|---------------------|-------|-----|-----|------|
| Cherry              | 12.50 |     |     |      |
| Early English Oak   | 12.50 |     |     |      |
| Fumed Oak           | 12.50 |     |     |      |
| Green Weathered Oak | 12.50 |     |     |      |
| Modern English      | 12.50 |     |     |      |
| Weathered Oak       | 12.50 |     |     |      |
| Mahogany, Light     | 12.50 |     |     |      |
| Mahogany, Dark      | 12.50 |     |     |      |
| Woodcraft Stain     | 12.50 |     |     |      |
| Reducer             | 12.50 |     |     |      |

Trade discount 33 1/3 per cent *July 15/10*

Half pinta, four dozen in case  
Pinta, two dozen in case  
Quarts, two dozen in case  
Gallons, half dozen in case

## OIL STAIN

Prepared Ready for the Brush



For use on new woods only. Colors imitate closely natural woods of similar name and are suited to the needs of the practical decorator for moderate-priced work. Work freely, dry properly and do not raise the grain of the wood. Possess strong staining properties.

*Tringy Ark (27) 1/2 P 12 95 735 7/16*

|                 | 1/2 P | Pts | Qts | Gals |
|-----------------|-------|-----|-----|------|
| Belgian Oak     | 12.50 |     |     |      |
| Colonial Oak    | 12.50 |     |     |      |
| Cherry          | 12.50 |     |     |      |
| Dark Oak        | 12.50 |     |     |      |
| Ebony           | 12.50 |     |     |      |
| Light Oak       | 12.50 |     |     |      |
| Mahogany, Light | 12.50 |     |     |      |
| Mahogany, Dark  | 12.50 |     |     |      |
| Walnut          | 12.50 |     |     |      |

Trade discount 33 1/3 per cent *July 15/10*  
Half pinta, four dozen in case  
Pinta, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case  
(Also put up in five-gallon square cans on special order.)



## WOODCRAFT STAINS



Early English Oak



Green Weathered Oak



Fumed Oak



Weathered Oak



Modern English



Mahogany, Light



Mahogany, Dark



Cherry

## OIL STAIN



Belgian Oak



Ebony



Light Mahogany



Colonial Oak



Dark Oak



Dark Mahogany



Cherry



Light Oak



Moss Green



Walnut

# ENAMELOID

White

Satin Green

Flesh

Ivory

Primrose

Sky-Blue

Pink

Emerald

Gray

Mauve

Tan

Cardinal Red

Olive

Grass Green

Black

Wine

46-A

0007-SWP-000010712

## OLD DUTCH ENAMEL

Prepared Ready for the Brush

| 1/4 Pts. | 1/2 Pts. | 1 Pts. | Qts. | 1/2 Gals. | Gals. |
|----------|----------|--------|------|-----------|-------|
| 25       | 50       | 75     | 100  | 2-50      | 3-00  |
| 27       | 54       | 81     | 108  | 2-55      | 3-05  |

Trade discount 40 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

Old Dutch Enamel represents the very highest quality enamel possible to secure from a combination of choice raw materials and unequalled facilities for the manufacture of high-grade paint and varnish products. This product is made in strict accordance with the process employed by the most famous of Dutch manufacturers, with such improvements as we have been able to make from our long experience. In working out Old Dutch Enamel, we are convinced that this product will give the best results when used over a flat lead coat made from Sherwin-Williams Old Dutch Process White Lead. Old Dutch Enamel will meet every requirement of a gloss enamel for either interior or exterior use.



## OLD DUTCH ENAMEL

DULL FINISH INTERIOR

Prepared Ready for the Brush

| Qts. | Gals. |
|------|-------|
| 1-00 | 3-00  |
| 1-10 | 3-10  |

Trade discount 40 per cent

Quarts, two dozen in case  
Gallons, half dozen in case

A full bodied, pure white enamel for interior use, which produces the effect of rubbed work, without the necessity of rubbing. This enamel works freely, flows out perfectly, and dries promptly, with a hard, rich, egg-shell gloss finish.



|              |      |     |     |    |      |      |       |
|--------------|------|-----|-----|----|------|------|-------|
| White        | 7-0  | 25  | 45  | 75 | 100  | 2-35 | 3-45  |
| Black        | 7-2  |     |     |    |      |      |       |
| Emerald      | 7-4  |     |     |    |      |      |       |
| Flora        | 7-6  | 1/4 | 1/2 | 1  | Qts. | 1/2  | Gals. |
| Gray         | 7-8  |     |     |    |      |      |       |
| Green        | 7-10 |     |     |    |      |      |       |
| Ivory        | 7-12 | 10  | 20  | 35 | 60   | 1-05 | 3-00  |
| Mauve        | 7-14 | 12  | 24  | 40 | 70   | 1-10 | 3-10  |
| Olive        | 7-16 |     |     |    |      |      |       |
| Pink         | 7-18 |     |     |    |      |      |       |
| Primrose     | 7-20 |     |     |    |      |      |       |
| Satin Green  | 7-22 |     |     |    |      |      |       |
| Sky-Blue     | 7-24 |     |     |    |      |      |       |
| Tan          | 7-26 |     |     |    |      |      |       |
| Cardinal Red | 7-28 | 15  | 30  | 50 | 85   | 1-15 | 3-25  |
| Wine         | 7-30 | 18  | 36  | 60 | 100  | 1-20 | 3-30  |

Trade discount 40 per cent

Quarter pints, four dozen in case  
Half pints, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Half gallons, one dozen in case  
Gallons, half dozen in case

## ENAMELOID

Prepared Ready for the Brush

A splendid enamel for use on inside walls, ceilings and woodwork where a high-gloss finish is demanded. Enameloid produces an enamel finish superior to the ordinary enamels on the market. It is easy to apply, does not drag under the brush, covers well and can be cleaned with soap and water without injury.



## TAXITE (PAINT AND VARNISH REMOVER)

74

Prepared Ready for the Brush



Removes old paint or varnish from any surface. Apply with a brush and allow it to stand 10 or 15 minutes—then scrape off with a knife, clean surface with benzine, gasoline, or wood-alcohol, and it's ready for refinishing. Taxite does not injure the skin, discolor most delicately grained woods, soften glue or interfere with the drying or durability of subsequent coats of paint or varnish. Doesn't run off of upright surfaces. Can be furnished in paste form when desired.

### DEALERS AND CONSUMERS

Net prices per gallon

| $\frac{1}{2}$ Pts. | Pts. | Qts. | $\frac{1}{2}$ Gals. | Gals. |
|--------------------|------|------|---------------------|-------|
| 2 40               | 2 15 | 2 00 | 1 90                | 1 80  |

Where a dealer or consumer purchases 24 gallons or more during a period of twelve months, he is entitled to an allowance of 5 cents per gallon from the above schedule of prices.

### JOBBERS

Net prices per gallon

| $\frac{1}{2}$ Pts. | Pts. | Qts. | $\frac{1}{2}$ Gals. | Gals. |
|--------------------|------|------|---------------------|-------|
| 2-10               | 1 85 | 1 70 | 1 60                | 1 50  |

Discounts may be allowed as follows:

On purchases in quantities of 10 or more cases, 5%; in quantities of 25 or more cases, 7%; and in quantities of 50 or more cases, 10%; but to permit the allowance of such discounts the quantities necessary therefor shall be ordered and shipped or delivered during the period of 12 months following the first day of July in any year, and the discounts shall not be allowed until the full quantity required therefor shall have been ordered and delivered or shipped as aforesaid.

### UNITED STATES GOVERNMENT, RAILWAYS, ETC.

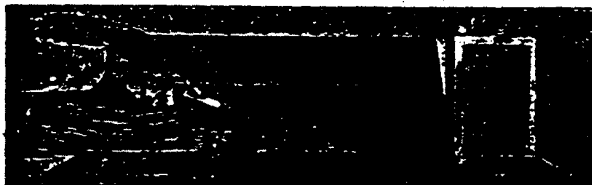
The United States Government may be given the lowest jobbers' discount without reference to quantity purchased, viz.: 10% from the above Jobbers' Schedule.

State, County and Municipal Governments, Railroads, Traction Companies, Steamship, Car Building and Car Repairing Companies may be given a discount of 5% from the above jobbers' schedule without reference to quantity purchased, but no other discount, except for cash payment.

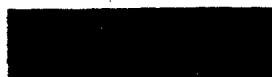
In the event of any cancellation of orders or return of goods by jobbers, dealers or consumers, prices shall be readjusted and settlements made according to the actual quantities purchased and retained.

TERMS: 60 days, 2% for cash within 15 days after shipment; Spring dating permissible only for goods sold after November 1st of each year.

Effective July 1, 1913.



# FIRST QUALITY OIL COLORS



Chinese Blue



Prussian Blue



Cobalt Blue



Ultramarine Blue



Raw Turkey Umber



Burnt Turkey Umber



Raw Italian Sienna



Burnt Italian Sienna



Vandyke Brown



Paris Green



Bronze Green



Golden Ochre



Chrome Green, L.



Chrome Green, M.



Chrome Green, D.



Premier Non-Fading Red



English Vermilion



Orinoco Vermilion



American Vermilion



English Rose Lake



English Rose Pink



Bright Tuscan Red



Tuscan Red



Turkey Red



Indian Red



English Venetian Red



Chrome Yellow, L.—C. P.



Chrome Yellow, M.—C. P.



Chrome Yellow, O.—C. P.



Chrome Yellow, D. O.—C. P.



Chrome Yellow, L.



Chrome Yellow, M.



Chrome Yellow, O.



Chrome Yellow, D. O.



Yellow Ochre

FIRST QUALITY OIL COLORS.

|                              | 25%           | 25-20%          | 25-20-10%       |
|------------------------------|---------------|-----------------|-----------------|
| <b><u>BLACKS</u></b>         |               |                 |                 |
| Ivory Drop                   | 18            | 14.4            | 12.9            |
| English Coach                | 18            | 14.4            | 12.9            |
| Sign Painters                | 22½           | 18              | 16.2            |
| Lump                         | 21            | 16.8            | 15.1            |
| <b><u>BLUES</u></b>          |               |                 |                 |
| Chinese                      | 49½           | 39.6            | 35.6            |
| Prussian                     | <del>48</del> | <del>38.4</del> | <del>34.5</del> |
| Cobalt                       | 33½           | 27              | 24.3            |
| Ultramarine                  | 26½           | 21              | 18.9            |
| <b><u>BROWNS</u></b>         |               |                 |                 |
| Raw and Burnt Turkey Umber   | 18            | 14.4            | 12.9            |
| Raw and Burnt Italian Sienna | 18½           | 15              | 13.5            |
| Vandyke                      | 18            | 14.4            | 12.9            |
| <b><u>GREENS</u></b>         |               |                 |                 |
| Paris                        | 30            | 24              | 21.6            |
| Bronze                       | 18½           | 15              | 13.5            |
| Chrome L, M & D              | 18            | 14.4            | 12.9            |
| <b><u>REDS</u></b>           |               |                 |                 |
| Premier Non-Fading           | 33½           | 27              | 24.3            |
| English Vermilion            | 1 00½         | 87              | 78.3            |
| Chinese Vermilion            | 33½           | 27              | 24.3            |
| American Vermilion           | 24            | 19.2            | 17.2            |
| English Rose Lake            | 33½           | 27              | 24.3            |
| English Rose Pink            | 24            | 19.2            | 17.2            |
| Bright Tuscan                | 22½           | 18              | 16.2            |
| Tuscan                       | 19½           | 15.6            | 14              |
| Turkey                       | 21            | 16.8            | 15.1            |
| Indian                       | 17½           | 13.8            | 12.4            |
| English Venetian             | 11½           | 9               | 8.1             |
| <b><u>YELLOWS</u></b>        |               |                 |                 |
| Chrome L M O and DO (CP)     | 24            | 19.2            | 17.2            |
| Chrome L M O and DO          | 20½           | 16.2            | 14.5            |
| Golden Ochre                 | 16½           | 12.2            | 11.8            |
| Yellow Ochre                 | 11½           | 9               | 8.1             |

POC Amer Verm .26 list.  
 Eng Verm. — discontinued  
 4-13. 12. 1921/6

## FIRST QUALITY OIL COLORS

Made from choicest raw materials finely ground in oil. They have greatest tinting strength, coupled with purity of tone and color true to name. Used largely for tinting and sign-writing purposes.



Cans and Pails—Prices per pound  
Tubes—Prices per dozen

### BLACKS

|                |     | Large<br>Tubes | 1 & 5-lb.<br>Cans | 12 1/2-lb.<br>Pails | 25-lb.<br>Pails |
|----------------|-----|----------------|-------------------|---------------------|-----------------|
| Ivory Drop     | 215 | 1 80           | 26                | 25                  | —               |
| English Coach  | 215 | 1 80           | 26                | 25                  | —               |
| Sign Painters' | 102 | 1 85           | 25                | 25                  | —               |
| Lamp           | 216 | 1 90           | 25                | 25                  | —               |

### BLUES

|              |     |      |    |    |   |
|--------------|-----|------|----|----|---|
| *Chinese     | 218 | 5 40 | 25 | 25 | — |
| *Prussian    | 218 | 5 40 | 25 | 25 | — |
| *Cobalt      | 184 | 2 80 | 47 | 36 | — |
| *Ultramarine | 219 | 2 40 | 37 | 36 | — |

### BROWNS

|                              |         |      |       |       |   |
|------------------------------|---------|------|-------|-------|---|
| Raw and Burnt Turkey Umber   | 231-227 | 1 80 | 26 28 | 25 27 | — |
| Raw and Burnt Italian Sienna | 223-224 | 1 80 | 26 28 | 25 27 | — |
| Vandyke                      | 225     | 2 00 | 25    | 25    | — |

### GREENS

|                       |     |      |       |       |   |
|-----------------------|-----|------|-------|-------|---|
| Paris                 | 226 | —    | 40 65 | 24 29 | — |
| Bronze                | 226 | —    | 25 30 | 24 29 | — |
| Chrome, L., M. and D. | 227 | 2 30 | 28 30 | 27 29 | — |

### REDS

|                    |     |      |    |    |    |
|--------------------|-----|------|----|----|----|
| Premier Non-Fading | 212 | 3 00 | 50 | 49 | 48 |
| English Vermilion  | 238 | 2 65 | 47 | —  | —  |
| Orinoco Vermilion  | 217 | 3 50 | 47 | —  | —  |
| American Vermilion | 228 | —    | 36 | —  | —  |
| English Rose Lake  | 239 | 3 00 | 47 | —  | —  |
| English Rose Pink  | 239 | 3 00 | 45 | —  | —  |
| Bright Tuscan      | 210 | 2 20 | 32 | 31 | 30 |
| Tuscan             | 217 | 1 75 | 28 | 27 | 26 |
| Turkey             | 226 | 2 80 | 35 | —  | —  |
| Indian             | 236 | 1 75 | 23 | 22 | 21 |
| English Venetian   | 237 | 1 50 | 15 | 14 | 13 |

### YELLOWS

|                                    |     |      |    |    |    |
|------------------------------------|-----|------|----|----|----|
| Chrome, L. M. O. and D. O. (C. P.) | 233 | 3 00 | 45 | 43 | —  |
| Chrome, L. M. O. and D. O.         | 233 | 2 80 | 45 | 43 | —  |
| Golden Ochre                       | 233 | 1 80 | 22 | 21 | 20 |
| Yellow Ochre                       | 236 | 1 50 | 15 | 14 | 13 |

### GOLD SIZE

|  | Small<br>Tubes | Large<br>Tubes | 1/2-lb. cans<br>per lb. | 1-lb.<br>cans |
|--|----------------|----------------|-------------------------|---------------|
|  | 1 50           | 2 75           | 50                      | —             |

Trade discount 25 per cent. 2.5%

On account of their large bulk it is impossible to furnish Blacks, Prussian Blue and Browns in 25-pound pails

\*Put up in 1/2 pound at 6 cents per pound over list in 1-pound cans (Cobalt excepted)

\*Put up in 1/4 pound at 3 cents per pound over list in 1-pound cans

†Prices on English Vermilion subject to market fluctuations, will be furnished on application

**L.M.D. AND DD.**



|                                   |                  |                 |
|-----------------------------------|------------------|-----------------|
| 1, 2 and 5-lb.<br>cans            | 12½-lb.<br>pails | 25-lb.<br>pails |
| 22                                | 21               | 20              |
| Trade discount <u>25</u> per cent |                  |                 |

30-pound cases assorted contain sixteen 1s, seven 2s, four 5s

100-pound cases assorted contain thirty 1s, fifteen 2s, eight 5s

20, August 38

500 lbs lots or over Net Prices 17 2.00 H  
1. 2-5<sup>th</sup> lb. failure 74 71/16  
25 " " 22 1/2  
25 " " 10 1/2 R 11 1/2  
25 " " 22 1/2  
Bullington 54 71/2, 15

## The Satisfactory Green



|                       |        |            |        |
|-----------------------|--------|------------|--------|
|                       | 5-lb.  | 12 3/4-lb. | 25-lb. |
|                       | cans   | pails      | pails  |
| L. M. D. and O. _____ | 12 3/4 | 11 3/4     | 11     |

Net prices per pound

(Can also be furnished in liquid form on special orders)

## Ground in Oil



|                                     | 1, 2 &<br>5-lb.<br>cans | 12 1/2-lb.<br>bags | 25-lb.<br>pails |
|-------------------------------------|-------------------------|--------------------|-----------------|
| Superior Black                      | 44                      | 9                  | 8 1/2           |
| Naval Black                         | 32 1/2                  | 16                 | 13              |
| Boston Green, L. and Df             | 24                      | 14                 | 13              |
| Steamboat Green                     | 34 1/2                  | 16                 | 15              |
| Hercules Green, L. and Df           | 24                      | 23                 | 22              |
| Dragon Red (for bulletin work only) | 53                      | 53                 | 52              |

Net prices per pound

## Ground In Oil



|                   |     |           |
|-------------------|-----|-----------|
| Ash               | 96  |           |
| Cherry            | 101 |           |
| Chestnut          | 100 |           |
| Dark Oak          | 97  | 1-lb. Can |
| Light Oak         | 96  |           |
| Mahogany          | 101 |           |
| Maple             | 96  | 22        |
| Walnut            | 96  |           |
| Ground, L. and D. | 90  |           |

Trade discount 25 per cent *Feb 20 70*

## In Distemper

|           |     |
|-----------|-----|
| Ash       | 256 |
| Cherry    | 253 |
| Chestnut  | 257 |
| Dark Oak  | 258 |
| Light Oak | 256 |
| Mahogany  | 253 |
| Maple     | 257 |
| Walnut    | 259 |

Per Jar 15

Trade discount 15 per cent *Feb-15%*



## ***FRENCH CROWN GREEN***



French Crown Green, L.



French Crown Green, M.



French Crown Green, D.



French Crown Green, DD.

## ***VERDELITE***



Verdelite, L.



Verdelite, M.



Verdelite, D.



Verdelite, O.

## ***SPECIAL COLORS***



Boston Green, L.



Steamboat Green



Hercules Green, M.



Boston Green, D.



Hercules Green, L.



Hercules Green, D.



Dragon Red

6-16 1934  
RED LEAD IN OIL

**FIRST:** Red Lead in Oil, Paste, Rx-229. This will be sold in the Trade Sales Department in 1 lb. packages, instead of the goods that we formerly supplied under this Rx, at the same price as heretofore. When sold to the MSD and Railwaytrade this material will be sold under the label of "New Process Lead in oil (Paste)" and will be put up in 25s, 100s and  $\frac{1}{2}$  bbls at the following net prices:

| 25s            | 100s           | $\frac{1}{2}$ bbls |
|----------------|----------------|--------------------|
| $\frac{1}{92}$ | $\frac{1}{94}$ | $\frac{1}{94}$     |

You will note that these prices are very little higher than price charged for Dry Red Lead by the National Lead Company, and the fact that our material never gets hard and there is no waste to it and that it will take more oil than ordinary Red Lead in Oil, ought to insure our getting a fine output.

**SECOND:** Under the name of New Process Red Lead #1 (Semi-paste) Rx-15552, we will market the goods tested out by the American Car & Foundry Co. This material will be sold by the gallon and may be thinned for use gallon for gallon with either Linseed Oil or Linsed Oil and any of the various Reducers commonly used for this purpose. The material will weigh  $19\frac{1}{2}$  lbs. per gallon and will be furnished in gallon, 5-gallon and  $\frac{1}{2}$  barrel packages at the following prices:

| Gallons | 5-Gallons | Half-Barrels |
|---------|-----------|--------------|
| \$2.25  | \$2.20    | \$2.25       |

When it is considered that this material should be reduced at least gallon for gallon, it will readily be seen that it brings the Liquid Red Lead ready for use, even at the present price of Linseed Oil, at not over \$1.50 per gallon, providing Pure Linseed Oil is used, and if the ordinary Reducers are used, the cost can be adjusted to suit the ideas of the customer. It should be understood that Rx-15552 consists of Pure Red Lead pigment ground in Pure Linseed Oil.

**THIRD:** We will market under the name New Process Red Lead #2 (Semi-paste) a light fluffy Red Lead in oil, same as tested out by the Modern Steel Structural Co., weighing about  $12\frac{1}{2}$  lbs. per gallon, Rx-15553. This material will also be sold in gallons, 5-gallons and  $\frac{1}{2}$  barrels at the following prices:

| Gallons | 5-Gallons | Half-Barrels |
|---------|-----------|--------------|
| \$1.60  | \$1.55    | \$1.50       |

This material can be thinned with from  $\frac{1}{2}$  gallon to a gallon of thinner and will produce splendid results. The New Process Red Lead #2 is ground in pure vegetable oils and will carry a larger quantity of Linseed Oil when prepared for use, in proportion to the pigment, than either of the other formulas.

We are planning to offer New Process Red Lead #2 Rx-15553 to the Bulletin Board people to use instead of hand mixed Red Lead and Oil and Orange Mineral and oil as ground coat or foundation for Bulletin Board work. This matter should be immediately taken up with every concern doing this kind of work.

|                          |       |       |       |
|--------------------------|-------|-------|-------|
|                          | 136   | 196   | 193   |
|                          | F     | A     | H     |
| 12 1/2 -pound pails..... | 8 1/4 | 5 1/4 | 4 1/4 |
| 25 -pound pails.....     | 8 1/4 | 5 1/4 | 4 1/4 |
| 100 -pound kegs.....     | 8     | 5 1/4 | 4     |

Net prices per pound

Subject to market fluctuations  
Pails packed in 100-pound cases

## YELLOW OCHRE

Ground in Oil



|                          |       |       |       |
|--------------------------|-------|-------|-------|
|                          | 231   | 187   | 84    |
|                          | F     | A     | H     |
| 12 1/2 -pound pails..... | 8 1/4 | 5 1/4 | 4 1/4 |
| 25 -pound pails.....     | 8 1/4 | 5 1/4 | 4 1/4 |
| 100 -pound kegs.....     | 7 1/4 | 5     | 4     |

Net prices per pound

Subject to market fluctuations  
Pails packed in 100-pound cases

## ENGLISH VENETIAN RED

Ground in Oil



|                          |       |       |
|--------------------------|-------|-------|
|                          | 198   | 1021  |
|                          | F     | H     |
| 12 1/2 -pound pails..... | 5 1/4 | 4 1/4 |
| 25 -pound pails.....     | 5 1/4 | 4 1/4 |
| 100 -pound kegs.....     | 5     | 4 1/4 |

Net prices per pound

Subject to market fluctuations  
Pails packed in 100-pound cases

## METALLIC BROWN

Ground in Oil

For use on metal or wooden surfaces



|                             |    |
|-----------------------------|----|
| 1-pound cans.....           | 24 |
| Trade discount 15% per cent |    |

Job 15%

## RED LEAD

Ground in Oil

For Plumbing and Painting Uses

|                             |    |
|-----------------------------|----|
| 1 and 2-pound cans.....     | 12 |
| Trade discount 15% per cent |    |

Job 15%

## ENGLISH PATENT DRIER

An ideal drier for use in drying Whites. Owing to its peculiar character, it does not interfere with the elasticity of the liquids, as it does not act as a thinner like liquid driers, there should be a demand for this product among practical painters.

|                   |              |
|-------------------|--------------|
| 12 1/2 -lb. Pails | 25-lb. Pails |
| 18 1/4            | 15           |

Trade discount 15% per cent

Job 15%

## GRAPHITE - BLACK LEAD

Ground in Oil

## MACHINE PAINT AND FILLER

S-W Machine Paint is more thoroughly mixed and more finely ground than any other and has greatest covering capacity. It is made on exact formulas and is always uniform. Owing to the high-grade liquids in which it is ground, it has splendid drying qualities. Made in steel color (five shades), and Red.

S-W Machine Filler for filling in iron and steel where a smooth surface is desired. Uniform in working and drying qualities. Does not dry out porous, sand dusty, chip off in handling, or blister when subjected to high temperature.

|                                        | 25-lb. pails |
|----------------------------------------|--------------|
| Machine Paint, Shades A, B, C, D, E... | 8 1/2        |
| Machine Paint, Red...                  | 9            |
| Machine Filler, Dark...                | 9 1/2        |

Trade discount 2.10 per cent  
(1/4 barrels furnished on special orders)

## SCHOOLBOARD SLATING

Prepared Ready for the Brush

A paint for making and renewing schoolboards. Three or four coats on wood give a good writing surface. One or two coats over old and worn boards make them like new.

|            | 1/2 Pts. | Pts. | Qts. | Gals. |
|------------|----------|------|------|-------|
| Black..... | 35       | 60   | 1 00 | 3 80  |

Trade discount 4.0 per cent  
Half pails, four dozen in case  
Pints, two dozen in case  
Quarts, two dozen in case  
Gallons, half dozen in case  
(Dark green can also be supplied on demand)

## HARMLESS SHEEP MARKING LIQUID

Prepared Ready for Use



STAYS IN WITH THE WEATHER  
COMES OUT IN THE SCOURING

A marking liquid that remains permanent on the sheep's back, yet washes out clean in the scouring process or with hot water and soda. Does not injure the fleece. Increases the selling value of every fleece from one-quarter to one cent per pound over and above the price that is obtained where a tar paint, or "dope" inks that do not scour out, are employed.

|                    | Gals. | 3 Gals. | Bbls. |
|--------------------|-------|---------|-------|
| Black and Red..... | 1 00  | 95      | 90    |

Trade discount 3.0 per cent  
Gallons, half dozen in case  
(Can also be furnished in Blue and Green)



## PASTE FILLER

For filling all open-grained hardwoods.

|                  | 1, 2 & 5-lb. cans | 12 1/2-lb. pails | 25-lb. pails | 100-lb. bags |
|------------------|-------------------|------------------|--------------|--------------|
| Antique Oak..... | 16                | 14               | 13           | 10           |
| Golden Oak.....  |                   |                  |              |              |
| Oak.....         |                   |                  |              |              |
| Red Oak.....     |                   |                  |              |              |
| Mahogany.....    |                   |                  |              |              |
| Transparent..... |                   |                  |              |              |
| Walnut.....      |                   |                  |              |              |

Trade discount 4.0 per cent  
Job 15%

## FLAT BRICK RED

For use on old and new brick walls, to imitate the color of pressed brick work. Not regularly carried in stock, but shade listed. Orders of red or buff will be furnished on orders where quantities will justify special grinding.

|         | 5-lb. cans | 12 1/2-lb. pails | 25-lb. pails |
|---------|------------|------------------|--------------|
| Red.... | 10         | 9 1/2            | 9            |

Net prices per pound

**PASTE COLORED PAINT**



1



2



6



7



9



10



11



12



13



16



17



19



21



25



30



33



34



35



37



38



40



41



42



43



44



45



46



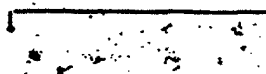
47



48



60



61



French Crown Green, M.

58

## PASTE COLORED PAINT

12 1/2 lb. 25 lb. 100

White, and 32 choice colors \_\_\_\_\_ 7 1/2 7 1/2  
*Bulletin # 98112416* 8 1/2 8 1/2  
 Net prices per pound  
*Bulletin # 125 15/16 9 8 1/4 1/2*

12 1/2 put up in 50-pound cases  
 25s put up in 100-pound cases

(Larger packages will be furnished to order when quantity required will justify special grinding.)

For the outside of buildings. A line of thirty-two colors, and white, ground in strictly pure linseed oil. Thoroughly mixed and finely ground. When properly thinned with pure raw linseed oil and the necessary driers, will cover more surface and outwear a paint made from lead alone. The use of Paste Colored Paint is especially desirable where surfaces are subjected to sulphurous vapors.



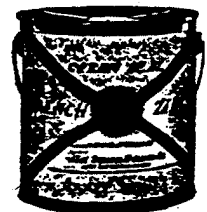
|                             |               |            |        |
|-----------------------------|---------------|------------|--------|
|                             | 1, 2 & 5 lbs. | 12 1/2 lb. | 25 lb. |
| Sherwin-Williams Green Seal | 21 1/4        | 23 1/4     | 23 1/4 |
| French Zinc                 | 12 1/4        | 14 1/4     | 14 1/4 |
| Sherwin-Williams Red Seal   | 21 1/4        | 23 1/4     | 23 1/4 |
| French Zinc                 | 12 1/4        | 14 1/4     | 14 1/4 |
| Green Seal, French Process  | 11            | 12 1/4     | 12 1/4 |
| White Zinc                  | 11            | 12 1/4     | 12 1/4 |
| Red Seal, French Process    | 11            | 12 1/4     | 12 1/4 |
| White Zinc                  | 11            | 12 1/4     | 12 1/4 |

Net prices per pound

Subject to market fluctuations

100-pound cases assorted contain thirty 1s, twenty 2s, and six 5s  
 12 1/2 and 25s put up in black tins in 100-pound cases

## WHITE ZINC IN OIL

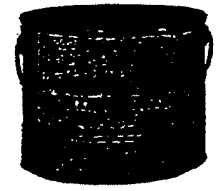


1 and 5-pound cans \_\_\_\_\_ 22 22 22 22  
 12 1/2-pound pails \_\_\_\_\_ 22 22 22 22  
 25-pound pails \_\_\_\_\_ 22 22 22 22

Net prices per pound

(CHINA GLOSS)

## FRENCH ZINC IN VARNISH



## GRAPHITE PIPE JOINT AND GASKET COMPOUND

Ground in Oil

|            |            |                  |              |
|------------|------------|------------------|--------------|
| 1-lb. Cans | 5-lb. Cans | 12 1/2-lb. Pails | 25-lb. Pails |
| 24         | 22         | 19               | 18           |

Trade discount 20 per cent

Makes a perfectly tight joint with less labor and cost than red lead or other materials, and in addition allows the various fittings on which it has been used to be uncoupled with very little labor and without loss or breakage, characteristic of red lead, cement or rust-set joints. Does not waste through growing hard in the package like red lead and other similar materials.





ODP White Lead is put up in strong steel kegs. These kegs protect the lead much better than the old-fashioned wooden packages, as the steel keeps out moisture and air and does not absorb the oil. The lead is always fresh and in as good condition as when it left the mill. When empty, the steel packages are easily cleaned and may be put to a hundred different uses in the paint-shop or around the house. ODP is the best lead it is possible to make, and it is put up in the best packages obtainable.

300 and 500-pound casks \_\_\_\_\_  
100-pound steel kegs \_\_\_\_\_  
25 and 50-pound steel kegs \_\_\_\_\_  
12½-pound steel kegs \_\_\_\_\_  
1, 2 and 5-pound tins \_\_\_\_\_

[illegible]

Net prices per pound



## Ground In Oil

## COMBINATION WHITES

## Ground in Oil

|                  | 12 1/2 lbs. | 25 lbs. | 50 lbs. | 100-lb.<br>bags and<br>larger |
|------------------|-------------|---------|---------|-------------------------------|
| Standard _____   | _____       | _____   | _____   | _____                         |
| Kennington _____ | _____       | _____   | _____   | _____                         |

**Prices subject to market fluctuations**

COMPETITION ON LEADOIL.

A number of inquiries have reached us from various Division Offices during the past few months regarding Leadoil which is being marketed by the National Lead Co., of New York, Leadoil Company of Brooklyn, Munn's Kalsomine Company and others.

The oil is being marketed for flattening White Lead for inside use. We are giving below copy of a report made by Mr. Lutes under date of August 26th, in order that you may understand the character of the oil that is being sold for the purpose indicated, and the difficulties that attend the use of same.

"A number of inquiries have been received from various Division Sales Offices asking for information relative to Lead Oil which I presume is being marketed by the National Lead Co., and I might mention that there are other similar liquids being marketed by other concerns to be used for thinning White Lead for inside work.

Keg Lead thinned with this liquid gives a paint which works very well under the brush, covers well and shows somewhat more gloss than our inside wall paint Flat-tone. In order to make a paint that works very well under the brush and covers satisfactorily, 100¢ of White Lead is thinned with 3 gallons of the Reducer. The drying of the paint so made is somewhat slower than that of Flat-tone.

It seems to me that this competition should not be very troublesome to the boys because the paint so made is not so good color, the finish is not so pleasing and the cost per gallon of paint I should judge is greater. The question of just what the cost is all depends upon the price at which the lead and oil and thinner are sold at. When these prices are known, then it is easy to determine the cost per gallon 100¢ of Lead thinned with 3 gallons would yield 5-5/8 gallons of paint."

We can supply a Reducer of the same character at a price of 55¢ in drums, 65¢ in 5's and 70¢ in 1's, Rx Q1306.

We do not consider it advisable to give this information out generally, believing that if we recommend such a Reducer for flattening white lead, it would mitigate against the sale of our regular Flat-tone.

I will leave it to your good judgment to convey this information to any of the men in your District who come in contact with this Leadoil proposition.

O.A.H. Letter  
9-21-16.





PAINTS, PAINTS, PAINTS, PAINTS

PAINTS, PAINTS, PAINTS, PAINTS

## DISTEMPER FRESCO COLORS

Ground in water without size. In patent sealed glass jars



For walls, ceilings and scenic work. Very finely ground and choice in tone, hence more desirable for use on fine work than colors mixed from dry materials. Glass jars and crocks save waste.

|                                   |                        | per jar |
|-----------------------------------|------------------------|---------|
| Ivory Drop Black                  | 26.2                   | 14      |
| Lamp Black                        | 22                     | 15      |
| Bremen Blue                       | 24                     | 75      |
| Cobalt Blue                       | 69                     | 50      |
| Prussian Blue                     | 28                     | 30      |
| Ultramarine Blue                  | 22                     | 30      |
| Raw and Burnt Turkey Umber        | 26.5                   | 14      |
| Raw and Burnt Italian Sienna      | 27.5                   | 14      |
| Vandyke Brown                     | 26.3                   | 44      |
| Black Walnut Stippling            | 26.6                   | 13      |
| French Crown Green, M.            | 22                     | 25      |
| Emerald Green                     | 20                     | 36      |
| Chrome Green, L., M. and D.       | 28                     | 24      |
| Ultramarine Green                 | 26                     | 50      |
| French Carmine                    | 27.8                   | 3 00    |
| English Vermilion, L. and D.      | 29.9                   | 1 25    |
| Rose Pink                         | 22.8                   | 20      |
| Dutch Pink                        | 27.4                   | 16      |
| Indian Red                        | 27.9                   | 16      |
| Venetian Red                      | 27.1                   | 14      |
| Turkey Red                        | 27.5                   | 50      |
| Orange Mineral                    | 22.1                   | 36      |
| Red Lead                          | 29.2                   | 28      |
| Naples Yellow                     | 28.7                   | 90      |
| Chrome Yellow, L. M. O. and D. O. | 28.1, 28.2, 28.3, 28.3 | 24      |
| Golden Ochre                      | 28.5                   | 16      |
| Yellow Ochre                      | 28.4                   | 12      |
| Cremnitz White                    | 26.1                   | 25      |
| Carmine Lake                      | 22.7                   | 70      |
| Crimson Lake                      | 27.9                   | 50      |
| Maroon Lake                       | 28.6                   | 45      |
| Rose Lake                         | 29.2                   | 49      |
| Red Lake                          | 29.1                   | 40      |
| Scarlet Lake                      | 29.5                   | 1 50    |
| Solferino Lake                    | 27.6                   | 1 00    |
| Yellow Lake                       | 28.4                   | 1 00    |
| Florentine Lake                   | 24.4                   | 65      |

Trade discount 15 per cent *Sub 15*

Jars are all uniform in size (capacity about 5 1/4 fluid ounces), but, when filled, vary in weight according to the gravity of the color.

Also put up in large crocks, net weight, at special price per pound.

## S-W DECOTINT WALL FINISH

Ready for use when mixed with cold water



Decotint Wall Finish being manufactured in dry powder form from carefully selected materials, is so compounded that it requires only mixing with cold water to be ready for instant use.

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become

thoroughly dry.

For colors and more complete information, see color-card.

|                    | 5-lb.<br>pkgs. | 100-lb.<br>kegs | bbis. |
|--------------------|----------------|-----------------|-------|
| Tints, No. 1 to 16 | 11             | 8 1/2           | 8     |
| White              | 10             | 7 1/2           | 7     |

Prices per pound

Trade discount 4% per cent 8-50

## S-W DECOTINT WALL COLORS

Ready for use when mixed with cold water

Twelve attractive colors

Decotint Wall Colors are carefully prepared from selected materials in exactly the same manner as Decotint Wall Finish, and are intended for use in connection with same. They can be used either pure or else as tinting colors for mixing with Decotint Wall Finish, listed above. They can also be intermixed to produce other deep colors which mix readily with cold water.

For colors and more complete information, see color-card.

|        | 280<br>350-lb.<br>bbis. | 100.<br>50-lb.<br>kegs | 25-lb.<br>boxes | 5-lb.<br>pkgs. | 2-1/2lb.<br>pkgs. |
|--------|-------------------------|------------------------|-----------------|----------------|-------------------|
| No. 20 | 11c                     | 12c                    | 13c             | 14c            | 15c               |
| No. 21 | 25                      | 26                     | 27              | 28             | 29                |
| No. 22 | 17                      | 18                     | 19              | 20             | 21                |
| No. 23 | 11                      | 12                     | 13              | 14             | 15                |
| No. 24 | 39                      | 40                     | 41              | 42             | 43                |
| No. 25 | 39                      | 40                     | 41              | 42             | 43                |
| No. 26 | 35                      | 36                     | 37              | 38             | 39                |
| No. 27 | 25                      | 26                     | 27              | 28             | 29                |
| No. 28 | 25                      | 26                     | 27              | 28             | 29                |
| No. 29 | 25                      | 26                     | 27              | 28             | 29                |
| No. 30 | 25                      | 26                     | 27              | 28             | 29                |
| No. 31 | 39                      | 40                     | 41              | 42             | 43                |

Prices per pound

Trade discount 4% per cent 7-15

## S-W PERMENTO

Cold-water paint for outside use



Permento is designed especially for use on the exterior of buildings, air-shafts, fences, sawmills and other similar structures. Owing to its great disinfecting qualities, it is an ideal coating for cattle barns, pens, chicken-coops, etc.

Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of an average surface.

For colors and more complete information, see color-card.

|                   | 5-lb.<br>pkgs. | 50-lb.<br>kegs | 100-lb.<br>kegs | 200-lb.<br>bbis. | 400-lb.<br>bbis. |
|-------------------|----------------|----------------|-----------------|------------------|------------------|
| White             | 12             | 11 1/2         | 10 1/2          | 9 1/2            | 9                |
| Color Nos.        |                |                |                 |                  |                  |
| 2, 3, 4, 5, 6, 7, |                |                |                 |                  |                  |
| 9, 10, 11, 12,    |                |                |                 |                  |                  |
| 13, 15, 17, 18,   | 13 1/2         | 12 1/2         | 12              | 11 1/2           | 10 1/2           |
| 19, 20, 21        |                |                |                 |                  |                  |
| 1, 8, 14, 22      | 14 1/2         | 13 1/2         | 12 1/2          | 12               | 11 1/2           |
| 16                | 15 1/2         | 15             | 14 1/2          | 13 1/2           | 12 1/2           |
| Black             | 16 1/2         | 15 1/2         | 15              | 14 1/2           | 13 1/2           |
| 23                | 18 1/2         | 17 1/2         | 17              | 16 1/2           | 15 1/2           |

Prices per pound

Trade discount 4% per cent 7-15

## S-W KALSO

Hot-Water Kalsomine



Kalso is used for all kinds of interior coating, tinting and decorating where a superior kalsomine is wanted. Manufactured in the form of a dry powder from carefully selected whiting and glue, and requires only to be mixed with boiling water. It contains no poisonous or harmful ingredients.

Kalso can be applied to any clean surface, such as plaster, sand finish, bricks, stone, wood, paper, bur-lap, etc., and gives perfect satisfaction if directions are carefully followed. Covers well with one coat, can be recoated when necessary, and can easily be washed off when required. It works easily, spreads

will not peel or rub off.

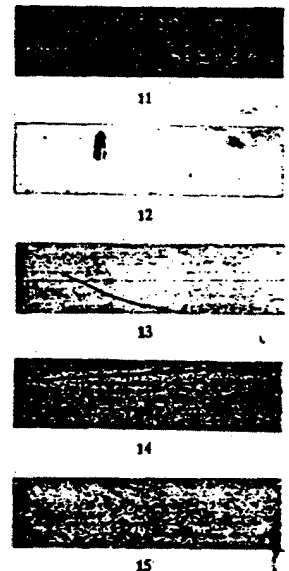
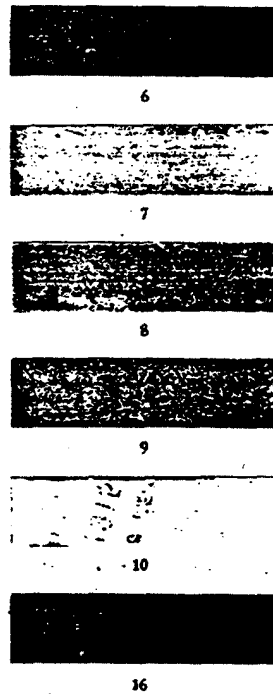
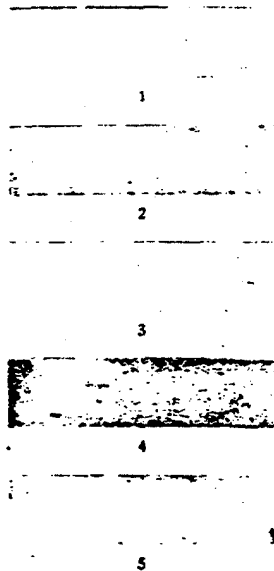
For colors and more complete information, see color-card.

|                      | 5-lb.<br>pkgs. | 100-lb.<br>kegs | bbis. |
|----------------------|----------------|-----------------|-------|
| Tints, Nos. 70 to 81 | 9              | 7 1/2           | 7     |
| White                | 8              | 6 1/2           | 6     |

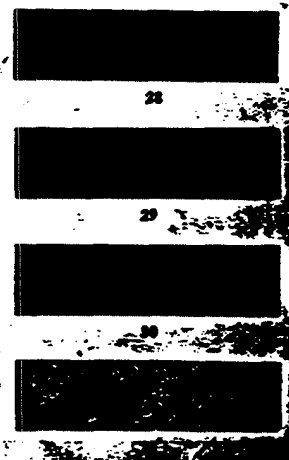
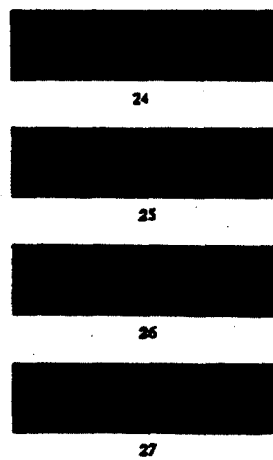
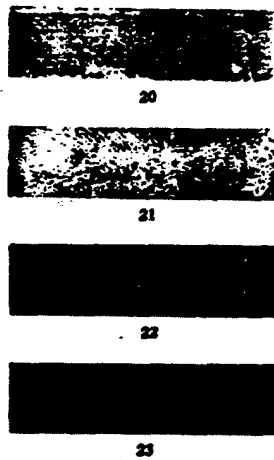
Prices per pound

Trade discount 4% per cent 7-15

# S-W DECOTINT WALL FINISH



# S-W DECOTINT WALL COLORS



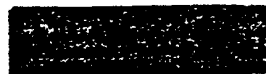
**S-W PERMENTO**



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3



4



5



6



7



9



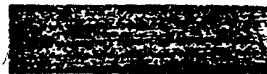
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11



12



13



15



17



18



19



20



21



1



8



14



22



16



Black



23

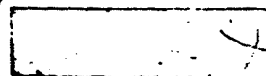
**S-W KALSO**



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71



72



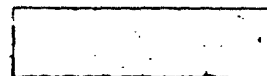
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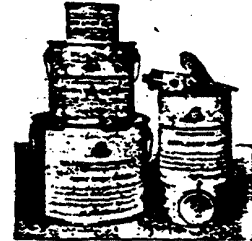
81

# QUICK-DRYING COLORS

GROUND IN JAPAN

## Abbreviation for Patent Press Cans "PC"

For use as color-coats in the finishing of automobiles, coaches, cars, carriages and other surfaces. Should be applied over suitable under-coatings and varnished over, or may be combined with varnish for making color and varnish coatings. These colors are recognized the world over as the standard of excellence in the finishing of fine vehicles and railway equipment. The peculiarities, the natural tendencies of working and wearing qualities of each individual color are carefully studied, and each is treated in such a way as to bring out its natural good qualities or minimize any inherent defects. They are brilliant in tone, possess best working, drying and flattening qualities, are uniform in color and grade and thoroughly reliable.



The following colors are filled in one-pound cans, also in five-pound press cans, except where other packages are specified:

## BLACKS

|                               |      | per pound |
|-------------------------------|------|-----------|
| Ivory Drop, XXX               | 12.1 | 52        |
| Ivory Drop, XX                | 12.2 | 42        |
| Ivory Drop, X                 | 12.3 | 32        |
| English Coach, A              | 17.5 | 27        |
| Special                       | 12.9 | 27        |
| Special Lamp Black, 20s only  | 12.9 | 20        |
| Chemically Refined Lamp Black | 17.9 | 27        |

## REDS

|                                |            |               |
|--------------------------------|------------|---------------|
| American Vermilion, L. and D.  | 5.12-2.13  |               |
| Astral, L. and D.              | 8.00-4.12  |               |
| Automobile, L. and D.          | 4.20-4.00  |               |
| Aztec (glaze)                  | 4.20       |               |
| Brilliant Vermilion, L. and D. | 8.00-8.00  |               |
| Carmola, L. and D.             | 8.10-8.50  |               |
| Carriage Painters'             | 4.60       |               |
| Century                        | 4.30       |               |
| Empress Scarlet                | 13.25      |               |
| English Vermilion, L. and D.   | 4.50-4.10  | 100 0.06 7/16 |
| English Rose Pink              | 17.0       |               |
| French Carmine No. 40 (glaze)  | 14.9       | 240 0.16 7/16 |
| French Carmine, L. (glaze)     | 4.30       |               |
| Gear                           | 4.70       |               |
| Hessian, L.                    | 4.60-4.20  |               |
| Indian, L. and D.              | 13.10-4.5  |               |
| Iroquois, L. and D.            | 4.60-4.10  |               |
| Mohawk L. and D.               | 4.60-4.05  |               |
| Orinoco Vermilion, D.          | 15.30      |               |
| Royal Durbár, M. and D.        | 12.13-8.90 |               |
| Royal Durbár, L., No. 72       | 12.72      |               |
| Royal (Venetian)               | 12.6       |               |
| Spanish Carmine (glaze)        | 4.40       |               |
| Special, L. (4578)             | 4.70       |               |
| Special, D. (4609)             | 4.60       |               |
| Turkey                         | 17.10      |               |
| Tuscan                         | 12.5       |               |
| Tuxedo Red, D.                 | 8.10       |               |
| See below                      | 8.00       |               |

## WINES

|                  |      |
|------------------|------|
| Special No. 4209 | 4.20 |
| Wine Color, D.   | 2.50 |
| Wine Color, B.   | 2.40 |

All quotations on Reds and Wines are subject to market fluctuations and supplies of raw materials.

# QUICK-DRYING COLORS—Continued

## GROUND IN JAPAN

### GROUNDS

|                           |             | per pound |
|---------------------------|-------------|-----------|
| Aztec Red                 | 46.09       | 46        |
| Blue, L., No. 31          | 29.31       | 49        |
| Blue, M., No. 72          | 8.812       | 49        |
| Blue, D., No. 57          | 8.252       | 49        |
| Blue Special, No. 18      | 8.818       | 49        |
| Carmine, D                | 4.023       | 59        |
| Carriage Painters' Red, L | 46.09       | 46        |
| Chatimuc Lake             | 8.438       | 46        |
| Green Light               | 8.717       | 46        |
| Hercules Red, L. and D.   | 8.222-8.226 | 51.60     |
| Iroquois Red, D           | 46.09       | 46        |
| Mohawk Red, D             | 46.09       | 46        |
| Red., L. and D            | 48.70-71    | 48        |
| Red, L., Special          | 8.824       | 46        |
| Vermilion                 | 4.720       | 48        |
| Wine                      | 4.401       | 44        |

### LAKES

|                                                   |       |  |
|---------------------------------------------------|-------|--|
| *Carmine, XXX (glaze)                             | 156   |  |
| Carriage                                          | 16.6  |  |
| *Chatimuc (glaze)                                 | 17.1  |  |
| Claret (glaze)                                    | 16.5  |  |
| Covering                                          | 16.7  |  |
| *English Scarlet, XXX (glaze)                     | 16.0  |  |
| *English Rose, XXX (glaze)                        | 16.2  |  |
| *English Purple, Deep and Extra Deep, XXX (glaze) | 154   |  |
| *English Crimson, XXX (glaze)                     | 150   |  |
| Green (glaze)                                     | 40.90 |  |
| Mauve (glaze)                                     | 10.93 |  |
| *Munich, XXX (glaze)                              | 15.9  |  |
| *Maroon (glaze)                                   | 17.4  |  |
| Purple (glaze)                                    | 82.50 |  |
| *Yellow XXX (glaze)                               | 1.76  |  |

Fancy colors marked thus (\*) not kept regularly in stock, but will be furnished on request.  
All quotations on Lakes are subject to market fluctuations and supplies of raw materials.

### GREENS

|                           |                       |        |
|---------------------------|-----------------------|--------|
| Adams Express             | 18.52                 | 58.65  |
| Automobile, L. and D      | 4.733-4.535           | 54     |
| Brewster, L., M. and D    | 4.620-8.205-4.622     | 54     |
| Bronze                    | 2.27                  | 60     |
| Cadillac                  |                       | 59     |
| Calla                     | 4.625                 | 54     |
| Carriage Part, L. and D   | 8.015-4.705           | 54     |
| Cerro, M                  | 4.387                 | 54     |
| Continental               | 4.984                 | 55.65  |
| English Brewster          | 8.463                 | 65.54  |
| English Surrey, L. and D  | 4.794-4.716           | 54     |
| Extra Coach, L., M. and D | 13.412-8 (B.S.S.)     | 50.50  |
| Fern Leaf, L. and M       | 4.283-8.4             | 64     |
| Gear Olive                | 4.120                 | 44     |
| Marshall Field            | 4.292                 | 85.100 |
| Millori, L., M. and D     | 13.5-20.40-2.90-2.100 | 85.120 |
| Napier                    | 1.154                 | 64     |
| New Merrimac, L. and D    | 4.623-4.624           | 44     |
| Newport, L. and D         | 4.581-4.585           | 54     |
| Nonpareil, L. and D       | 4.620-4.622           | 54     |
| Ohio                      |                       | 44.56  |
| Olive, L. and M           | 4.670-4.581           | 54     |
| Palmetto, D               | 4.717                 | 54     |
| Peerless, L., M. and D    | 4.424-4.476-4.478     | 54     |
| Quaker, L., M. and D      | 4.762-4.719           | 54     |
| Rockaway                  |                       | 54     |
| Royal, L. and D           | 4.435-4.267           | 49.60  |
| Special, No. 4694         | 4.694                 | 50     |
| Special, No. 4451         | 4.451                 | 44     |
| Trojan, L. and D          | 4.623-4.622           | 44     |
| Victoria                  | 4.616                 | 60     |

all in 79  
1/1/15

# QUICK-DRYING COLORS—Continued

## GROUND IN JAPAN

### BLUES

|                                          |           | per pound       |
|------------------------------------------|-----------|-----------------|
| Azure                                    | 241       | 51              |
| Chinese                                  | 147       | 1 25            |
| Coach Painters'                          | 140.5     | 81              |
| Cobalt (glaze), 1/2s and 1s              | 244       | 1 06            |
| Copenhagen                               | 828.3     | 96              |
| Ensign, L. and D                         | 4391-4319 | 86              |
| Imperial, L. and D                       | 4391-4319 | 96              |
| Kingsbury                                | 425       | 86              |
| Limousine                                | 854       | 96              |
| Prussian, 1/2s                           | 147       | 25 170 106 71/2 |
| Regal                                    | 8201      | 96              |
| Royal                                    | 4122      | 86              |
| Sapphire, L. and D                       | 4233-8146 | 96              |
| Ultramarine (glaze), 1/2s, 1s and 5s, PC | 148       | 81              |
| Victoria                                 | 4244      | 81              |
| Yale, L. and D                           | 4858-8004 | 61              |

### BROWNS

|                       |                |    |
|-----------------------|----------------|----|
| Antique, L., M. and D | 4279-4380-4381 | 60 |
| Bay                   | 4263           | 40 |
| Biege                 | 1215           | 50 |
| Chocolate             | 133            | 50 |
| Golden                | 8456           | 65 |
| Golden Tan            | 4867           | 40 |
| Hoffman               | 4260           | 40 |
| Pullman               | 8390           | 40 |
| Portland Amber        | 4108           | 40 |
| Quaker                | 4861           | 40 |
| Raw and Burnt Sienna  | 128-129        | 37 |
| Raw and Burnt Umber   | 120-131        | 35 |
| Seal                  | 1379           | 40 |
| Vandyke               | 122            | 44 |

### GRAYS

|                        |           |    |
|------------------------|-----------|----|
| Arabian Gray           | 1911      | 56 |
| Armour Gray            | 1421      | 56 |
| Auto Drab              | 8512      | 56 |
| Auto Gray, L. and D    | 1291-1308 | 56 |
| Harrison Gray          | 8940      | 56 |
| Mercedes Gray          | 1918      | 56 |
| Silver Gray            | 1358      | 56 |
| Special Gray, No. 8510 | 1516      | 56 |
| Taupe                  | 1842      | 56 |
| Torpedo Gray           | 1919      | 56 |

### WHITES

|                        |      |      |
|------------------------|------|------|
| Flake                  | 144  | 51   |
| French Zinc            | 4269 | 46   |
| French Zinc in Varnish | 4681 | 52 2 |
| Hearse                 | 250  | 46   |
| Ivory                  | 4388 | 51   |
| Silver                 | 143  | 41   |
| Special Flake          | 4579 | 51   |
| White Lead             | 4607 | 51   |

### YELLOWS

|                               |                     |            |
|-------------------------------|---------------------|------------|
| Automobile, L., M. and D      | 15872A              | 55         |
| Brilliant, L. and D           | 4633-4262           | 55         |
| Brimstone, L., M. D. and D. D | 4337-8203-4346-4466 | 55         |
| Canary                        | 4262                | 55         |
| Chrome, L., M. O. and D. O    | 128722A 120         | 55 55 8156 |
| Dutch Pink (glaze), 1s        | 169                 | 55         |
| French Glaze, 1s              | 139                 | 55         |
| Gold Imitation                | 177                 | 55         |



# QUICK-DRYING COLORS—Continued

## GROUND IN JAPAN

### YELLOW

|                    |      | per pound |
|--------------------|------|-----------|
| Golden Ochre       | 142  | 35        |
| Jamestown          | 4262 | 55        |
| Metropolitan Cream | 8284 | 55        |
| Naples, Is         | 140  | 1 05      |
| Palo Alto          | 4562 | 50        |
| Perfect            | 4262 | 55        |
| Pneumatic          | 4562 | 55        |
| Primrose           | 8284 | 50        |
| Straw Color        | 4152 | 40        |
| Yellow Ochre       | 1223 | 30        |

### STANDARD EXPRESS LINE AND MAIL COLORS

|                                                            |       |                 |
|------------------------------------------------------------|-------|-----------------|
| Adams Express Standard Green                               | 8852  | 50 65           |
| Adams Express Standard Vermilion, 1s, 5s and 10s, PC       | 8834  | 60              |
| American Express Standard Blue                             | 148   | 81              |
| American Express Standard Vermilion, 1s, 5s and 10s, PC    | 1836  | 60              |
| Armour & Co., Standard Yellow                              | 1470  | 54              |
| Southern Express Standard Green                            | 4710  | 50              |
| Southern Express Standard Vermilion, 1s, 5s and 10s, PC    | 1536  | 60              |
| Swift & Co., Standard Vermilion, 1s, 5s and 10s, PC        | 8001  | 60              |
| United States Express Standard Vermilion                   | 145   | 2 80 1.56 761.6 |
| United States Express Standard Yellow                      | 13822 | 54              |
| United States Mail Red                                     | 8834  | 60              |
| United States Mail Red Ground                              | 4001  | 48              |
| United States Mail White                                   | 144   | 51              |
| United States Mail Blue                                    | 8923  | 96              |
| United States Mail Blue Ground                             | 8924  | 55              |
| United States Parcel Post Standard, Coach Green            | 8021  | 40 65           |
| United States Parcel Post Standard, Cardinal Red           | 4609  | 50 75           |
| Wells Fargo Express Standard Blue                          | 4244  | 81              |
| Wells Fargo Express Standard Vermilion, 1s, 5s and 10s, PC | 8002  | 60              |

Trade discounts—Blacks 20 per cent; Colors 25 per cent

### TUBE COLORS

|                                                      | per dozen tubes |
|------------------------------------------------------|-----------------|
| Automobile Gray, L                                   | 2 60            |
| Automobile Red, L. and D                             | 3 80            |
| Aztec Red (glaze)                                    | 3 80            |
| Azure Blue                                           | 2 60            |
| Bay Brown                                            | 2 60            |
| Brimstone Yellow, L., M. D. and D. D                 | 2 95            |
| Carriage Painters' Red                               | 3 80            |
| Cerro Green, M                                       | 2 60            |
| Chrome Yellow, L., M. O. and D. O                    | 2 95            |
| English Vermilion, L. and D                          | 3 80            |
| Extra Coach Green, L., M. and D                      | 2 60            |
| Fern Leaf Green, L., M. and D                        | 2 60            |
| Flake White                                          | 2 60            |
| French Carmine, No. 40, 1/4-pound tubes, net (glaze) | 23 75           |
| Gold Imitation                                       | 2 60            |
| Imperial Blue, L. and D                              | 2 60            |
| Iroquois Red, L. and D                               | 3 80            |
| Ivory White                                          | 2 60            |
| Mercedes Gray                                        | 2 60            |
| Milori Green, L., M. and D                           | 4 50            |
| Mohawk Red, L. and D                                 | 2 60            |
| Perfect Yellow                                       | 2 95            |
| Prussian Blue                                        | 3 80            |
| Special Flake White for Striping                     | 2 60            |
| Striping Black                                       | 2 60            |
| Striping Red, L., No. 8905                           | 4 75            |
| Striping Red, M., No. 8339                           | 6 35            |
| Torpedo Gray                                         | 2 60            |
| Ultramarine Blue (glaze)                             | 2 60            |
| Vandyke Brown                                        | 2 60            |

Trade discount per cent

Tube colors are put up in large size collapsible tubes, varying in weight according to the bulk of the color.

No. 40 French Carmine is put up in quarter-pound tubes, net weight.

Only the colors named above are put up in tubes.

## PERFECT METHOD SYSTEM (LIQUID)

### FOR CARRIAGE PAINTING

A scientific system of under-coatings and finishing colors that dries uniformly in the shortest possible time, and that cuts down the number of days and operations required under the old system to paint a vehicle durably, safely, economically and well. It is made for both new and old work. Prepared ready for use and requires no manipulation in the shop. Increases the shop output without increasing operating expenses. Catalogue giving complete information sent upon request.



#### GEAR PRIMERS

|                    |      |          |
|--------------------|------|----------|
| Black, 1/4s and 1s | 4907 | per gal. |
| Red, 1/4s and 1s   | 4907 | 2 10     |
|                    |      | 2 10     |

#### GEAR SURFACERS

|                    |      |      |
|--------------------|------|------|
| Black, 1/4s and 1s | 4974 | 2 10 |
| Red, 1/4s and 1s   | 4975 | 2 10 |

#### GEAR FILLERS

|                          |      |      |
|--------------------------|------|------|
| Black, 1/4s and 1s       | 4903 | 2 10 |
| Red, 1/4s and 1s         | 4908 | 2 10 |
| Ebony-Black, 1/4s and 1s | 4906 | 2 60 |

#### BODY PRIMERS

|                     |      |      |
|---------------------|------|------|
| Black, 1/4s and 1s  | 4901 | 2 10 |
| Yellow, 1/4s and 1s | 4933 | 2 10 |

#### BODY FILLERS (ROUGH STUFF)

|                         |      |      |
|-------------------------|------|------|
| First Coat, 1/4s and 1s | 4976 | 2 10 |
| Black, 1/4s and 1s      | 4900 | 2 10 |

Trade discount 20 per cent *20-20%*

#### GLAZING PUTTY (PASTE)

|                   |      |           |
|-------------------|------|-----------|
| Dark, 1s and 5s   | 4684 | per pound |
| Red, 1s and 5s    | 4687 | 24        |
| Yellow, 1s and 5s | 4713 | 24        |

Trade discount 25 per cent *20-20*

## FREE-FLOWING COLOR VARNISHES

### ELASTIC DRYING

For producing finest finishes on automobiles, carriages, etc. Dry to moss in 18 hours. Can be water-rubbed with pumice-stone in 36 to 48 hours.

Put up in quart and 1-gallon varnish cans.

|                          |            |      |         |
|--------------------------|------------|------|---------|
| Arabian Gray             | 7853       | 2 35 | 390     |
| Auto Gray, D             | 7831       | 2 35 | 390     |
| Auto Yellow              | 7830       | 2 45 | 355-362 |
| Brewster Green, L. and D | 7003-67-68 | 2 40 | 355-362 |
| Cadillac Green           | 6094       | 2 85 |         |
| Carmine Maroon           | 7846       |      |         |
| Coach Painters' Blue     | 6890       | 3 45 |         |
| Dark Carmine             | 14260      |      |         |
| Dragon Red, L            | 6753       |      |         |
| Dragon Red, D            | 7839       |      |         |
| English Brewster Green   | 7003-6760  | 2 75 |         |
| Green, L. and D          | 7836       | 2 40 |         |
| Limousine Blue           | 7834       | 3 15 |         |
| London Smoke             | 7832       | 2 45 | 355-362 |
| Mercedes Gray            | 7847       | 2 35 | 370-375 |
| Meteor Blue              | 7865       | 3 45 |         |
| National Red, L          | 7866       |      |         |
| National Red, D          |            |      |         |

# FREE-FLOWING COLOR VARNISHES—Continued

## ELASTIC DRYING

|                     |      |          |
|---------------------|------|----------|
| Peerless Green      | 6756 | 2 40     |
| Platinum Gray       | 7847 | 3-35 390 |
| Premier Black       |      | 2 20     |
| Richelieu Blue      | 7852 | 3 15     |
| Rose Lake           | 7821 |          |
| Royal Durbar Red, L | 7033 |          |
| Royal Durbar Red, D | 6755 |          |
| Scarlet Carmine     | 7014 |          |
| Superfine Black     |      | 2 85     |
| Vermilion           | 7085 |          |
| Virginia Cream      | 7827 | 3-35 390 |

Trade discount 20 per cent

Feb 200%

Bulletin # 74 7/9/5

## DRY COLORS

The dry colors listed are, with few exceptions, the same as we use in our own high-class manufactures, majority being the product of our dry-color factories, and as such will be found vastly superior in color, tone, strength and fineness to the jobbing grades so frequently offered on the market.

Our line of dry colors should be placed with every agent, as there is a large consumption of material of this character, and our line comprises the very best colors and quality it is possible to produce.

### LAMP BLACK

|                                                 | S-W Chem. Refined | German-town |
|-------------------------------------------------|-------------------|-------------|
| 1-pound Papers                                  | 21                | 9           |
| 1/2-pound Papers                                | 23                | 10 1/2      |
| 1/4-pound Papers                                | 26                | 12          |
| Assorted Papers (1-pound, 1/2-pound, 1/4-pound) | 21                | 10 1/2      |
| Bulk, Barrels (Barrels 25 cents extra)          | 10                |             |

### IVORY BLACK

|          |    |    |      |       |
|----------|----|----|------|-------|
| Powdered | 32 | 6s | kegs | bbls. |
|          |    | 10 | 9    | 8     |

### BLUES

|                          |       |  |  |  |
|--------------------------|-------|--|--|--|
| Chemically Pure Chinese  | 11023 |  |  |  |
| Chemically Pure Milori   | 11022 |  |  |  |
| Chemically Pure Prussian | 11047 |  |  |  |
| No. 1 Prussian           | 11030 |  |  |  |
| Ultramarine (C. U.)      | 98    |  |  |  |

### BROWNS

|                               |    |  |  |  |
|-------------------------------|----|--|--|--|
| Imported Raw Turkey Umber     | 21 |  |  |  |
| Imported Burnt Turkey Umber   | 22 |  |  |  |
| Imported Raw Italian Sienna   | 25 |  |  |  |
| Imported Burnt Italian Sienna | 23 |  |  |  |

### GREENS

|                                |             |  |  |  |
|--------------------------------|-------------|--|--|--|
| Chemically Pure Chrome, Light  | 11025       |  |  |  |
| Chemically Pure Chrome, Medium | 11024       |  |  |  |
| Chemically Pure Chrome, Dark   | 11017       |  |  |  |
| Lime-Proof, L., M. and D.      | 11063-64-65 |  |  |  |
| French Crown, Extra Light      | 11200       |  |  |  |
| French Crown, Light            | 11201       |  |  |  |
| French Crown, Medium           | 11202       |  |  |  |
| French Crown, Dark             | 11203       |  |  |  |
| No. 1 Chrome, Light            | 11003       |  |  |  |
| No. 1 Chrome, Medium           | 11004       |  |  |  |
| No. 1 Chrome, Dark             | 11005       |  |  |  |
| No. 5 Chrome, Light            | 11049       |  |  |  |
| No. 5 Chrome, Medium           | 11050       |  |  |  |
| No. 5 Chrome, Dark             | 11051       |  |  |  |

Prices, subject to market fluctuations, will be furnished on application.

Revised Prices on #1 and #5 Greens are as follows:

|                           | <u>Bbls.</u>     | <u>Kgs</u>       | <u>6s</u>        |
|---------------------------|------------------|------------------|------------------|
| No. 1 Chrome Green, Light | 7 $\frac{1}{2}$  | 8 $\frac{1}{2}$  | 9 $\frac{1}{2}$  |
| No. 1 " " Medium          | 8 $\frac{1}{2}$  | 9 $\frac{1}{2}$  | 10 $\frac{1}{2}$ |
| No. 1 " " Dark            | 10 $\frac{1}{2}$ | 11 $\frac{1}{2}$ | 12 $\frac{1}{2}$ |
| No. 5 Chrome Green Light  | 5 $\frac{1}{2}$  | 6 $\frac{1}{2}$  | 7 $\frac{1}{2}$  |
| No. 5 " " Medium          | 6                | 7                | 8                |
| No. 5 " " Dark            | 7 $\frac{1}{2}$  | 8 $\frac{1}{2}$  | 9 $\frac{1}{2}$  |

F. O. B. Chicago.

## DRY COLORS—Continued

### REDS

|                                       |                     | 6s | kegs | bbls. |
|---------------------------------------|---------------------|----|------|-------|
| Imported English Indian.....          | 17                  |    |      |       |
| Imported English Tuscan.....          | 53                  |    |      |       |
| Turkey, L.....                        | 1012.4              |    |      |       |
| Turkey, D.....                        | 1013.4              |    |      |       |
| Genuine English Rose Pink.....        | 1014.8              |    |      |       |
| Non-Fading Red Lake.....              | 1006.4              |    |      |       |
| Premier Non-Fading, L., M. and D..... | 1016.7-1009/-1014.5 |    |      |       |
| Orinoco Vermilion.....                | 1002.2              |    |      |       |
| Carnelian Vermilion.....              | 1003.3              |    |      |       |
| Euclid Vermilion.....                 | 1003.4              |    |      |       |
| American Vermilion, L. and D.....     | 30.5, 5             |    |      |       |
| Orange Mineral.....                   | 53                  |    |      |       |
| Red Lead.....                         | 27                  |    |      |       |

### BERGER'S GENUINE ENGLISH VERMILION

|                                                                  |        | 7 and<br>15-lb.<br>bags | 30 and<br>50-lb.<br>chamois<br>bags | 100 and<br>500-lb.<br>kegs |
|------------------------------------------------------------------|--------|-------------------------|-------------------------------------|----------------------------|
| Orange.....                                                      | 1000.2 |                         |                                     |                            |
| Scarlet.....                                                     | 1000.3 |                         |                                     |                            |
| Extra Pale.....                                                  | 1000.4 |                         |                                     |                            |
| For printing, lithographing and sundry manufacturing uses.       |        |                         |                                     |                            |
| Pale.....                                                        | 60.2   |                         |                                     |                            |
| Deep.....                                                        | 60.25  |                         |                                     |                            |
| Extra Deep.....                                                  | 60.25  |                         |                                     |                            |
| Particularly adapted for carriage and general painting purposes. |        |                         |                                     |                            |

### YELLOWS

|                                           |                      | 6s | kegs | bbls. |
|-------------------------------------------|----------------------|----|------|-------|
| Chemically Pure Chrome, L., M. and O..... | 1200.7-1201.0-1201.1 |    |      |       |
| Extra Chrome, L., M. and O.....           | 1201.2-1201.9-1201.7 |    |      |       |
| No. 1 Chrome, L., M. and O.....           | 1201.3-1201.5-1201.6 |    |      |       |
| No. 5 Chrome, L., M. and O.....           | 1202.5-1202.6-1202.7 |    |      |       |
| Genuine Dutch Pink.....                   | 63                   |    |      |       |
| Golden Ochre.....                         | 14                   |    |      |       |
| Imported French Ochre.....                | 10                   |    |      |       |
| Domestic Ochre.....                       | 8.29                 |    |      |       |

### WHITES

|                                     |      | 15    | 14    |
|-------------------------------------|------|-------|-------|
| Strictly Pure White Lead.....       | 1    |       |       |
| Genuine Green Seal French Zinc..... | 2    |       |       |
| English Cliff Paris White.....      | 33   | 2 1/4 | 1 1/4 |
| Extra Bolted Gilders Whiting.....   | 16   | 2 1/4 | 1 1/4 |
| Plaster Paris.....                  | 27.7 | 3 1/4 | 2 1/4 |

### FILLERS

|                   |     | 3     | 2     |
|-------------------|-----|-------|-------|
| Reno's Umber..... | 340 |       |       |
| Keystone.....     | 47  | 2 1/4 | 1 1/4 |
| English.....      | 520 | 2 1/4 | 1 1/4 |

### METALLIC PAINTS

|                           |    | 2 1/4 | 1 1/4 |
|---------------------------|----|-------|-------|
| English Venetian Red..... | 13 |       |       |
| Iron Ore Red (Rosie)..... | 23 | 2 1/4 | 1 1/4 |
| Princes Metallic.....     | 71 | 2 1/4 | 1 1/4 |

Prices, subject to market fluctuations, will be furnished on application.

# QUICK-DRYING COLORS

GROUND IN JAPAN

Abbreviation for Patent Press Cans "PC"

For use as color-coats in the finishing of automobiles, coaches, cars, carriages and other surfaces. Should be applied over suitable under-coatings and varnished over, or may be combined with varnish for making color and varnish coatings. These colors are recognized the world over as the standard of excellence in the finishing of fine vehicles and railway equipment. The peculiarities, the natural tendencies of working and wearing qualities of each individual color are carefully studied, and each is treated in such a way as to bring out its natural good qualities or minimize any inherent defects. They are brilliant in tone, possess best working, drying and flattening qualities, are uniform in color and grade and thoroughly reliable.



The following colors are filled in one-pound cans, also in five-pound press cans, except where other packages are specified:

## BLACKS

|                               |      | per pound |
|-------------------------------|------|-----------|
| Ivory Drop, XXX               | 1.21 | 52        |
| Ivory Drop, XX                | 1.22 | 42        |
| Ivory Drop, X                 | 1.23 | 32        |
| English Coach, A              | 1.24 | 27        |
| Special                       | 1.25 | 27        |
| Special Lamp Black, 20s only  | 1.26 | 20        |
| Chemically Refined Lamp Black | 1.27 | 29        |

## REDS

|                                |                                             |      |
|--------------------------------|---------------------------------------------|------|
| American Vermilion, L. and D.  | 242 - 243                                   | 47   |
| Astral, L. and D.              | 800.4 - 472.8                               | 1 10 |
| Automobile, L. and D.          | 4700 - 800.3                                | 85   |
| Aztec (glaze)                  | 434.9                                       | 1 10 |
| Brilliant Vermilion, L. and D. | 8001 - 800.2                                | 70   |
| Carmola, L. and D.             | 8146 - 859.7                                | 65   |
| Carriage Painters              | 462.7                                       | 1 10 |
| Century                        | 436.0                                       | 75   |
| Empress Scarlet                | 132.5                                       | 1 10 |
| English Vermilion, L. and D.   | Chase with down 1/2 yds. 10 yds. 14.5 2 1/2 | 1.80 |
| English Rose Pink              | 170                                         | 70   |
| French Carmine, No. 40 (glaze) | 149                                         | 7 05 |
| French Carmine, L.             | 436.3                                       | 4 55 |
| Gear                           | 4700                                        | 70   |
| Hessian, L.                    | 4649 - 4280                                 | 85   |
| Indian, L. and D.              | 124. 2.2.0                                  | 39   |
| Iroquois, L. and D.            | 4622 - 418.9                                | 1 10 |
| Mohawk L. and D.               | 4660 - 408.6                                | 75   |
| Orinoco Vermilion, D.          | 1536                                        | 70   |
| Royal Durbar, M. and D.        | 822. 8.70                                   | 1 25 |
| Royal Durbar, L., No. 72       | 822.2                                       | 1 60 |
| Royal (Venetian)               | 126                                         | 27   |
| Spanish Carmine (glaze)        | 434.9                                       | 3 05 |
| Special, L. (4578)             | 4578                                        | 53   |
| Special, D. (4609)             | 4609                                        | 53   |
| Striping, No. 4728             | 4728                                        | 1 10 |
| Striping, No. 4504 (solid)     | 4504                                        | 2 15 |
| Turkey                         | 128                                         | 42   |
| Tuscan                         | 128                                         | 38   |
| Tuxedo Red, D.                 | 8184                                        | 85   |
| Uncolored                      | 8000                                        |      |

## WINES

|                  |      |    |
|------------------|------|----|
| Special No. 4209 | 4209 | 45 |
| Wine Color, D.   | 250  | 55 |
| Wine Color, B.   | 248  | 45 |

All quotations on Reds and Wines are subject to market fluctuations and supplies of raw materials.

# QUICK-DRYING COLORS—Continued

## GROUND IN JAPAN

### GROUNDS

|                            |           | per pound |
|----------------------------|-----------|-----------|
| Aztec Red                  | 4609      | 46        |
| Blue, L., No. 31           | 8937      | 49        |
| Blue, M., No. 72           | 8872      | 49        |
| Blue, D., No. 57           | 8957      | 49        |
| Blue Special, No. 18       | 8918      | 49        |
| Carmin, D.                 | 4028      | 59        |
| Carriage Painters' Red, L. | 4609      | 46        |
| Chatimuc Lake              | 8438      | 46        |
| Green Light                | 8277      | 46        |
| Hercules Red, L. and D.    | 8221-8206 | 54        |
| Iroquois Red, D.           | 4609      | 46        |
| Mohawk Red, D.             | 4609      | 46        |
| Red, L. and D.             | 4870-71   | 48        |
| Red, L., Special           | 8824      | 46        |
| Vermilion                  | 4720      | 48        |
| Wine                       | 4401      | 44        |

### LAKES

|                                                   |      |      |
|---------------------------------------------------|------|------|
| *Carmin, XXX (glaze)                              | 156  | 3 05 |
| Carriage                                          | 166  | 70   |
| *Chatimuc (glaze)                                 | 171  | 1 05 |
| Claret (glaze)                                    | 165  | 95   |
| Covering                                          | 167  | 1 05 |
| *English Scarlet, XXX (glaze)                     | 160  | 5 05 |
| *English Rose, XXX (glaze)                        | 162  | 1 25 |
| *English Purple, Deep and Extra Deep, XXX (glaze) | 154  | 6 05 |
| *English Crimson, XXX (glaze)                     | 150  | 6 05 |
| Green (glaze)                                     | 4609 | 2 55 |
| Mauve (glaze)                                     | 8073 | 2 55 |
| *Munich, XXX (glaze)                              | 158  | 4 55 |
| *Maroon (glaze)                                   | 174  | 1 05 |
| Purple (glaze)                                    | 8550 | 1 55 |
| *Yellow, XXX (glaze)                              | 176  | 2 55 |

Fancy colors marked thus (\*) not kept regularly in stock, but will be furnished on request

All quotations on Lakes are subject to market fluctuations and supplies of raw materials.

### GREENS

|                            |                |    |
|----------------------------|----------------|----|
| Adams Express              | 8957           | 44 |
| Automobile, L. and D.      | 4753-4535      | 54 |
| Brewster, L., M. and D.    | 4620-8205-4627 | 54 |
| Bronze                     | 257            | 54 |
| Cadillac                   |                | 59 |
| Calla                      | 4625           | 54 |
| Carriage Part, L. and D.   | 8912-4705      | 54 |
| Cerro, M.                  | 4212           | 54 |
| Continental                | 8959           | 59 |
| English Brewster, No. 8859 | 8163           | 59 |
| English Surrey, L. and D.  | 4724-4716      | 54 |
| Extra Coach, L., M. and D. | 134-2720       | 49 |
| Fern Leaf, L. and M.       | 4213-4384      | 64 |
| Gear Olive                 | 4220           | 44 |
| Marshall Field             | 4227           | 85 |
| Milori, L., M. and D.      | 125-126        | 85 |
| Napier                     | 8357           | 64 |
| New Merrimac, L. and D.    | 4623-4624      | 44 |
| Newport, L. and D.         | 4611-4535      | 54 |
| Nonpareil, L. and D.       | 4621-4622      | 54 |
| Olive, L. and M.           | 4620-6881      | 54 |
| Palmetto, D.               | 4712           | 54 |
| Peerless, L., M. and D.    | 4714-4716-4717 | 54 |
| Quaker, L., M. and D.      | 126-127        | 54 |
| Royal, L. and D.           | 4425-4267      | 49 |
| Special, No. 4694          | 4634           | 44 |
| Special, No. 4451          | 4451           | 44 |
| Trojan, L. and D.          | 4623-4624      | 44 |
| Victoria                   | 4616           | 49 |

# QUICK-DRYING COLORS—Continued

GROUND IN JAPAN

## BLUES

|                                          |           | per pound |
|------------------------------------------|-----------|-----------|
| Azure                                    | 241       | 51        |
| Chinese                                  | 147       | 96        |
| Coach Painters                           | 1406      | 81        |
| Cobalt (glaze), 1/2s and 1s              | 8.44      | 1 06      |
| Copenhagen                               | 8283      | 96        |
| Ensign, L. and D.                        | 4391-4319 | 86        |
| Imperial, L. and D.                      | 4391-4319 | 96        |
| Kingsbury                                | 835       | 86        |
| Limousine                                | 8859      | 96        |
| Prussian, 1/2s                           | 147       | 96        |
| Regal                                    | 8741      | 96        |
| Royal                                    | 4123      | 86        |
| Sapphire, L. and D.                      | 4123-8146 | 96        |
| Ultramarine (glaze), 1/2s, 1s and 5s, PC | 148       | 81        |
| Victoria                                 | 4344      | 81        |
| Yale, L. and D.                          | 4956-8009 | 61        |

## BROWNS

|                        |                |       |
|------------------------|----------------|-------|
| Antique, L., M. and D. | 4379-4380-4381 | 60    |
| Bay                    | 4263           | 40    |
| Biege                  | 1215           | 50    |
| Chocolate              | 133            | 50    |
| Golden                 | 8456           | 65    |
| Golden Tan             | 4887           | 40    |
| Hoffman                | 4200           | 40    |
| Pullman                | 8290           | 40    |
| Portland Amber         | 4108           | 40    |
| Quaker                 | 4861           | 40    |
| Raw and Burnt Sienna   | 128-129        | 37    |
| Raw and Burnt Umber    | 130-131        | 35    |
| Seal                   | 1549           | 40    |
| Vandyke                | 135            | 28-44 |

## GRAYS

|                        |           |    |
|------------------------|-----------|----|
| Arabian Gray           | 8911      | 56 |
| Armour Gray            | 1421      | 56 |
| Auto Drab              | 8512      | 56 |
| Auto Gray, L. and D.   | 8791-8308 | 56 |
| Harrison Gray          | 8990      | 56 |
| Mercedes Gray          | 8918      | 56 |
| Silver Gray            | 8358      | 56 |
| Special Gray, No. 8510 | 8510      | 56 |
| Taupe                  | 8742      | 56 |
| Torpedo Gray           | 8919      | 56 |

## WHITES

|                        |      |    |
|------------------------|------|----|
| Flake                  | 144  | 51 |
| French Zinc            | 4367 | 46 |
| French Zinc in Varnish | 4481 | 31 |
| Hearse                 | 258  | 46 |
| Ivory                  | 4378 | 51 |
| Silver                 | 143  | 41 |
| Special Flake          | 4519 | 51 |
| White Lead             | 4602 | 31 |

## YELLOWS

|                               |                       |    |
|-------------------------------|-----------------------|----|
| Automobile, L., M. and D.     | 128 1/2 m. D.         | 55 |
| Brilliant, L. and D.          | 4633-4267             | 55 |
| Brimstone, L. M. D. and D. D. | 4327-8203-4346-4586   | 55 |
| Canary                        | 4262                  | 55 |
| Chrome, L. M. O. and D. O.    | 128 1/2 m. D. + D. O. | 55 |
| Dutch Pink (glaze), 1s        | 169                   | 55 |
| French Glaze, 1s              | 157                   | 80 |
| Gold Imitation                | 177                   | 55 |



# QUICK-DRYING COLORS—Continued

GROUND IN JAPAN

## YELLOWS

|                    |       | per pound |
|--------------------|-------|-----------|
| Golden Ochre       | 142   | 30        |
| Jamestown          | 12.62 | 50        |
| Metropolitan Cream | 8784  | 50        |
| Naples. 1s         | 140   | 1 00      |
| Palo Alto          | 4567  | 45        |
| Perfect            | 4262  | 50        |
| Pneumatic          | 4567  | 50        |
| Primrose           | 8287  | 45        |
| Straw Color        | 4158  | 35        |
| Yellow Ochre       | 1343  | 25        |

## STANDARD EXPRESS LINE AND MAIL COLORS

|                                                            |       |      |
|------------------------------------------------------------|-------|------|
| Adams Express Standard Green                               | 8457  | 40   |
| Adams Express Standard Vermilion, 1s, 5s and 10s, PC       | 8886  | 60   |
| American Express Standard Blue                             | 148   | 81   |
| American Express Standard Vermilion, 1s, 5s and 10s, PC    | 1536  | 60   |
| Armour & Co., Standard Yellow                              | 1470  | 54   |
| Southern Express Standard Green                            | 4710  | 40   |
| Southern Express Standard Vermilion, 1s, 5s and 10s, PC    | 1536  | 60   |
| Swift & Co., Standard Vermilion, 1s, 5s and 10s, PC        | 8001  | 60   |
| United States Express Standard Vermilion                   | 148   | 1 80 |
| United States Express Standard Yellow                      | 1387m | 54   |
| United States Mail Red                                     | 8834  | 60   |
| United States Mail Red Ground                              | 4001  | 48   |
| United States Mail White                                   | 144   | 51   |
| United States Mail Blue                                    | 8435  | 96   |
| United States Mail Blue Ground                             | 8427  | 55   |
| United States Parcel Post Standard, Coach Green            | 8021  | 35   |
| United States Parcel Post Standard, Cardinal Red           | 400   | 50   |
| Wells Fargo Express Standard Blue                          | 4244  | 81   |
| Wells Fargo Express Standard Vermilion, 1s, 5s and 10s, PC | 8007  | 60   |

Trade discounts—Blacks. 20 per cent; Colors. 25 per cent

## TUBE COLORS

|                                                      | Per Dozen Tubes |
|------------------------------------------------------|-----------------|
| Automobile Red, L. and D.                            | 3 25            |
| Aztec Red (glaze)                                    | 3 25            |
| Azure Blue                                           | 2 25            |
| Bay Brown                                            | 2 25            |
| Brimstone Yellow, L., M. D. and D. D.                | 2 50            |
| Carriage Painters' Red                               | 3 25            |
| Cerro Green, M.                                      | 2 25            |
| Chrome Yellow, L., M. O. and D. O.                   | 2 50            |
| Empress Scarlet                                      | 3 25            |
| English Vermilion, L. and D.                         | 6 00            |
| Extra Coach Green, L., M. and D.                     | 2 25            |
| Fern Leaf Green, L., M. and D.                       | 2 25            |
| Flake White                                          | 2 25            |
| French Carmine, No. 40, 1/4-pound tubes, net (glaze) | 22 75           |
| French Carmine, L., 1/4-pound tubes, net (glaze)     | 12 25           |
| Gold Imitation                                       | 2 25            |
| Green Lake (glaze)                                   | 4 25            |
| Imperial Blue, L. and D.                             | 3 75            |
| Iroquois Red, L. and D.                              | 3 25            |
| Ivory White                                          | 2 25            |
| Milori Green, L., M. and D.                          | 3 85            |
| Mohawk Red, L. and D.                                | 2 25            |
| Naples Yellow                                        | 4 25            |
| Perfect Yellow                                       | 2 50            |
| Prussian Blue                                        | 3 75            |
| Royal Durbar Red, M. (solid)                         | 3 25            |
| Silver White                                         | 2 25            |
| Special Flake White for Striping                     | 2 25            |
| Striping Black                                       | 2 25            |
| Striping Purple                                      | 3 25            |
| Striping Red, No. 4504 (solid)                       | 5 25            |
| Striping Red, No. 4728                               | 3 25            |
| Ultramarine Blue (glaze)                             | 2 75            |
| Verdigris Green                                      | 5 25            |

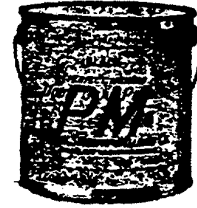
Trade discount.....per cent

Tube colors are put up in large tubes of uniform size, except No. 40 Carmine and French Carmine, L., which are put up in quarter-pound tubes, net weight.

Only the colors named above are put up in tubes.

## PERFECT METHOD SYSTEM (LIQUID) FOR CARRIAGE PAINTING

A scientific system of under-coatings and finishing colors that dries uniformly in the shortest possible time, and that cuts down the number of days and operations required under the old system to paint a vehicle durably, safely, economically and well. It is made for both new and old work. Prepared ready for use and requires no manipulation in the shop. Increases the shop output without increasing operating expenses. Catalogue giving complete information sent upon request.



### GEAR PRIMERS

|                               |       | per gal. |
|-------------------------------|-------|----------|
| Black, $\frac{1}{8}$ s and 1s | 490.2 | \$2 10   |
| Red, $\frac{1}{8}$ s and 1s   | 490.7 | 2 10     |

### GEAR SURFACERS

|                               |       |      |
|-------------------------------|-------|------|
| Black, $\frac{1}{8}$ s and 1s | 497.4 | 2 10 |
| Red, $\frac{1}{8}$ s and 1s   | 497.5 | 2 10 |

### GEAR FILLERS

|                                     |       |      |
|-------------------------------------|-------|------|
| Black, $\frac{1}{8}$ s and 1s       | 490.3 | 2 10 |
| Red, $\frac{1}{8}$ s and 1s         | 490.8 | 2 10 |
| Ebony Black, $\frac{1}{8}$ s and 1s | 490.6 | 2 60 |

### BODY PRIMERS

|                                |       |      |
|--------------------------------|-------|------|
| Black, $\frac{1}{8}$ s and 1s  | 490.1 | 2 10 |
| Yellow, $\frac{1}{8}$ s and 1s | 492.3 | 2 10 |

### BODY FILLERS (ROUGH STUFF)

|                                    |       |      |
|------------------------------------|-------|------|
| First Coat, $\frac{1}{8}$ s and 1s | 497.6 | 2 10 |
| Black, $\frac{1}{8}$ s and 1s      | 490.1 | 2 10 |

Trade discount 20 per cent *got 20%*

### GLAZING PUTTY (PASTE)

|                   |       | per pound |
|-------------------|-------|-----------|
| Dark, 1s and 5s   | 468.4 | 24        |
| Red, 1s and 5s    | 468.9 | 24        |
| Yellow, 1s and 5s | 471.2 | 24        |

Trade discount 25 per cent *got 20%*

## FREE-FLOWING COLOR VARNISHES

### ELASTIC DRYING

Free-Flowing Color Varnishes work easier, and cover more surface than Solid Rubbing. Dry to moss in 18 hours. Can be rubbed with pumice-stone and water in 36 to 48 hours.

Put up in 1-gallon varnish cans.

|                          |             |        |
|--------------------------|-------------|--------|
| *Arabian Gray            | 785.3       | \$3 35 |
| Auto Gray, D             | 785.1       | 3 35   |
| Auto Yellow              | 785.0       | 3 15   |
| Brewster Green, L. and D | 785.3-67-68 | 2 20   |
| Cadillac Green           | 677.4       | 2 75   |
| Carmine Maroon           | 784.6       | 3 30   |
| Coach Painters' Blue     | 682.0       | 3 45   |
| Dark Carmine             | 1424.0      | 3 15   |
| *Dragon Red, L           | 675.5       | 3 15   |
| *Dragon Red, D           | 785.7       | 3 15   |
| English Brewster Green   | 785.3-6768  | 2 50   |
| Green, L. and D          | 785.6       | 2 20   |
| Limousine Blue           | 787.4       | 3 15   |
| London Smoke             | 785.4       | 3 15   |
| *Mercedes Gray           | 784.8       | 3 35   |
| Meteor Blue              | 786.5       | 3 45   |
| National Red, L          | 786.6       | 3 45   |
| National Red, D          |             | 3 65   |

## FREE-FLOWING COLOR VARNISHES—Continued

### ELASTIC DRYING

|                           |      |        |
|---------------------------|------|--------|
| Peerless Green.....       | 6756 | \$2 20 |
| Platinum Gray.....        | 7847 | 3 35   |
| *Richelieu Blue.....      | 7857 | 3 15   |
| Rose Lake.....            | 7871 | 3 95   |
| *Royal Durbar Red, L..... | 7933 | 3 45   |
| Royal Durbar Red, D.....  | 6755 | 3 45   |
| *Scarlet Carmine.....     | 7914 | 3 65   |
| Vermilion.....            | 7988 | 4 55   |
| Virginia Cream.....       | 7841 | 3 35   |

Trade discount.....per cent *8*

Colors marked (\*) not carried in stock, but will be ground to order when quantity justifies.

### DRY COLORS

The dry colors listed are, with few exceptions, the same as we use in our own high-class manufactures, majority being the product of our dry-color factories, and as such will be found vastly superior in color, tone, strength and fineness to the jobbing grades so frequently offered on the market.

Our line of dry colors should be placed with every agent, as there is a large consumption of material of this character, and our line comprises the very best colors and quality it is possible to produce.

#### LAMP BLACK

|                                                  | S-W<br>Chem.<br>Refined | German-<br>town |
|--------------------------------------------------|-------------------------|-----------------|
| 1-pound Papers.....                              | 21                      | 9               |
| ½-pound Papers.....                              | 23                      | 10½             |
| ¼-pound Papers.....                              | 26                      | 12              |
| Assorted Papers (1-pound, ½-pound, ¼-pound)..... | 21                      | 10½             |
| Bulk, Barrels (Barrels 25 cents extra).....      | 10                      | 7               |

#### IVORY BLACK

|               |           |          |           |            |
|---------------|-----------|----------|-----------|------------|
| Powdered..... | <i>37</i> | 6s<br>10 | kegs<br>9 | bbls.<br>8 |
|---------------|-----------|----------|-----------|------------|

#### BLUES

|                               |           |      |      |      |
|-------------------------------|-----------|------|------|------|
| Chemically Pure Chinese.....  | 11023     | 1 52 | 1 51 | 1 50 |
| Chemically Pure Milori.....   | 11027     | 1 52 | 1 51 | 1 50 |
| Chemically Pure Prussian..... | 11042     | 1 52 | 1 51 | 1 50 |
| Extra Prussian.....           |           | 77   | 76   | 75   |
| No. 1 Prussian.....           | 11030     | 22   | 21   | 20   |
| Ultramarine (C. U.).....      | <i>78</i> | 14   | 13   | 12   |

#### BROWNS

|                                    |           |           |    |   |
|------------------------------------|-----------|-----------|----|---|
| Imported Raw Turkey Umber.....     | <i>21</i> | 7         | 6  | 5 |
| Imported Burnt Turkey Umber.....   | <i>22</i> | 7         | 6  | 5 |
| Imported Raw Italian Sienna.....   | <i>25</i> | 11        | 10 | 9 |
| Imported Burnt Italian Sienna..... | <i>26</i> | 10        | 9  | 8 |
| Imported Vandyke.....              | <i>27</i> | <i>10</i> | 6  | 5 |

#### GREENS

|                                     |             |     |    |    |
|-------------------------------------|-------------|-----|----|----|
| Chemically Pure Chrome, Light.....  | 11225       | 32  | 31 | 30 |
| Chemically Pure Chrome, Medium..... | 11227       | 48  | 47 | 46 |
| Chemically Pure Chrome, Dark.....   | 11229       | 72  | 71 | 70 |
| Lime Proof, L., M. and D.....       | 11233-64-65 |     |    |    |
| French Crown, Extra Light.....      | 11200       | 10½ | 9½ | 8½ |
| French Crown, Light.....            | 11201       | 12  | 11 | 10 |
| French Crown, Medium.....           | 11202       | 15  | 14 | 13 |
| French Crown, Dark.....             | 11203       | 17  | 16 | 15 |
| No. 1 Chrome, Light.....            | 11205       | 8½  | 7½ | 6½ |
| No. 1 Chrome, Medium.....           | 11204       | 9   | 8  | 7  |
| No. 1 Chrome, Dark.....             | 11205       | 11  | 10 | 9  |
| No. 5 Chrome, Light.....            | 11207       | 7   | 6  | 5  |
| No. 5 Chrome, Medium.....           | 11208       | 8   | 7  | 6  |
| No. 5 Chrome, Dark.....             | 11209       | 9   | 8  | 7  |

# DRY COLORS—Continued

## REDS

|                                       |                      | 6s | kegs | bbls. |
|---------------------------------------|----------------------|----|------|-------|
| Imported English Indian.....          | 17                   | 10 | 9    | 8     |
| Imported English Tuscan.....          | 50                   |    |      |       |
| Turkey, L.....                        | 1012.4               | 34 | 33   | 32    |
| Turkey, D.....                        | 1012.0               | 52 | 51   | 50    |
| Genuine English Rose Pink.....        | 1014.8               | 27 | 26   | 25    |
| Non-Fading Red Lake.....              | 1006.4               | 24 | 23   | 22    |
| Premier Non-Fading, L., M. and D..... | 1016.2-1004.1-1011.1 | 24 | 23   | 22    |
| Orinoco Vermilion.....                | 1002.2               | 26 | 25   | 24    |
| Carnelian Vermilion.....              | 1002.3               | 20 | 19   | 18    |
| Euclid Vermilion.....                 | 1003.4               | 16 | 15   | 14    |
| American Vermilion, L. and D.....     | 30.2 + 5             | 27 | 26   | 25    |
| *Orange Mineral.....                  | 53                   |    |      |       |
| *Red Lead.....                        | 79                   |    |      |       |

\*Prices, subject to market changes, will be furnished on application.

## BERGER'S GENUINE ENGLISH VERMILION

|                 |        | 7 and<br>15-lb.<br>bags | 30 and<br>50-lb.<br>bags | 100 and<br>500-lb.<br>kegs |
|-----------------|--------|-------------------------|--------------------------|----------------------------|
| Orange.....     | 1000.2 | 150                     |                          |                            |
| Scarlet.....    | 1000.3 |                         |                          |                            |
| Extra Pale..... | 1000.4 |                         |                          |                            |

For printing, lithographing and sundry manufacturing uses.

|                 |           |     |  |  |
|-----------------|-----------|-----|--|--|
| Pale.....       | 60.2      | 150 |  |  |
| Deep.....       | 60.2      |     |  |  |
| Extra Deep..... | 60.2 + 10 |     |  |  |

Particularly adapted for carriage and general painting purposes.

Prices, subject to market changes, will be furnished on application.

*all shades 150 lb. 7/11/15*  
*Berger's 702*

## YELLOWS

|                                           |                      | 6s    | kegs  | bbls. |
|-------------------------------------------|----------------------|-------|-------|-------|
| Chemically Pure Chrome, L., M. and O..... | 1200.7-1201.0-1201.1 | 18    | 17    | 16    |
| Extra Chrome, L., M. and O.....           | 1201.1-1201.9-1201.7 | 15    | 14    | 13    |
| No. 1 Chrome, L., M. and O.....           | 1201.3-1201.5-1201.6 | 10    | 9     | 8     |
| No. 5 Chrome, L., M. and O.....           | 1202.5-1202.6-1202.7 | 8     | 7     | 6     |
| Genuine Dutch Pink.....                   | 63                   | 11    | 10    | 9     |
| Golden Ochre.....                         | 14                   | 6 1/4 | 5 1/4 | 4 1/4 |
| Imported French Ochre.....                | 18                   | 5     | 4     | 3     |
| Domestic Ochre.....                       | 524                  | 3 1/4 | 2 1/4 | 1 1/4 |

## WHITES

|                                     |     |       |       |  |
|-------------------------------------|-----|-------|-------|--|
| *Strictly Pure White Lead.....      | 1   |       |       |  |
| Genuine Green Seal French Zinc..... | 2   | 15    | 14    |  |
| English Cliff Paris White.....      | 5.3 | 2 1/4 | 1 1/4 |  |
| Extra Bolted Gilders Whiting.....   | 16  | 2 1/4 | 1 1/4 |  |
| Plaster Paris.....                  | 37  | 3 1/4 | 2 1/4 |  |

## FILLERS

|                   |      |       |       |  |
|-------------------|------|-------|-------|--|
| Reno's Umber..... | 3    | 3     | 2     |  |
| Keystone.....     | 22   | 2 1/4 | 1 1/4 |  |
| English.....      | 22.0 | 2 1/4 | 1 1/4 |  |

## METALLIC PAINTS

|                            |    |       |       |  |
|----------------------------|----|-------|-------|--|
| English Venetian Red.....  | 13 | 2 1/4 | 1 1/4 |  |
| Iron Ore Red (Rossie)..... | 23 | 2 1/4 | 1 1/4 |  |
| Princes Metallic.....      | 21 | 2 1/4 | 1 1/4 |  |

\*Prices, subject to market changes, will be furnished on application.



0007-SWP-000010747

# **TRADE SALES VARNISHES**

**REPRESENTATIVES' CONFIDENTIAL PRICE-LIST**

**MASTER PAINTERS' VARNISH SPECIALTIES**

**FIRST-COATERS AND LIQUID FILLERS**

**MISCELLANEOUS VARNISHES**

**CARRIAGE VARNISHES**

**DRIERS AND JAPANS**

**ASPHALTUMS**

**SHELLACS**



A-15 557

0007-SWP-000010748



*Some of our varnish fires. Skilled varnish-makers combine the melted gums and linseed oil at high temperature*



*Where the varnish is carefully filtered to remove all trace of sediment—a reason why SWV is so clear*

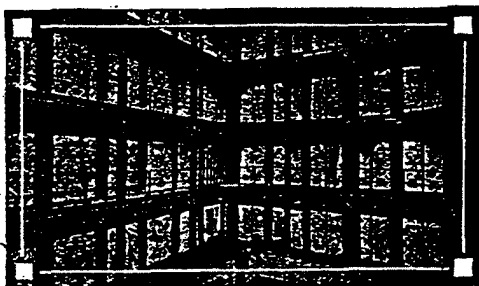
## **SHERWIN-WILLIAMS VARNISHES**

**T**HE facilities afforded by the largest system of paint and varnish factories in the world, give us advantages for the manufacture of varnishes that cannot be duplicated in any other plant. We manufacture all the linseed oil we use, and are thus able to control the quality of this all-important ingredient. We use the very finest quality of varnish gums, specially selected for each particular grade of varnish. Our chemical laboratories are complete in every detail, so that we can apply every known test to both raw materials and finished products, and make sure that they are not only of highest quality, but conform to standard in every respect.

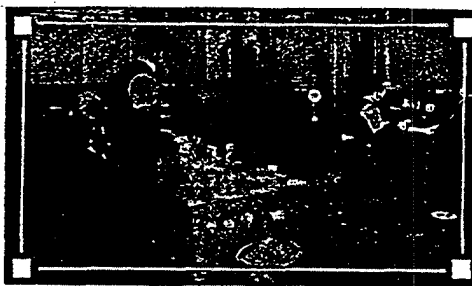
We list on the following pages the most largely used lines of varnish we manufacture. Each is designed to meet a specific requirement. All conditions which surround its use are taken carefully into consideration, and the varnish must demonstrate through practical test that it meets every requirement for the purpose intended, before it is placed on the market. S-W Varnishes can always be depended upon to give satisfactory results. They have long since passed the experimental stage, and the success which has attended their use for many years is sufficient guarantee of their quality.

We also list a very complete line of Driers, Japans, Asphaltums, Shellacs, etc. Each product is the standard of quality for the purpose intended, and has been in use for years with entire satisfaction.

With such a complete and satisfactory line the dealer is in position to handle the varnish business in his locality to the very best advantage.



*One of the storage-rooms. This gives an idea of our extensive facilities. SWV is always mature and well-aged*



*Varnish experts test every batch of SWV before it leaves the factory. SWV is uniform and dependable*



**Use**—For interior use only, where a pale, easy-working, high-grade gloss finish is desired. Excello is a general favorite with the contractor and painter.

**Characteristics**—*Drying*. Excello dries dust-free in about 6 hours, hard in 24 to 36 hours and can be rubbed dull after 48 hours.

**Water Resistance**. Excello is not easily affected by moisture. Is very pale in color.

**Application**—Excello should be used for all coats without thinning, and where desired can be rubbed to a beautiful dull finish, after the last coat has dried 48 hours.

**Competitive Products**

Berry Bros.—Luxeberry Wood Finish  
Glidden—Master Painters' Durable Interior  
Murphy—Transparent Wood Finish Interior  
Pratt & Lambert—No. 38 Preservative  
Standard—Elastica No. 2

### **PALE FLOWING CABINET**

**Use**—Especially recommended for medium-priced inside housework, designed chiefly for the Master Painter.

**Characteristics**—Dries dust-free in 3 to 4 hours, hard in 24 hours and can be rubbed to a dull finish in 48 hours.

**Application**—Use for all coats without reduction as it comes from package.

**Competitive Products**

Standard—Elastica Preservative  
Chicago—Pale Interior Finish  
Glidden—Inside Spar  
Murphy—Coach Interior B  
Pratt & Lambert—Extra No. 1 Coach

### **PREMO HARD OIL**

**Use**—Recommended for medium-priced work on interiors, where high gloss is desired. A very representative, good quality hard oil.

**Characteristics**—Premo Hard Oil dries dust-free in 4 to 6 hours, hard overnight, and can be rubbed to a dull finish in 24 to 36 hours if desired.

Pale in color, easy working, brilliant gloss.

**Application**—Use as it comes from package without reduction.

**Competitive Products**

Chicago—Hard Oil  
Glidden—Light Hard Oil Finish  
Murphy—Hard Oil Finish No. 59  
Standard—G. P. Hard Oil Finish

### **INTERIOR COACH**

**Use**—As the name indicates—a high-gloss Coach Varnish for interior use on cheap and medium work.

**Characteristics**—Dries dust-free in 2 to 3 hours and hard in 24 hours.

Pale in color.

**Application**—Use as it comes from package.

**Competitive Products**

Berry Bros.—Inside Coach  
Chicago—Special Coach  
Glidden—M. P. Special Coach  
Pratt & Lambert—Interior Coach

### **HIGH GLOSS INTERIOR**

**Use**—A low-priced Coach Varnish for cheap interior work.

**Characteristics**—Dries dust-free in 4 to 6 hours and hard in about 24 hours. High Gloss Interior, is medium pale in color, works easily and dries with a brilliant gloss as the name indicates.

**Application**—Use as it comes from package.

**Competitive Products**

Berry Bros.—B Furniture  
Chicago—No. 1 Furniture  
Murphy—No. 2 Furniture  
Pratt & Lambert—No. 2 Furniture  
Standard—Standard Furniture



## **VELVET FINISH No. 1044**

**Use**—Designed as a finishing coat over some other good varnish or shellac, to imitate genuine dull, rubbed work. Velvet Finish No. 1044 produces the dull, velvety effect so much desired at present and is especially effective on Interior work of the higher order. Saves both labor and expense as well as time.

**Characteristics**—Unlike many flat drying varnishes on the market—Velvet Finish No. 1044 is a clear varnish, and carries no pigment. It therefore shows no laps or brush-marks, and is easily applied the same as any other clear varnish.

**Drying**. Dries dust-free in 6 to 8 hours and hard overnight.

**Water Resistance**. Velvet Finish No. 1044 is water resisting and will not spot white easily. Pale in color.

**Application**—Velvet Finish No. 1044 should be applied over a good grade varnish or shellac, since it is intended as a finishing coat, to produce a dull-rubbed effect. Use Velvet Finish No. 1044 as it comes from the package, and shake thoroughly before using. Beautiful Mission effects are secured in using this as a finishing coat (over an intermediate varnish coat) in connection with our Handcraft and Woodcraft Stains.

### **Competitive Products**

Berry Bros.—Dull Gloss Finish  
Chicago—Dead-lac  
Glidden—Like-a-rub  
Murphy—No-gloss  
P. & L.—Dulkote  
Standard—Flat-tine

## **MISSION-LAC**

**Use**—Is intended as a first-coater or finishing-coat on surfaces stained in Mission effects, one coat on top of stain producing a finish similar to that obtained with a coat of shellac and a coat of furniture wax.

**Characteristics**—Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Will not wash up, scour or bleed any well-made stain. Does not become ropy when standing open.

**Application**—Can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

## **HARD DRYING SEAT**

**Use**—Intended primarily for church and school furniture and similar work.

**Characteristics**—Dries dust-free in about 4 hours and hard in about 48 hours with a full lustre. Can also be rubbed to a dull surface if desired.

As the name indicates this varnish dries hard, and will not soften nor print under heat and pressure.

**Application**—Apply as it comes from package.

### **Competitive Products**

Berry Bros.—Hard Drying Church Oak  
Chicago—Hyperion Finish  
Glidden—Cabinet Polishing  
Murphy—Best Hard Church Oak  
Pratt & Lambert—Church Pew Varnish  
Standard—G. P. Seat Varnish

## **No. 1 COACH**

**Use**—For exterior and interior use.

**Characteristics**—Dries dust-free in 6 hours and hard in 36 hours. No. 1 Coach is elastic, works easily and dries with a brilliant lustre.

**Application**—Use as it comes from package.

### **Competitive Products**

Berry Bros.—No. 1 Coach  
Chicago—Extra Coach  
Glidden—No. 1 Coach  
Murphy—Coach Interior B  
Pratt & Lambert—No. 1 Coach

## **PREMO FURNITURE**

**Use**—A good, cheap varnish for interior work.

**Characteristics**—Dries dust-free in 4 to 6 hours and hard in 24 to 36 hours. Possesses good gloss and is easy working.

**Application**—Use as it comes from package.

### **Competitive Products**

Berry Bros.—B Furniture  
Murphy—No. 2 Furniture  
Pratt & Lambert—No. 2 Furniture  
Standard—Standard Furniture

## SHERWIN-WILLIAMS VARNISHES

The Varnishes listed below represent a concrete and condensed selection of products which will cover every varnish requirement of your trade—not only from the standpoint of quality, but of price as well. Concentrate your efforts on these varnishes—"Your Leaders"—and place them on the shelves of every one of your agents and dealers, and in the hands of your painters.

The following pages describe in detail important data and information on "Your Leaders." This information constitutes valuable sales arguments.

Choose from the "Miscellaneous" list only when absolutely necessary.



### THE WATER-PROOF FLOOR VARNISH

**Use**—Designed especially for Floors, both new and old in residences, hotels, public institutions, office buildings, etc.

**Characteristics—Drying.** Mar-not dries dust-free in 3 to 4 hours, and well overnight, with necessary gloss. Mar-not can be walked upon the next day.

**Water Resistance.** Mar-not is absolutely water-proof, positively will not spot white nor mar white. Leaky radiators, rain through open windows, dripping umbrellas, etc., cause no harm whatever to floors finished with Mar-not.

**General.** Mar-not is pale in color, permitting its use over lightest colored and finest woods such as used in parquet flooring, etc., without discoloration. Mar-not is extremely tough, elastic and durable.

**Application**—For best results Mar-not should be applied direct to the wood, reducing first coat about 10 per cent with pure turpentine, succeeding coats without reduction. Shellac or Pigment First-Coaters should never be used.

On open-grained woods such as oak, ash, chestnut, etc., use S-W Paste Filler of the desired shade, being careful to clean off thoroughly when the filler has set. Allow filler to dry hard before varnishing. Light and perfect ventilation are necessary to proper drying and hardening of any finish, especially floor varnish. In refinishing old floors, care should be taken to remove all traces of grease and dirt before revarnishing.

### HARD DRYING FLOOR

**Use**—Practically the same as Mar-not but at a less cost, and designed for less expensive work. The quality of Hard Drying Floor is equal to almost any of the high-grade floor varnishes on the market, and superior to many listed at a higher price.

**Characteristics—Drying.** Hard Drying Floor dries dust-free in 3 to 4 hours and hard enough to be walked upon the next day.

**Color.** Hard Drying Floor, is pale in color, works easily and possesses splendid covering capacity—is very durable.

**Water-proof.** Hard Drying Floor, is water-proof, and positively will not spot white.

**Application**—Hard Drying Floor should be applied direct to the wood. On open-grained woods, such as oak, ash, chestnut, etc., use S-W Paste Filler of the desired shade, being careful to clean off thoroughly when the filler has set.

Allow filler to dry hard before varnishing. Do not use Shellac or Liquid Filler of any kind under Hard Drying Floor. On new floors reduce first coat about 10 per cent with turpentine—succeeding coats full body as it comes from package.

#### Competitive Products

Hard Drying Floor compares very favorably with the best grades of Floor Varnishes of other manufacture and successfully meets such competition as mentioned in connection with Mar-not (see above), also being lower in price.

### No. 1 FLOOR

**Use**—Intended for medium and cheap floors where low consistent price is of first importance.

**Characteristics—Drying.** No. 1 Floor dries dust-free in 3 to 4 hours, hard to recoat in 24 hours and sufficiently hard to walk upon in 36 to 48 hours.

**Water-proof.** No. 1 Floor is water-proof and will not spot white with water. No. 1 Floor is not quite as heavy in body as Mar-not or Hard Drying Floor.

**Application**—Do not use Shellac or Liquid Filler underneath No. 1 Floor. Apply as it comes from package—reducing first coat about 10 per cent with turpentine for new work. Succeeding coats full body. On open-grained woods, use S-W Paste Filler of desired shade, cleaning Filler off thoroughly when set, and allow to dry hard before varnishing.

#### Competitive Products

Few varnish manufacturers list more than one Floor Varnish, so that when Mar-not proves too expensive for certain trade, the Representative need have no hesitancy in selling either Hard Drying Floor or No. 1 Floor as representing the best possible quality for the necessary price.

## DURABLE LINOLEUM FINISHING

**Use**—As the name indicates, this varnish is primarily a Floor Varnish, but especially adapted for use on Linoleum and Oilcloth.

**Characteristics—Drying.** Dries dust-free in 4 to 5 hours and hard overnight. Is pale in color permitting its use over light-colored linoleum. Durable Linoleum Finishing is easy working, free flowing, very elastic and durable, not tending to check or crack through any ordinary handling to which linoleum is subjected.

**Water-proof.** Durable Linoleum Finishing is water-proof and will not spot white when continuously washed and scrubbed, even with hot water.

**Application**—Apply same as any Floor Varnish being sure that the Linoleum is thoroughly cleansed from grease and dirt and is thoroughly dry before varnishing.

### Competitive Products

Berry Bros.—Granitum "A"  
Chicago—Linoleum Shield  
Glidden—Linoleum Varnish  
Murphy—Linoleum Varnish  
Pratt & Lambert—No. 61 Floor

## THE WATER-RESISTING INTERIOR VARNISH

**Use**—Designed as an elastic water-resisting varnish for all Furniture and Interior Woodwork of the highest grade—tables, bar-tops, bath-rooms, kitchens, etc.

**Characteristics—Scar-not** dries dust-free in 3 to 4 hours and hard in 48 hours. Will rub and polish easily with a high gloss. Scar-not is pale in color, extremely tough and hard wearing.

Scar-not will not scar nor mar white, neither will it spot white with hot or cold water or hot dishes. Boiling water poured on its surface does not affect Scar-not in the least.

**Application**—On new work, Scar-not should be thinned with about one-half pint pure turpentine per gallon of varnish for first coat—second and third coats should be applied without thinning. Allow 36 to 48 hours between coats.

On open-grained woods, such as oak, mahogany, etc., use first a coat of S-W Paste Filler of the desired shade, clean off well when filler has set, allowing it to thoroughly dry before varnishing. Previously varnished surfaces should be thoroughly cleaned and sandpapered before revarnishing.

### Competitive Products

Valentine—Valspar  
Berry Bros.—Luxeberry Wood Finish Interior and Luxberry Spar  
Glidden—M. P. Durable Interior  
Murphy—Transparent Wood Finishing  
Pratt & Lambert—No. 38 Preservative  
Standard—Elastica No. 2

Not as good gloss, does not have as good general appearance.  
None of these anywhere near as water-proof.

## "THE KING OF ALL SPAR VARNISHES"

**Use**—Especially adapted for use on boats and any exterior surfaces exposed to water or severe weather.

**Characteristics—Drying.** Rexpar dries dust-free in 3 to 4 hours and well overnight. Rexpar is pale in color, heavy bodied, brushes and flows out freely.

**Water Resistance.** Rexpar absolutely will not turn white, even when constantly submerged in fresh or salt water or subjected to boiling water.

**Application**—The surface to be varnished should be absolutely clean and dry. Shellac or other Primers should never be used under Rexpar. On new work, thin first coat with about one pint of turpentine to one gallon of Rexpar. Apply second and third coats without thinning. Forty-eight hours should be allowed between coats and before submerging.

On open-grained woods, such as oak, ash, chestnut, etc., use a first coat of S-W Paste Filler of the desired shade, being careful to clean off well when the filler has set, and allowing it to dry thoroughly before varnishing. Previously varnished surfaces should be thoroughly cleaned and sandpapered before revarnishing.

### Competitive Products

Berry Bros.—Luxeberry Spar  
Valentine & Co.—Valspar  
Pratt & Lambert—Impermaline

No more water-proof, less gloss and less durability, also polishes much harder.  
Neither as elastic, nor water-resisting; not nearly as durable.

## "A GOOD OLD-FASHIONED VARNISH"

**Use**—A Master Painters' varnish for outside and inside use. Its splendid qualities are well known to the trade.

**Characteristics—Drying.** Kopal dries dust-free in 6 to 8 hours and hard in about 2 days with a high gloss. Kopal is pale in color, also tough, elastic and durable.

**Water Resistance.** Kopal possesses good water-proofing qualities.

**Application**—For first-coat work, reduce in the proportion of one-half pint pure turpentine to the gallon of varnish, and for second and third coats, use without reducing. Can be used over shellac or other good first-coaters, although best results will be secured is using Kopal from first to finishing coats.

### Competitive Products

Berry Bros.—Luxeberry Wood Finish Exterior  
Chicago—Exterior Oak  
Glidden—Marine Spar  
Murphy—Spar Finish Exterior  
Pratt & Lambert—Palest Exterior

## FIRST-COATERS AND LIQUID FILLERS

### MISSION-LAC

**Use**—Is intended as a first-coater or finishing-coat on surfaces stained in Mission effects, one coat on top of stain producing a finish similar to that obtained with a coat of shellac and a coat of furniture wax.

**Characteristics**—Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Will not wash up, scour or bleed any well-made stain. Does not become ropy when standing open.

**Application**—Can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

### SHELLACINE

**Use**—A specialty for first-coating on interior woodwork—(floors, kitchens and bath-rooms excepted—also any surfaces particularly subject to water or moisture).

**Characteristics**—Shellacine contains a pigment which does not settle out hard or become gummy in bottom of package. Seals the surface perfectly, thereby preventing absorption.

**Application**—Use as it comes from package, stirring slightly if package has been standing any time. Shellacine should be only lightly sanded before applying succeeding varnish coats.

**Competitive Products**

Standard Varnish Co.—Standard Liquid Filler

### LIQUID FILLER

**Use**—Largely used as a substitute for Shellac, on interior woodwork not subjected to water or moisture. Should not be used on floors.

**Characteristics**—A pigment first-coater. Dries in 24 hours and sands to a perfect finish preparatory for succeeding varnish coats.

**Application**—Use as it comes from package, stirring slightly first. Sand lightly before applying subsequent varnish coats.

**Competitive Products**

Berry Bros.—White Granite Filler

Pratt & Lambert—Crystal Liquid Wood Filler

Standard—G. P. Liquid Primer

### WALL SIZE

A good sizing coat for wall surfaces preparatory to finishing.

## DRIERS AND JAPANS

### HERCULES DRIER

**Use**—For drying oils, paste, wood fillers, paints, etc., and designed for the Master Painter and furniture trade.

**Characteristics**—Mixes readily with oil, and will not curdle or separate. Heavy bodied and possesses great drying strength. Greatly improves the elasticity of any material to which it may be added as a drier.

### DRY-O-NITE

**Use**—The Master Painters' Drier for general all-around use.

**Characteristics**—Strong, reliable, economical, uniform. Mixes readily with oil without curdling or separating. Is free from sediment, and will not burn paint or cause surface-drying, as it dries from the inside out.

**Application**—For average drying weather, Dry-o-nite should be added in proportion of one gallon to 15 gallons linseed oil.

### JAPAN DRIER

**Use**—For general work where a drying agent is required.

**Characteristics**—Medium in color, possessing good drying strength, very economical and satisfactory.

### GOLD SIZE JAPAN

**Use**—A binder which can be used with delicately colored pigments without injury to them, also to harden rough stuffs, etc.

**Characteristics**—A superior article, economical, owing to its strength; perfectly safe to use with any mixture, and to facilitate the drying of all under-coats. It is safe and certain.

### COACH PAINTERS' JAPAN

**Use**—Especially prepared for Coach Painters' use in preparation of all under-coatings.

**Characteristics**—A thoroughly reliable article, uniform at all times, and at a reasonable and popular price.

## **ASPHALTUMS**

### **FINEST TURPENTINE ASPHALTUM**

A strictly pure turpentine asphaltum for best grade work where a good quality asphaltum is necessary.

### **NO. 1 ASPHALTUM**

Use—Suitable for rough castings, sheet iron work, etc.

Characteristics—For brush work, one part naphtha to four parts asphaltum, and for dipping, one part naphtha to two parts asphaltum. Dries dust-free in 15 to 20 minutes and hard in 4 to 5 hours. A good, cheap, black paint for castings, etc.—brush or dip. Reduce with benzine for dipping.

### **PREMO ASPHALTUM**

A good, cheap, black paint for castings, etc.—brush or dip. Reduce with benzine for dipping.

## **CARRIAGE VARNISHES**

### **BODY FINISHING**

#### **WHITEST BODY FINISHING**

Use—A finishing or final coat for highest grade body finishing work over any and all colors. Use one coat flowed on over Whitest Body Rubbing.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 3 days. Very pale in color, permitting its use over white, and most delicate shades.

#### **WEARING BODY FINISHING**

Use—For finishing coats on best work where extreme durability is required. Use one coat over Extra Pale Body Rubbing.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 2 days. Pale in color, possessing easy working and flowing qualities.

#### **CARRIAGE BODY FINISHING**

Use—Designed particularly for one-coat finishing. Use one coat over Extra Pale Body Rubbing.

Characteristics—Dries dust-free in 8 to 10 hours and hard in about 2 days. As pale in color as Wearing Body Finishing, has excellent body, works and flows very freely under the brush.

## **GEAR FINISHING**

#### **WHITEST GEAR FINISHING**

Use—For use over white and delicate colors as a pale gear finishing varnish. Use over color varnish or our Whitest Gear Rubbing.

Characteristics—Dries dust-free in 4 to 5 hours, to handle in 24 hours, and hard in about 2 days. Superfine quality, unsurpassed for color, brilliancy, working, flowing and durability.

#### **ELASTIC GEAR FINISHING**

Use—Highest grade all-around gear finishing varnish made.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 2 days. Not quite as pale in color as Whitest Gear Finishing.

#### **PALE PERFECTION GEAR**

Use—For finishing running parts on good grade work over delicate colors.

Characteristics—Dries dust-free in about 6 hours, hard enough to handle in 36 hours and hard in 2 days. Pale in color.

#### **ONE COAT CARRIAGE**

Use—A moderately quick drying finishing varnish for general repair work.

Characteristics—Dries dust-free in 6 hours and hard in 48 hours. Is easy working, produces a rich high lustre.

#### **EXTRA PALE EXPRESS COACH**

Use—Specially adapted for use on express and delivery wagon gears.

Characteristics—Dries dust-free in 6 to 8 hours, hard enough to handle in 36 to 40 hours. Pale, durable and elastic, works and flows freely on large surfaces.

#### **HARD DRYING GEAR**

Use—The name is thoroughly descriptive.

Characteristics—Dries dust-free in 5 to 6 hours, to handle overnight, and hard in 2 days. Medium pale in color, tough, durable and hard drying.

## WAGON COACH

Use—A Finishing Varnish for wagons and repair-work.

Characteristics—Dries dust-free in about 6 to 8 hours, and hard in 2 days. Light in color and very durable.

## WHITEST BODY RUBBING

Use—For use on finest grade work over white and delicate colors. Also on darker colors to bring out their full rich tone. Use under Whitest Body Finishing.

Characteristics—Dries dust-free in 6 to 8 hours and hard to rub, without sweating, in 36 to 48 hours. Whitest Body Rubbing is very elastic.

## EXTRA PALE BODY RUBBING

Use—A very high-grade Body Rubbing Varnish.

Characteristics—Dries dust-free in 4 to 5 hours and hard to rub in 2 to 3 days without sweating. Extremely pale in color and easy working.

## PALE QUICK RUBBING

Use—A rubbing Varnish for quick work.

Characteristics—Dries dust-free in 4 to 5 hours and can be rubbed in 36 to 48 hours without sweating.

## QUICK RUBBING

Use—For very quick work, and a splendid general purpose rubbing.

Characteristics—Dries dust-free in 3 to 4 hours and can be rubbed in 24 to 36 hours, still retaining its full measure of elasticity and durability.

## GEAR RUBBING

Use—For use on medium and cheaper grade gear work.

Characteristics—Dries dust-free in 4 hours and hard to rub in 2 days. Works freely and flows well.

## YOUR LEADERS

|                                                                                   | Gals.     | 1/2 Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | 1/2 Pts.<br>each |
|-----------------------------------------------------------------------------------|-----------|----------------------|------------------|--------------|------------------|
| 01 MAR-NOT—The Water-proof Floor Varnish.                                         | 3-80 3/10 | 3-20 3/35            | 3-35 5/10        | 44 1/2       | 25 2/6           |
| 02 Hard Drying Floor.                                                             | 2-80 1/10 | 2-80 2/10            | 2-95 1/10        |              |                  |
| 03 No. 1 Floor.                                                                   | 2-80 1/10 | 2-80 2/10            | 2-55 3/10        |              |                  |
| 03 Durable Linoleum Finish.                                                       | 2-00 1/10 | 2-20 3/10            | 3-35 2/10        | 44 1/2       | 25 2/6           |
| 03 SCAR-NOT—The Water-resisting Varnish for general inside use.                   | 3-80 1/10 | 3-20 1/10            | 3-35 3/10        | 44 1/2       | 25 2/7           |
| 04 REXPAR—The Water-proof Spar Varnish for canoes, boats and general outside use. | 4 75      | 4 95                 | 5 10             | 66           | 36               |
| 01 KOPAL — The best (old-fashioned) all around painters' varnish for general use. | 3 30      | 3 50                 | 3 65             | 48           | 27               |
| 02 EXCELLO.                                                                       | 2-35 2/10 | 2-95 3/10            | 3-10 3/10        | 41 1/2       | 24 2/5           |
| 03 Pale Flowing Cabinet.                                                          | 2-15 2/10 | 2-35 2/10            | 3-20 2/10        | 33 1/2       | 20 2/1           |
| 04 Premo Hard Oil.                                                                | 2-80 1/10 | 2-80 2/10            | 2-35 1/10        | 32 1/2       | 19 2/10          |
| 04 Interior Coach.                                                                | 1-35 1/10 | 1-95 2/10            | 2-10 2/10        | 28 1/2       | 17 1/8           |
| 04 High Gloss Interior.                                                           | 1-45 3/10 |                      |                  |              |                  |
| 010 Velvet Finish No. 1044.                                                       | 2-30 1/10 | 2-70 1/10            | 2-85 2/10        | 40 1/2       |                  |
| 067 Mission-lac.                                                                  | 2-25 2/10 | 2-45 2/10            | 2-60 3/10        | 37 1/2       | 21 2/2           |
| 067 Hard Drying Seat.                                                             | 2-80 1/10 | 3-20 3/10            | 3-35 1/10        | 44 1/2       | 25 2/6           |
| 04 No. 1 Coach.                                                                   | 2-80 2/10 | 2-80 2/10            | 2-35 2/10        | 34 1/2       | 20 2/1           |
| 016 Premo Furniture.                                                              | 1-80 1/10 | 1-80 1/10            | 1-85 1/10        | 25 1/2       | 15 1/6           |

## FIRST-COATER AND LIQUID FILLERS

The following represent the best sellers in our line of First-Coaters, Liquid Fillers, Driers, Japanes, etc. Devote your attention to their sale:

### FIRST-COATERS

|                                                                                                        | Gals.     | 1/2 Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | 1/2 Pts.<br>each |
|--------------------------------------------------------------------------------------------------------|-----------|----------------------|------------------|--------------|------------------|
| 0079 MISSION-LAC—Designed both as finishing coat for Mission Furniture, also as an ideal First-Coater. | 1-85 2/10 | 2-45 2/10            | 2-10 4/10        | 37 1/2       | 21 2/2           |
| 008 Shellacine—Description.                                                                            | 1-80 1/10 | 1-80 1/10            | 1-80 1/10        | 33 1/2       | 20 2/1           |
| 500 Liquid Filler.                                                                                     | 1-80 1/10 | 1-80 1/10            | 1-80 1/10        | 33 1/2       | 20 2/1           |
| 6690 Wall Size.                                                                                        | 1-80 1/10 |                      |                  |              |                  |

## DRIERS AND JAPANS

|                                                   | Gals.    | ½ Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | ½ Pts.<br>each |
|---------------------------------------------------|----------|--------------------|------------------|--------------|----------------|
| 0404 Hercules Drier.....                          | 1.00 190 | 2.00 210           | 2.50 225         | 29 31        | 14 15          |
| 0229 Dry-o-nite (The Master Painters' Drier)..... | 1.30 140 | 1.30 160           | 1.65 175         | 25 27        | 12 13          |
| 0203 Japan Drier.....                             | 1.30 120 | 1.30 140           | 1.65 175         | 22 24        | 11 12          |
| 0518 Gold Size Japan.....                         | 3.30 360 | 3.30 380           | 3.85 395         | 53 55        | 26 27          |
| 0633 Coach Painters' Japan.....                   | 2.00 220 | 2.60 270           | 2.35 245         |              |                |

## ASPHALTUMS

|                                       |      |      |      |    |    |
|---------------------------------------|------|------|------|----|----|
| 0977 Finest Turpentine Asphaltum..... | 2 00 | 2 20 | 2 35 | 31 | 18 |
| 0757 No. 1 Asphaltum.....             | 1 25 | 1 45 | 1 60 | 25 | 15 |
| 0758 Premo Asphaltum.....             | 85   | 1 05 | 1 20 | 17 | 12 |

## SHELLACS

|                          | Qts.<br>Drs. Net | Pts. | ½ Pts. | ¼ Pts.<br>Market |
|--------------------------|------------------|------|--------|------------------|
| Pure White Shellac.....  |                  |      |        |                  |
| Pure Orange Shellac..... |                  |      |        |                  |
| White Shellac.....       |                  |      |        |                  |
| Orange Shellac.....      |                  |      |        |                  |

(Prices subject to change without notice)

## CARRIAGE VARNISHES

|                                            | Gals. | ½ Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | ½ Pts.<br>each |
|--------------------------------------------|-------|--------------------|------------------|--------------|----------------|
| 0843 Whitest Body Finishing.....           | 6 00  | 6 20               | 6 35             |              |                |
| 01181 Wearing Body Finishing.....          | 5 50  | 5 70               | 5 85             |              |                |
| 0431 Carriage Body Finishing.....          | 3 50  | 3 70               | 3 85             |              |                |
| 0447 Whitest Gear Finishing.....           | 5 25  | 5 45               | 5 60             |              |                |
| 0444 Elastic Gear Finishing.....           | 5 00  | 5 20               | 5 35             |              |                |
| 0415 Pale Perfection Gear.....             | 4 25  | 4 45               | 4 60             |              |                |
| 0255 One Coat Carriage (Body or Gear)..... | 4 25  | 4 45               | 4 60             | 60           |                |
| 0446 Extra Pale Express Coach.....         | 3 75  | 3 95               | 4 10             |              |                |
| 0425 Hard Drying Gear.....                 | 3 00  | 3 20               | 3 35             |              |                |
| 0424 Wagon Coach.....                      | 2 70  | 2 90               | 3 05             |              |                |
| 01155 Whitest Body Rubbing.....            | 5 50  | 5 70               | 5 85             |              |                |
| 0355 Extra Pale Body Rubbing.....          | 4 50  | 4 70               | 4 85             |              |                |
| 01150 Pale Quick Rubbing.....              | 4 00  | 4 20               | 4 35             |              |                |
| 0429 Quick Rubbing (Body or Gear).....     | 3 25  | 3 45               | 3 60             | 47           |                |
| 0324 Gear Rubbing.....                     | 3 00  | 3 20               | 3 35             |              |                |

## MISCELLANEOUS VARNISHES, JAPANS, DRIERS, ETC.

(Select from this list only when absolutely necessary)

|                                          | Gals. | ½ Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | ½ Pts.<br>each |
|------------------------------------------|-------|--------------------|------------------|--------------|----------------|
| 0404 Durable Spar.....                   | 4 75  | 4 95               | 5 10             | 66           | 36             |
| 0347 Marine Spar.....                    | 3 25  | 3 45               | 3 60             |              |                |
| 0347 Federal Building Varnish.....       | 3 25  |                    |                  |              |                |
| 0347 Pale Interior Polishing.....        | 3 30  | 3 50               |                  |              |                |
| 0278 Transparent Floor.....              | 2 80  | 3 00               | 3 15             |              |                |
| 01136 No. 5 Exterior.....                | 2 70  |                    |                  |              |                |
| 01120 Pale Durable Interior.....         | 2 25  | 2 45               |                  |              |                |
| 0418 No. 5 Interior.....                 | 2 00  | 2 20               |                  |              |                |
| 0418 Lustral Coach.....                  | 1 85  |                    |                  |              |                |
|                                          | Gals. | ½ Gal.<br>per Gal. | Qts.<br>per Gal. | Pts.<br>each | ½ Pts.<br>each |
| 0904 Durable Wood Finish (Exterior)..... | 5 00  | 5 20               | 5 35             |              |                |
| 0244 Durable Wood Finish (Interior)..... | 4 00  | 4 20               | 4 35             |              |                |
| 0748 Bar Top Finish.....                 | 3 30  | 3 50               | 3 65             | 48           | 27             |
| 0325 Durable Household.....              | 3 00  | 3 20               | 3 25             | 44           | 25             |
| 0101 Finest White Damar.....             | 3 30  | 3 50               | 3 65             | 48           | 27             |
| 0101 No. 1 Damar.....                    | 2 60  | 2 80               | 2 95             | 39           | 22             |
| 7537 Velvet Finish No. 7539.....         | 3 50  |                    | 3 70             | 50           |                |
| 0422 Hard Oil Finish (Pale).....         | 2 75  | 2 95               | 3 10             | 41           | 24             |
| 0044 Hard Oil Finish.....                | 2 50  | 2 70               | 2 85             | 38           | 22             |
| 0408 Premo Coach.....                    | 2 00  | 2 20               | 2 35             | 32           | 19             |
| 0566 Extra Furniture.....                | 1 90  | 2 10               | 2 25             | 30           | 18             |
| 0577 No. 1 Furniture.....                | 1 65  | 1 85               | 2 00             | 27           | 16             |
| 0367 Hard Drying Coater.....             | 2 00  | 2 20               | 2 35             |              |                |
| 0377 Shellac Coat.....                   | 1 75  |                    | 2 10             | 28           |                |
| 0367 Imperial Coach Japan.....           | 2 75  | 2 95               | 3 10             |              |                |
| 0367 Drying Japan.....                   | 2 50  | 2 70               | 2 85             |              |                |
| 0367 White Liquid Drier.....             | 1 65  | 1 85               | 2 00             | 28           | 16             |
| 0367 Brown Drier.....                    | 90    | 1 10               | 1 25             | 18           | 12             |

Note—On packages larger than one gallon size write Varnish Sales Department for prices.

# VARNISH TRADE NET PRICES

FOR REPRESENTATIVES' CONFIDENTIAL USE

## YOUR LEADERS

|                                                                                | Gal. | Gal. | Gal. | Gal. |
|--------------------------------------------------------------------------------|------|------|------|------|
| MAR-NOT—The Water-proof Floor Varnish                                          | 2.40 | 2.25 | 2.10 | 1.95 |
| Hard Drying Floor                                                              | 1.83 | 1.70 | 1.55 | 1.40 |
| No. 1 Floor                                                                    | 1.57 | 1.40 | 1.25 | 1.10 |
| Durable Linoleum Finish                                                        | 2.40 | 2.25 | 2.10 | 1.95 |
| SCAR-NOT—The Water-resisting Varnish for general inside use                    | 2.20 | 2.05 | 1.90 | 1.75 |
| REX-FAR—The Water-proof Spar Varnish for canoes, boats and general outside use | 1.17 | 1.05 | 0.90 | 0.75 |
| KOPAL—The best (old-fashioned) all around painters' varnish for general use    | 2.20 | 2.05 | 1.90 | 1.75 |
| EXCELLO—One of our "Leaders" for interior use                                  | 1.93 | 1.80 | 1.65 | 1.50 |
| Pale Flowing Cabinet                                                           | 1.53 | 1.40 | 1.25 | 1.10 |
| Premo Hard Oil                                                                 | 1.43 | 1.30 | 1.15 | 1.00 |
| Interior Coach                                                                 | 1.23 | 1.10 | 0.95 | 0.80 |
| High Gloss Interior                                                            | 1.03 | 0.90 | 0.75 | 0.60 |
| Velvet Finish No. 1044                                                         | 1.75 | 1.60 | 1.45 | 1.30 |
| Mission-lac                                                                    | 1.67 | 1.50 | 1.35 | 1.20 |
| Hard Drying Seat                                                               | 2.07 | 1.90 | 1.75 | 1.60 |
| No. 1 Coach                                                                    | 1.53 | 1.40 | 1.25 | 1.10 |
| Premo Furniture                                                                | 1.07 | 0.95 | 0.80 | 0.65 |

## FIRST-COATERS AND LIQUID FILLERS

The following represent the best sellers in our line of First-Coaters, Liquid Fillers, Driers, Japans, etc. Devote your attention to their sale:

### FIRST-COATERS

|                                                                                                  | Gal. | Gal. | Gal. | Gal. |
|--------------------------------------------------------------------------------------------------|------|------|------|------|
| MISSION-LAC—Designed both as finishing coat for Mission Furniture, also as an ideal First-Coater | 1.57 | 1.40 | 1.25 | 1.10 |
| Shellac                                                                                          | 1.73 | 1.60 | 1.45 | 1.30 |
| Liquid Filler                                                                                    | 1.07 | 0.95 | 0.80 | 0.65 |
| Wall Size                                                                                        | 0.23 | 0.20 | 0.15 | 0.10 |

### DRIERS AND JAPANS

|                                         |      |      |      |      |
|-----------------------------------------|------|------|------|------|
| Hercules Drier                          | 1.27 | 1.10 | 0.95 | 0.80 |
| Dry-o-nite (The Master Painters' Drier) | 0.51 | 0.45 | 0.40 | 0.35 |
| Japan Drier                             | 0.60 | 0.55 | 0.50 | 0.45 |
| Gold Size Japan                         | 2.40 | 2.25 | 2.10 | 1.95 |
| Coach Painters' Japan                   | 1.57 | 1.40 | 1.25 | 1.10 |

### ASPHALTUMS

|                             |      |      |      |      |
|-----------------------------|------|------|------|------|
| Finest Turpentine Asphaltum | 1.43 | 1.30 | 1.15 | 1.00 |
| No. 1 Asphaltum             | 0.83 | 0.75 | 0.65 | 0.55 |
| Premo Asphaltum             | 0.77 | 0.70 | 0.60 | 0.50 |

### SHELLACS

|                     |      |      |      |      |
|---------------------|------|------|------|------|
| Pure White Shellac  | 1.73 | 1.60 | 1.45 | 1.30 |
| Pure Orange Shellac | 1.73 | 1.60 | 1.45 | 1.30 |
| White Shellac       | 1.73 | 1.60 | 1.45 | 1.30 |
| Orange Shellac      | 1.73 | 1.60 | 1.45 | 1.30 |



# VARNISH TRADE NET PRICES - CONTINUED

## CARRIAGE VARNISHES

|                                  | 1 Gal.   | 1/2 Gal. | 1 Qt.    | 1 Pint | 1/2 Pint |
|----------------------------------|----------|----------|----------|--------|----------|
|                                  | per Gal. | per Gal. | per Gal. | each   | each     |
| Whitest Body Finishing           | 4.40     | 2.15     | 1.25     |        |          |
| Wearing Body Finishing           | 3.67     | 1.80     | 1.00     |        |          |
| Carriage Body Finishing          | 2.33     | 1.15     | .65      |        |          |
| Whitest Gear Finishing           | 3.80     | 1.90     | 1.10     |        |          |
| Elastic Gear Finishing           | 2.33     | 1.15     | .65      |        |          |
| Pale Perfection Gear             | 2.83     | 1.40     | .80      |        |          |
| One Coat Carriage (Body or Gear) | 2.83     | 1.40     | .80      |        |          |
| Extra Pale Express Coach         | 2.50     | 1.25     | .70      |        |          |
| Hard Drying Coat                 | 2.80     | 1.40     | .80      |        |          |
| Wagon Coat                       | 2.80     | 1.40     | .80      |        |          |
| Whitest Body Rubbing             | 3.67     | 1.80     | 1.00     |        |          |
| Extra Pale Body Rubbing          | 3.00     | 1.50     | .85      |        |          |
| Pale Quick Rubbing               | 2.67     | 1.35     | .75      |        |          |
| Quick Rubbing (Body or Gear)     | 2.17     | 1.10     | .60      |        |          |
| Gear Rubbing                     | 2.00     | 1.00     | .55      |        |          |

## MISCELLANEOUS VARNISHES, JAPANS, DRIERS, ETC.

(Select from this list only when absolutely necessary)

|                                | 1 Gal.   | 1/2 Gal. | 1 Qt.    | 1 Pint | 1/2 Pint |
|--------------------------------|----------|----------|----------|--------|----------|
|                                | per Gal. | per Gal. | per Gal. | each   | each     |
| Durable Spar                   | 3.17     | 1.55     | .85      |        |          |
| Marine Spar                    | 2.27     | 1.10     | .60      |        |          |
| Federal Building Varnish       | 2.27     | 1.10     | .60      |        |          |
| Pale Interior Polishing        | 2.30     | 1.15     | .65      |        |          |
| Transparent Floor              | 1.97     | 1.00     | .55      |        |          |
| No. 5 Exterior                 | 1.90     | 1.00     | .55      |        |          |
| Pale Durable Interior          | 1.60     | .85      | .45      |        |          |
| No. 5 Interior                 | 1.43     | .75      | .40      |        |          |
| Lustral Coach                  | 1.33     | .70      | .35      |        |          |
| Durable Wood Finish (Exterior) | 3.33     | 1.65     | .90      |        |          |
| Durable Wood Finish (Interior) | 2.75     | 1.35     | .75      |        |          |
| Bar Top Finish                 | 2.30     | 1.15     | .65      |        |          |
| Durable Household              | 3.00     | 1.50     | .85      |        |          |
| Finest White Damar             | 2.20     | 1.10     | .60      |        |          |
| No. 1 Damar                    | 1.33     | .70      | .35      |        |          |
| Velvet Finish No. 7539         | 2.40     | 1.20     | .65      |        |          |
| Hard Oil Finish (Pale)         | 1.90     | 1.00     | .55      |        |          |
| Hard Oil Finish                | 1.43     | .75      | .40      |        |          |
| Premo Coach                    | 2.40     | 1.20     | .65      |        |          |
| Extra Furniture                | 1.33     | .70      | .35      |        |          |
| No. 1 Furniture                | 1.17     | .60      | .30      |        |          |
| Hard Drying Coater             | 1.30     | .65      | .35      |        |          |
| Shellac Coat                   | 1.23     | .60      | .30      |        |          |
| Imperial Coach Japan           | 1.90     | 1.00     | .55      |        |          |
| Drying Japan                   | 1.75     | .90      | .50      |        |          |
| White Liquid Drier             | 1.11     | .55      | .30      |        |          |
| Brown Drier                    | 1.00     | .50      | .25      |        |          |

MISSISSIPPI VALLEY DISTRICT

BULLETIN No 104

JANUARY 19TH 1916

COMMONWEALTH FLOOR VARNISH  
01081

SOME OF YOU ARE NOT PROPERLY PUSHING THE SALE OF COMMONWEALTH FLOOR VARNISH. THIS IS AN EXCEPTIONALLY STRONG PIECE OF GOODS FOR THE MONEY, AND I WANT A LITTLE MORE GENERAL INTEREST TAKEN IN PUSHING THE SALE OF IT. NOT ONLY IS IT AN EXCELLENT PIECE OF GOODS FOR CHEAP FLOOR WORK, BUT IT GIVES GOOD RESULTS ON UPSTANDING WOODWORK, FURNITURE, ETC. THE REVISED PRICE EFFECTIVE FROM THIS DATE ARE-

| IS     | SS     | BBS    |
|--------|--------|--------|
| \$1.25 | \$1.20 | \$1.10 |

REMEMBER THAT THE REX IS 01081, AND IF YOU HAVE AN OPPORTUNITY OF SELLING IT UNDER A SPECIAL NAME AT THE PRICE LISTED, YOU ARE PRIVILEGED TO GIVE THE SPECIAL NAME, PROVIDING THE ORDER CALLS FOR 50 GALLONS OR MORE

YOURS VERY TRULY,

BBC-P

DISTRICT MANAGER

FULL LIST

*01093 Brighton up store 400.60 net  
1 8.09.17*

MISSISSIPPI VALLEY DISTRICT

MARCH 14TH 1916

SPECIAL MSD & TRADE VARNISHES.

IN SOME CASES WE ARE SELLING SPECIAL MSD AND TRADE VARNISHES TO ACCOUNTS IN THIS DIVISION, AND IN ORDER THAT YOU MAY BE THOROUGHLY POSTED IN REGARD TO REVISED PRICES JUST ANNOUNCED FROM CLEVELAND, I AM GIVING BELOW PARTICULARS CONCERNING THE FEW SPECIALS THAT WE ARE SELLING.

| <u>REX</u> | <u>GOODS</u>                     | <u>PACKAGES</u>    |        |
|------------|----------------------------------|--------------------|--------|
| 0267       | SPECIAL COACH                    | BARRELS 65¢ TO 70¢ | IS 85¢ |
| 0399       | SPECIAL HARD OIL OR "B" HARD OIL | IS 95              | 1 00   |
| V-1093     | SPECIAL COACH                    | BARRELS 60 TO 65¢  | 18 80  |
| 0367       | SOVEREIGN HD OIL                 | 18 1 05            |        |
| 0209       | SPECIAL HD OIL                   | 18 1 30            |        |
| 0907       | SPECIAL HARD OIL                 | 18 1 65            |        |
| 0613       | INTERIOR VARNISH                 | BARRELS 75         | 18 85  |

PLEASE NOTE AND BE GOVERNED ACCORDINGLY UNTIL FURTHER ADVISED.

YOURS VERY TRULY

HENRY CAMPBELL

ASSISTANT MANAGER

*Chief Clerk*  
*<U1468>*

*15 50 10.156 letter from H. P. Harrison*

M S D VARNISHES.

| <u>Rx</u> | <u>GOODS</u>                     | <u>PACKAGES</u>    |      |
|-----------|----------------------------------|--------------------|------|
| 0267      | Special Goods                    | Barrels 65¢ to 70¢ |      |
|           |                                  | 1's -              | 85¢  |
| 0399      | Special Hard Oil or "B" Hard Oil | 1's                | 95¢  |
|           |                                  | $\frac{1}{2}$ 's   | 1 00 |
| V-1092    | Special Coach                    | Barrels 60¢ to 65¢ |      |
|           |                                  | 1's                | 80¢  |
| 0367      | Sovereign Hard Oil               | 1's                | 1 05 |
| 0209      | Special Hard Oil                 | 1's                | 1 20 |
| 0907      | Special Hard Oil                 | 1's                | 1 65 |
| 0613      | Interior Varnish                 | Barrels            | 75¢  |
|           |                                  | 1's                | 85¢  |
| 0832      | Interior Coach (200-gallon lots) | 1's                | 1 20 |
| 01065     | Fine Interior Polishing          | --                 | --   |
| 01065     | Body Marnot                      | --                 | --   |
| 8855      | Special Velvet Finish 11-15-10   | --                 | --   |
| V-1031    | Floor Finish                     | 5's                | 1 60 |
|           |                                  | 5's-B              | 1 85 |
| 0212      | Special Quick Drier              | Barrels            | 55¢  |
| 01046     | Frostine                         | --                 | --   |

P.F.R. Letter  
3-9-16.

*446 5' 1's  
85 90 40' Special price*

*2.15 mch 25.00 0993 1.40 4/1/16  
H.C.*

All Specialty Varnishes for miscellaneous trade, not  
regularly listed. Advance 10¢ per gallon

| Box    | Goods                                  | Price & Price |      |
|--------|----------------------------------------|---------------|------|
| 0267   | Special Coach                          | 1b1s          | 1s   |
|        | Old Price                              | 45 to 50¢     | 65¢  |
|        | New Price                              | 55 to 60¢     | 75¢  |
| 0399   | Special Hard Oil or B Hard Oil         | 1s            | 1s   |
|        | Old Price                              | 75¢           | 80¢  |
|        | New Price                              | 85¢           | 90¢  |
| V 1093 | Special Coach                          | 1b1s          | 1s   |
|        | Old Price                              | 45 to 50¢     | 65¢  |
|        | New Price                              | 55 to 60¢     | 75¢  |
| 0367   | Sovereign Hard Oil                     | 1s            |      |
|        | Old Price                              | 90¢           |      |
|        | New Price                              | 1 00          |      |
| 0209   | Special Hard Oil                       | 1s            |      |
|        | Old Price                              | 1 15          |      |
|        | New Price                              | 1 25          |      |
| 0937   | Special Hard Oil                       | 1s            |      |
|        | Old Price                              | 1 50          |      |
|        | New Price                              | 1 60          |      |
| 0613   | Interior Varnish                       | 1s            | 1b1s |
|        | Old Price                              | 70¢           | 80¢  |
|        | New Price                              | 80¢           | 90¢  |
| 0632   | Interior Coach 300 gl lots             | 1s            |      |
|        | Old Price                              | 1 05          |      |
|        | New Price                              | 1 15          |      |
| 01365  | Fine Interior Polishing                | 5s            |      |
|        | Old Price                              | 1 35          |      |
|        | New Price                              | 1 45          |      |
|        | Thin with 10 to 15% for Floors         |               |      |
| 01365  | Body Marnot                            | 5s            | 1s   |
|        | Old Price                              | 70¢           | 85¢  |
|        | New Price                              | 80¢           | 95¢  |
| 8855   | Special Velvet Finish 11 15 10 5s      |               |      |
|        | Old Price                              | 1 60          |      |
|        | New Price                              | 1 70          |      |
|        | Thin with Turpentine only. Not Benzine |               |      |
| V 1351 | Floor Finish                           | 5s A          | 5s B |
|        | Old Price                              | 1 50          | 1 75 |
|        | New Price                              | 1 60          | 1 85 |

| Box    | Goods                                                                                                                                                                                                         | Price & Price |      |      |
|--------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------|------|
| 0267   | B Copal                                                                                                                                                                                                       | Old Price     | 45¢  | 55¢  |
|        |                                                                                                                                                                                                               | New Price     | 55¢  | 75¢  |
| 0212   | Special Quick Drier                                                                                                                                                                                           | Old Price     | 40¢  |      |
|        |                                                                                                                                                                                                               | New Price     | 50¢  |      |
|        | Same as 023 but reduced a little                                                                                                                                                                              |               |      |      |
| 01346  | Frostine                                                                                                                                                                                                      | Old Price     | 2 00 | 2 10 |
|        |                                                                                                                                                                                                               | New Price     | 2 25 | 2 35 |
|        | For obtaining frosted effect on windows. Apply with medium soft brush, giving only medium coat, and not too heavy. Do not work too much when applying and do not apply when sun is shining directly on glass. |               |      |      |
| V 1031 | Match for Main Smith & Co's Floor Shoon                                                                                                                                                                       | Old Price     | 1 55 | 1 90 |
|        |                                                                                                                                                                                                               | New Price     | 1 50 | 1 75 |
|        | Perfect match in all respects. Days hard to walk on over night.                                                                                                                                               |               |      |      |

# SHELLAC PRICES.

The Shellac situation continues so uncertain at this time, and costs are varying so materially from day to day, that we find it necessary to again advance all prices as recently bulletined in Bulletin No. 511 of October 11th.

Supplanting the prices given in Bulletin No. 511 and effective immediately, please see that the following prices are adhered to closely:

## CONSUMER'S NET PRICES TO LARGE PAINTING AND CONTRACTOR TRADE.

|                    | Rx              | 1's    | 5's    | bbls.  |
|--------------------|-----------------|--------|--------|--------|
| Pure White Shellac | C1027 cut 5 1/4 | \$2.60 | \$1.90 | \$2.75 |
| Pure Orange        | " C1020 " 4 1/4 | 1.85   | 1.75   | 1.70   |
| Pure White         | " C1025 " 4 1/4 | 1.85   | 1.75   | 1.70   |
| Orange No. 1       | " C1022 " 4 1/4 | 1.80   | 1.70   | 1.65   |

*advance 254  
wire Oct 11/46*

## TRADE SALES BUSINESS

The following prices will apply to Trade Sales business, subject to a jobber's discount of 10% and in extreme cases to a discount of 15%:

|                    | Rx              | 1's    | 1/2's  | Pts    | 1 Pts  | 1/2 Pts |
|--------------------|-----------------|--------|--------|--------|--------|---------|
| Pure White Shellac | C1015 cut 4 1/4 | \$2.35 | \$2.30 | \$2.50 | \$2.70 | \$2.95  |
| Pure Orange        | " C1012 " 3 1/4 | 2.05   | 2.20   | 2.40   | 2.60   | 2.85    |
| White              | " C1017 " 4 1/4 | 2.00   | 2.15   | 2.35   | 2.55   | 2.80    |
| Orange No. 1       | " C1018 " 4 1/4 | 1.90   | 2.05   | 2.25   | 2.45   | 2.70    |

*advanced 304*

As mentioned in former bulletin, no contracts shall be taken for Shellac without being referred through to this department for final acceptance, and except in the case of protecting old customers who have depended upon us regularly for their Shellac requirements, please do not attempt making contracts.

We will keep you fully advised regarding further developments in the Shellac market, which conditions seem to indicate even further advances a little later on, unless unforeseen developments arise to the contrary.

P.F.S. No. 515  
10-15-16.

Bulletin No. 511

Oct. 11, 1916.

Subject: Shellac Prices

Mr. C. A. Krimbill

The Shellac market is in such a condition today that all cutters of Shellac are finding it extremely difficult to procure sufficient stocks of raw materials, particularly Shellac Gum. Accordingly, the prices on this commodity are steadily advancing, and it now becomes necessary for us to make the following prices on our entire line of Shellacs, these prices to supersede those last issued under date of June 29th:

CONSUMERS NET PRICES TO LARGE PAINTING AND CONTRACTOR TRADE

|                                                    |       | 1s     | 5s   | Bbls. |
|----------------------------------------------------|-------|--------|------|-------|
| Pure White Shellac, Rx 01027 cut 5 $\frac{1}{2}$ # | ..... | \$1.85 | 1.75 | 1.70  |
| Pure Orange " Rx 01020 " 4 $\frac{1}{2}$ #         | ..... | 1.70   | 1.60 | 1.55  |
| Pure White " Rx 01025 " 4 $\frac{1}{2}$ #          | ..... | 1.70   | 1.60 | 1.55  |
| Orange #1 " Rx 01022 " 4 $\frac{1}{2}$ #           | ..... | 1.65   | 1.55 | 1.50  |

TRADE SALES BUSINESS

The following prices will apply to Trade Sales business, subject to a jobbers discount of 10%, and in extreme cases to a discount of 15%.

|                                                   |  | Gal.   | Qts. | Pts. | $\frac{1}{2}$ Pts. | $\frac{1}{4}$ Pts. |
|---------------------------------------------------|--|--------|------|------|--------------------|--------------------|
| Pure White Shellac Rx 01015 cut 4 $\frac{1}{2}$ # |  | \$2.00 | 2.15 | 2.35 | 2.55               | 2.80               |
| Pure Orange " Rx 01012 " 3 $\frac{1}{2}$ #        |  | 1.90   | 2.05 | 2.25 | 2.45               | 2.70               |
| White " Rx 01017 " 4 $\frac{1}{2}$ #              |  | 1.85   | 2.00 | 2.20 | 2.40               | 2.65               |
| Orange #1 " Rx 01018 " 4 $\frac{1}{2}$ #          |  | 1.75   | 1.90 | 2.10 | 2.30               | 2.55               |

If any Shellac contracts taken recently are still in effect, these should be carefully checked to make sure that we fulfill only the amounts specified in the contracts and at the accepted prices. From now on and until further notice please do not urge the representatives to take Shellac contracts except where this seems absolutely necessary and where other business on other materials of our manufacture are involved. Such contracts when taken should also be referred to this department for final acceptance.

When conditions adjust themselves later on and we find ourselves in a position to handle a larger volume of Shellac business on contracts we will immediately notify you, but the outlook at present is rather discouraging owing to the great difficulty of securing sufficient raw materials, particularly Shellac gum.

Very truly yours,

P. F. Kinnison

PFK-B.

Manager Varnish Sales Dept.

0007-SWP-000010766



# **SHELLAC PRICES.**

Effective immediately, and except in cases where you have already contracted on shellac, please use the following prices for the materials we regularly list and as shown herewith:

## **CONSUMERS NET PRICES TO LARGE PAINTING & CONTRACTOR TRADE.**

|                                                                 |  |        | <u>1<sup>1</sup>/<sub>2</sub></u> | <u>5<sup>1</sup>/<sub>2</sub></u> | <u>8<sup>1</sup>/<sub>2</sub></u> |
|-----------------------------------------------------------------|--|--------|-----------------------------------|-----------------------------------|-----------------------------------|
| Pure White Shellac, Rr C1027, cut 5 <sup>1</sup> / <sub>2</sub> |  | \$1.70 | 1.40                              | 1.55                              |                                   |
| Pure Orange " Rr C1030, " 4 <sup>1</sup> / <sub>2</sub>         |  | 1.55   | 1.45                              | 1.40                              |                                   |
| Pure White " Rr C1025, " 4 <sup>1</sup> / <sub>2</sub>          |  | 1.55   | 1.45                              | 1.40                              |                                   |
| Orange #1 " Rr C1022, " 4 <sup>1</sup> / <sub>2</sub>           |  | 1.50   | 1.40                              | 1.35                              |                                   |

## **TRADE SALES BUSINESS.**

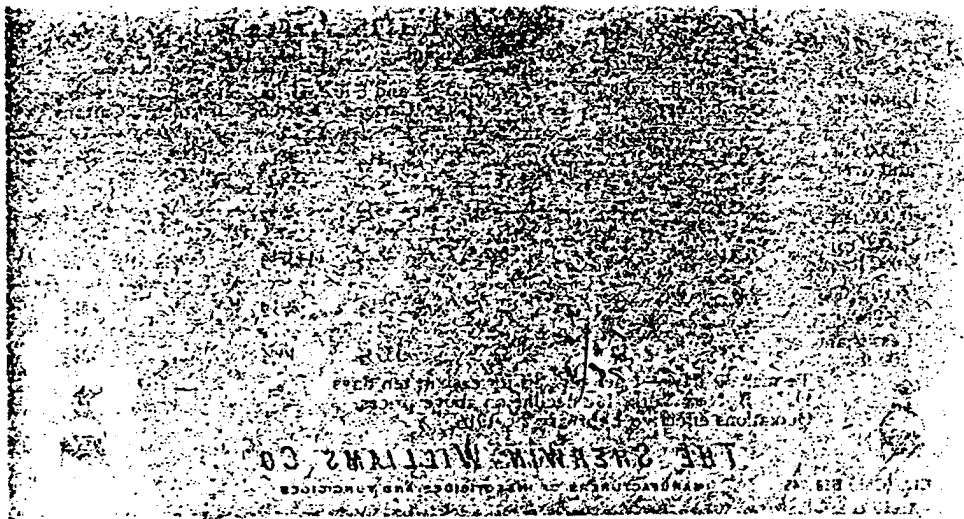
The following prices will apply to Trade Sales business, subject to a jobbers discount of 10%, and in extreme cases to a discount of 15%:

|                                                         | <u>1<sup>1</sup>/<sub>2</sub></u> | <u>Qty.</u> | <u>Fls.</u> | <u>4Ptn.</u> | <u>1Ptn.</u> |
|---------------------------------------------------------|-----------------------------------|-------------|-------------|--------------|--------------|
| Pure White, Rr C1015, cut 4 <sup>1</sup> / <sub>2</sub> | \$1.85                            | 2.00        | 2.20        | 2.40         | 2.65         |
| Pure Orange, " C1012, cut 5 <sup>1</sup> / <sub>2</sub> | 1.75                              | 1.90        | 2.10        | 2.30         | 2.55         |
| Pure White, " C1017, cut 4 <sup>1</sup> / <sub>2</sub>  | 1.70                              | 1.85        | 2.05        | 2.25         | 2.50         |
| Orange #1, " C1018, cut 4 <sup>1</sup> / <sub>2</sub>   | 1.60                              | 1.75        | 1.95        | 2.15         | 2.40         |

Bulletin 229  
7-1-16.

0007-SWP-000010767

#



0007-SWP-000010769

# MISSISSIPPI VALLEY DISTRICT

BULLETIN No106

JAN 20TH 1916

## REVISED SHELLAC PRICES

DUE TO A FORTUNATE COMBINATION OF CIRCUMSTANCES WE ARE NOW ABLE TO GIVE YOU SHELLAC QUOTATIONS, MORE FAVORABLE THAN THOSE INDICATED IN OUR BULLETIN No90, DATED JAN 6TH. EFFECTIVE UNTIL FURTHER ADVISED THE FOLLOWING PRICES WILL BE IN FORCE.

### CONSUMERS NET PRICES

#### TO LARGE PAINTING AND CONTRACTOR TRADE

|                       |       |             | <u>BBLS</u> | <u>SS</u> | <u>1s</u> |
|-----------------------|-------|-------------|-------------|-----------|-----------|
| PURE WHITE SHELLAC RX | 01027 | CUT 5 1/2 B | \$1.45      | 1 50      | 1 60      |
| " ORANGE "            | 01020 | " 4 1/2 B   | 1 30        | 1 35      | 1 45      |
| PURE WHITE "          | 01015 | " 4 1/2 B   | 1 30        | 1 35      | 1 45      |
| No1 ORANGE SHELLAC    | 01022 | " 4 1/2 B   | 1 25        | 1 25      | 1 40      |

### TRADE SALES BUSINESS

THE FOLLOWING PRICES WILL APPLY TO TRADE SALES BUSINESS SUBJECT TO A JOBBERS DISCOUNT OF 10%, AND IN EXTREME CASES TO A DISCOUNT OF 15%.

|                        |       |             | <u>GL</u> | <u>QTS</u> | <u>PT</u> | <u>1PTS</u> | <u>1PTS</u> |
|------------------------|-------|-------------|-----------|------------|-----------|-------------|-------------|
| PURE WHITE SHELLAC REX | 01015 | CUT 4 1/2 B | 1 75      | 1 80       | 2 10      | 2 30        | 2 55        |
| PURE ORANGE "          | 01012 | " 3 1/2 B   | 1 65      | 1 80       | 2 00      | 2 20        | 2 45        |
| No1 WHITE SHELLAC      | 01017 | " 4 LB      | 1 60      | 1 75       | 1 95      | 2 15        | 2 40        |
| No1 ORANGE "           | 01018 | " 4 LB      | 1 50      | 1 65       | 1 85      | 2 05        | 2 30        |

OUR CLEVELAND OFFICE IS IN RECEIPT OF BONA FIDE QUOTATIONS FROM LARGE SHELLAC CUTTERS INCLUDING ROGERS AND PYATT, ETC., AND ASSURES US THAT THE ABOVE PRICES ARE IN LINE WITH COMPETITIVE QUOTATIONS.

YOURS VERY TRULY

ASSISTANT MANAGER

10-K

FULL LIST

0007-SWP-000010770

PARALLEL NUMBERS

01-08-020-0222-0348-0363  
02-0959-0325  
03-01-020-0222-0347-0363  
07-0823  
09-032-0278-0964-0975  
015-056-045-01009  
016-0245-0253-0261-0623  
020-0363-03-0222-0347-01  
021-027-075-080-090-099-092-0205-0255-0382-0332-0292-0293-0353  
024-0210  
025-0207  
027-021-075-080-090-099-092-0205-0255-0382-0332-0292-0293-0353  
028-031  
029-0840  
031-028  
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033-067  
035-0657  
037-0273  
045-015-056-01009  
046-086-070-089-0256-0259  
047-0204-0228  
056-015-045-01009-057  
057-0296  
059-066  
066-059  
067-033  
068-0311-0924-081  
072  
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0209-0249  
0210-024  
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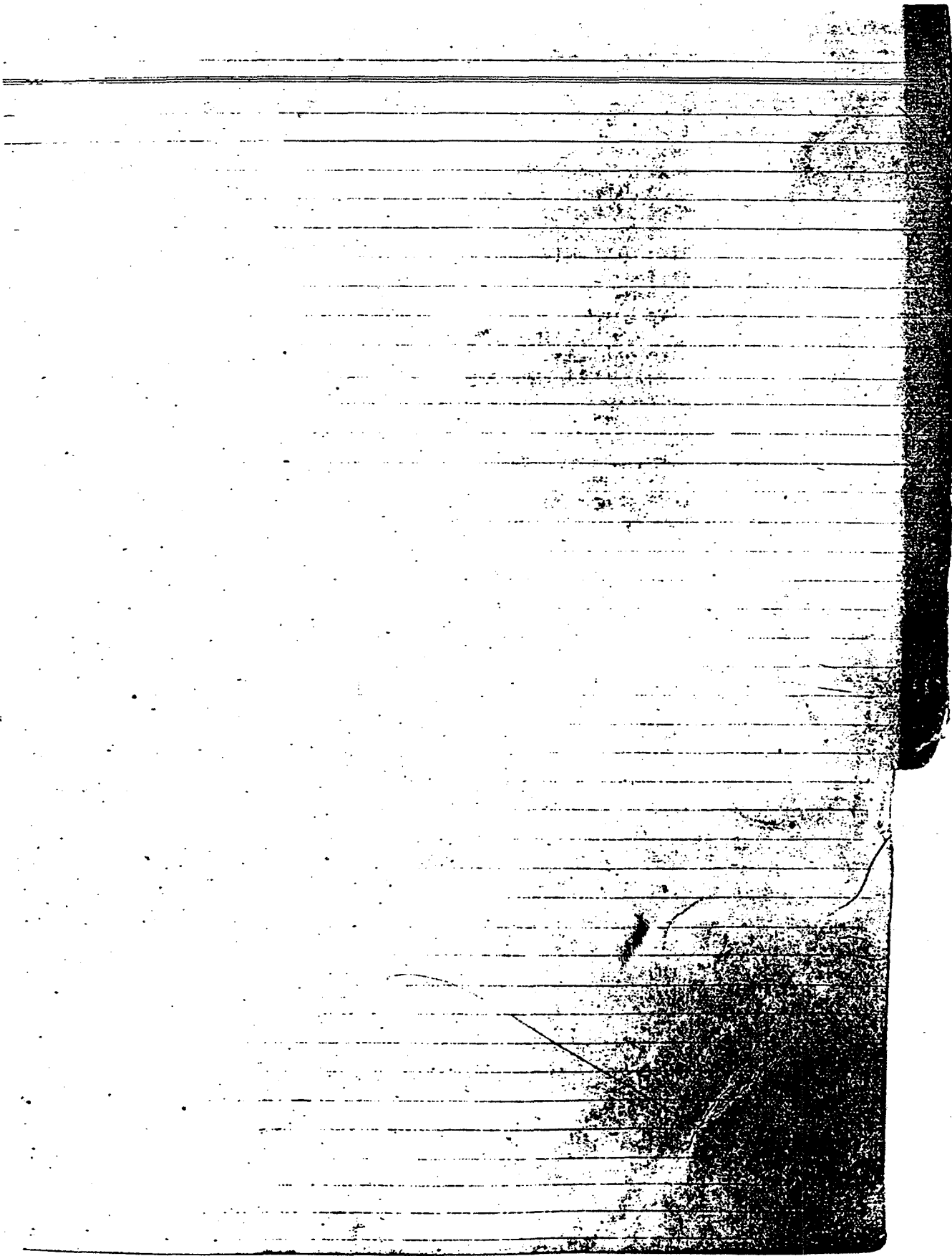
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0266-098-0967  
0269-0240  
0272-027  
0276-0287-0844  
0278-09-022-0964-0975  
0282-0294  
0285-0208-0215  
0286-0612  
0287-0276-0844  
0290-0650  
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0296-057  
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0212-0676  
0214-074-0237-0262-0214  
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0258-0255-0256-0257-0229-0248  
0260-0242-0228  
0261-0651-0678  
0262-01-02-020-0222-0247  
0275-0862  
0282-021-027-075-080-090-092-099-0205-0255-0292-0292-0232-0282  
0603-0685-0805  
0604-0628-0632-0652-0677  
0605-0620  
0612-0286  
0620-0605  
0621-016-0245-0252-0622  
0622-0621-016-0245-0252

0628-0604-0633-0652-0677  
0629-0836-0845-091-079-0291-0843  
0832-0802-0846  
0633-0604-0628-0652-0677  
0640-0804  
0641-0845  
0648-0807  
0650-0290  
0651-0361-0678  
0652-0604-0628-0633-0677  
0657-035  
0662-0856  
0665-0803  
0667-0687-0812  
0671-076  
0676-0313  
0677-0604-0628-0633-0652  
0678-0361-0651  
0679-0934-0939  
0685-0603-0803  
0687-0667-0812  
0694-0955  
0701-0241-0704  
0704-0701-0241  
0727-0738  
0738-0727  
0802-0632-0846  
0803-0665  
0804-0640  
0805-0603-0685  
0807-0648  
0811-0820  
0812-0667-0687  
0814-0316  
0820-0811  
0821-0976  
0823-08  
0829-0849  
0832-0918-0303  
0840-029  
0843-079-091-0291-0836-0845-0629  
0844-0276-0287  
0845-0641  
0846-0632-0802  
0849-0829  
0852-0857-0866  
0876-0662  
0857-0852-0866  
0866-0852-0857  
0870-0893-0898  
0872-0920  
0882-0978  
0893-0870-0898  
0894-0932  
0897-0977  
0898-0893-0870

0920-0872  
0924-048-0311-081  
0922-0894  
0924-0679-0939  
0925-0811-0820  
0929-0679-0924  
0955-0694  
0959-08  
0960-01089  
0964-09-032-0278-0975  
0967-095-0366  
0975-0278-09-0964-032  
0976-0821  
0977-0897  
0978-0982  
01009-015-045-056  
01029-0960  
0757-0758-0700  
063-02

0007-SWP-000010774





0007-SWP-000010775

# INSECTICIDE PROPOSITION 1916 - 17.

## Paste Arsenate of Lead (Old 15%):

|                 |      |         |
|-----------------|------|---------|
| Barrels.....    | 8¢   | per lb. |
| 100's.....      | 8½¢  | " "     |
| 50's.....       | 9¢   | " "     |
| 25's.....       | 9½¢  | " "     |
| 12½'s.....      | 10½¢ | " "     |
| 5's.....        | 11½¢ | " "     |
| 1's.....        | 15¢  | " "     |
| f.o.b. Chicago. |      |         |

## Dry Powdered Arsenate of Lead:

The prices will be those put into effect February 15, 1916, as outlined below. These prices are f.o.b. factory, with one half cent advance f.o.b. warehouses. It will be well to mention here that the restriction of not selling jobbers rated \$75,000 or more has been withdrawn as indicated in the schedule below.

### In Quantities Less than 500 Pounds

|                    |      |         |
|--------------------|------|---------|
| 200# packages..... | 20¢  | per lb. |
| 100# ".....        | 20½¢ | " "     |
| 50# ".....         | 21¢  | " "     |
| 25# ".....         | 21½¢ | " "     |
| 10# ".....         | 23½¢ | " "     |
| 5# ".....          | 26¢  | " "     |
| 1# ".....          | 30¢  | " "     |
| ½# ".....          | 34¢  | " "     |

### 500 to 2000 Pounds

200# packages.....19½¢ " "

Other sizes each ½¢ per lb. less than price stated in paragraph 1.

### 1 to 5 Tons

200# packages.....19¢ " "

Other sizes each 1¢ per lb. less than price stated in paragraph 1.

### 5 to 15 Tons

200# packages.....18½¢ " "

Other sizes each 1½¢ per pound less than price stated in paragraph 1.

### 15 Tons and Over

200# packages.....18¢ " "

Other sizes each 2¢ per lb. less than price stated in paragraph 1.

Terms: 60 days net, 2% cash discount in 10 days from date of invoices.

Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns, who travel representatives, we will quote the following low limit prices. This proposition will be restricted to only 2 jobbers in any 1 State:

|                    |      |         |
|--------------------|------|---------|
| 200# packages..... | 16¢  | per lb. |
| 100# ".....        | 16½¢ | " "     |
| 50# ".....         | 17¢  | " "     |
| 25# ".....         | 17½¢ | " "     |
| 10# ".....         | 19¢  | " "     |
| 5# ".....          | 21¢  | " "     |
| 1# ".....          | 23¢  | " "     |
| ½# ".....          | 27¢  | " "     |

Terms: 60 days net, 2% cash discount in ten days from date of invoices.

**Dry Powdered Tuber-Tonic:**

|                   | <u>Drs.</u> | <u>Jhrs.</u> |
|-------------------|-------------|--------------|
| 1's.....          | 28¢         | 26¢          |
| 5's.....          | 27¢         | 25¢          |
| 10's.....         | 26¢         | 24¢          |
| 25's.....         | 25¢         | 23¢          |
| 50's.....         | 24¢         | 22¢          |
| f.o.b. warehouses |             |              |

**Dry Fungi-Bordo:**

|                   |     |     |
|-------------------|-----|-----|
| 1's.....          | 19¢ | 18¢ |
| 5's.....          | 17¢ | 16¢ |
| 10's.....         | 16¢ | 15¢ |
| 25's.....         | 15¢ | 14¢ |
| 50's.....         | 14¢ | 13¢ |
| f.o.b. warehouses |     |     |

**Lime-Sulfur Solution:**

**Carload Quantities**

50-gallon bbls.....12¢ per gal.  
f.o.b. Chicago, Cleveland and Newark

**Less Than Carload Quantities**

50-gallon bbls.....13¢ " "  
f.o.b. Chicago, Cleveland and Newark.

|                    |     |          |
|--------------------|-----|----------|
| 5's.....           | 25¢ | per gal. |
| 1's.....           | 35¢ | " "      |
| ½'s.....           | 45¢ | " "      |
| ¼'s.....           | 55¢ | " "      |
| f.o.b. warehouses. |     |          |

As was the case last year where large volume business is concerned and it is necessary to make a lower rate than listed above, you are at liberty to make a quotation of 11¢ per gal, f.o.b. Chicago, Cleveland or Newark, with the understanding that this price applies in carload lots only and, wherever possible, Dry Powdered Arsenate of Lead business should accompany the Lime-Sulfur Solution business. This is our extreme low limit price and represents the very lowest quotation we can possibly make.

*Lime Sulfur Solution 750 New Orleans.  
7.60 per bbl L.C.L.*

G. M. Bulletin 501  
9-27-16.

*The above is based on a freight rate from St Louis  
to N.O. at 35¢ per cwt or 2.10 per bbl added to  
Factory price of 550 per bbl.*

*Lime Sulfur 750 700 New Orleans. 4th letter to R.C.C.  
C.K. 11/17 11/16*

*FOB Factory Prices*

REVISED PRICES DRY POWDERED ARSENATE OF LEAD  
Patented June 10, 1913, No. 1,064,639  
Effective January 15, 1916

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

(1). In quantities less than 500 pounds

|                     |      |         |
|---------------------|------|---------|
| 200-pound packages, | 18¢  | per lb. |
| 100- " "            | 18½¢ | " "     |
| 50- " "             | 19¢  | " "     |
| 25- " "             | 19½¢ | " "     |
| 10- " "             | 21½¢ | " "     |
| 5- " "              | 24¢  | " "     |
| 1- " "              | 28¢  | " "     |
| ½- " "              | 32¢  | " "     |

(2). 500 to 2000 pounds

200-lb. packages, 17½¢ per lb. Other sizes each ½¢ per lb. less than price stated in paragraph

(3). 1 to 5 tons

200-lb. packages, 17¢ per lb. Other sizes each 1¢ per lb. less than prices stated in paragraph (1).

(4). 5 to 15 tons

200-lb. packages, 16½¢ per lb. Other sizes each 1½¢ per lb. less than price stated in paragraph (1).

(5). 15 tons and over

200-lb. packages, 16¢ per lb. Other sizes each 2¢ per lb. less than price stated in paragraph (1).

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concern having a rating of not less than \$75,000.00, who travel salesmen, we will quote the following low-limit prices:

|                      |      |         |
|----------------------|------|---------|
| In 200-lb. packages, | 14¢  | per lb. |
| 100- " "             | 14½¢ | " "     |
| 50- " "              | 15¢  | " "     |
| 25- " "              | 15½¢ | " "     |
| 10- " "              | 17½¢ | " "     |
| 5- " "               | 19½¢ | " "     |
| 1- " "               | 21½¢ | " "     |
| ½- " "               | 25½¢ | " "     |

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

-- from [unclear]

B. 491 8/24/6

5<sup>3</sup>  
10<sup>3</sup>  
25<sup>3</sup>  
100<sup>3</sup>  
150<sup>3</sup>

8 1/2

8 1/4

8

6 1/2

6 1/4

For [unclear]

STANDARD [unclear] [unclear] [unclear]

STANDARD [unclear] [unclear] [unclear]

STANDARD [unclear] [unclear] [unclear]

original

L. W.

REVISED PRICES DRY POWDERED ARSENATE OF LEAD

Patented June 10, 1913. No. 1,064,639

Effective February 15, 1916.

Bulletin No. 389

EASTERN EDITION

Page 91

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

(1). In quantities less than 500 pounds

|                     |             |
|---------------------|-------------|
| 200-pound packages, | 20¢ per lb. |
| 100- " "            | 20½¢ " "    |
| 50- " "             | 21¢ " "     |
| 25- " "             | 21½¢ " "    |
| 10- " "             | 23½¢ " "    |
| 5- " "              | 26¢ " "     |
| 1- " "              | 30¢ " "     |
| ½- " "              | 34¢ " "     |

*Top Warehouse  
1/2¢ per lb advance*

(2). 500 to 2000 pounds

200-lb. packages, 19½¢ per lb. Other sizes each ½¢ per lb. less than price stated in paragraph (1).

(3). 1 to 5 tons

200-lb. packages, 19¢ per lb. Other sizes each 1¢ per lb. less than price stated in paragraph (1).

(4). 5 to 15 tons

200-lb. packages, 18½¢ per lb. Other sizes each 1½¢ per lb. less than price stated in paragraph (1).

(5). 15 tons and over

200-lb. packages, 18¢ per lb. Other sizes each 2¢ per lb. less than price stated in paragraph (1).

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns having a rating of not less than \$75,000.00, who travel salesmen, we will quote the following low-limit prices:

|                      |             |
|----------------------|-------------|
| In 200-lb. packages, | 16¢ per lb. |
| 100- " "             | 16½¢ " "    |
| 50- " "              | 17¢ " "     |
| 25- " "              | 17½¢ " "    |
| 10- " "              | 19½¢ " "    |
| 5- " "               | 21½¢ " "    |
| 1- " "               | 23½¢ " "    |
| ½- " "               | 27½¢ " "    |

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

NEW PROCESS ARSENATE OF LEAD PASTE

Effective February 15, 1916.

*Bulletin 165 2/24/16*

Bulletin No. 389

|      |     |
|------|-----|
| 1s   | 15¢ |
| 5s   | 11¢ |
| 12½s | 10¢ |
| 25s  | 9¢  |
| 50s  | 9¢  |
| 100s | 8¢  |
| Bbls | 8¢  |

*At lower prices ½¢ higher  
above price also applies on 15% Arsenate  
of Lead. B 165 2/24/16  
H.C.*

0007-SWP-000010781

Dry Lime Sulfur. cl 1915

1915

# LIME-SULFUR SOLUTION

Our product is a sparkling, clear, cherry-colored liquid, which is made from the very highest grades of lime and sulfur. It is practically free from sediment, is of uniform strength, and in air-tight containers will keep without deteriorating, for an indefinite period. It will absolutely test 33 degrees on the Baumé hydrometer, and represents the ideal combination of lime and sulfur in solution. S-W Lime-Sulfur Solution is the best product manufactured for use in spraying for San Jose Scale, and is the ideal fungicide for the treatment of fungus troubles.



## TUBER-TONIC

(Patent applied for)

Sherwin-Williams Dry Tuber-Tonic is a finely divided powder which is unaffected by heat or cold. This material is effective against both the bugs and diseases, and accomplishes more effective results than other materials. This product is a combination spray, having the desirable quick-killing properties of Paris Green, the adhesiveness of Arsenate of Lead, and the fungus preventive qualities of Bordeaux Mixture. It is sufficiently strong to kill leaf-eating insects on potatoes, yet prepared in such a manner as to make it safe to use on foliage without injury.



## FUNGI-BORDO

(Patent applied for)

Sherwin-Williams Fungi-Bordo, the Dry Bordeaux Mixture, is a dry powder which reaches the user in sift-proof, impervious packages. There is no freight to be paid on water, no danger of freezing or of drying out in the package and the material always reaches you in prime condition. Sherwin-Williams Dry Powdered Fungi-Bordo stays in suspension well, adheres to the foliage, and can be used in combination with Paris Green, Arsenate of Lead, etc.



## PRUNING COMPOUND

Prepared Ready for the Brush

For use on trees, shrubbery, etc., to stop "bleeding" of the sap after pruning and prevent worm-boring. It effectually seals the surface and will not wash off with the weather. In every respect, it will be found more satisfactory than tar and other mixtures.



## CARBOLIC-OL

A splendid wood preservative disinfectant and vermicide. Unusually effective for use in the interior and exterior of chicken-coops, stables, outhouses, etc. It has great penetrating and disinfectant qualities.



## SHERWIN-WILLIAMS No. 15 CATTLE DIP

Our Lime-Sulfur Dip is a splendid preparation for dipping sheep, cattle and hogs, and its use is authorized by the United States Department of Agriculture in the proportions of 1 part solution as it comes from the package to 15 parts water in the official dipping of sheep and cattle for scabbies, etc.

See San Jose News Bulletin 7.5 Bbl.  
126.100  
L.C. 7.16.24.10.12.14  
a.300 1/2  
35 45 35 25 15  
For Warehouse

100 200 300 400 500  
18 27 36 45 54  
20 29 38 47 56  
Job 20 less for Bbl.  
For Warehouse  
Bulletin 292 1/11/14

100 200 300 400 500  
19 28 37 46 55  
21 30 39 48 57  
Job 14 less  
For Warehouse  
bulletin 292 1/11/14

|                            | Qts.                         | Gals. |
|----------------------------|------------------------------|-------|
| Dark Olive Green           |                              |       |
| Net prices per gallon      | 75                           | 60    |
| Quarts, two dozen in case. | Gallons, half dozen in case. |       |

|                     | Qts. | Gals. | 3 Gals. | Bbls.   |
|---------------------|------|-------|---------|---------|
|                     | 80   | 70    | 60      | 50      |
| loaded lots in Bbls | 40   | 50    |         |         |
| L.C.                |      |       |         | 438     |
|                     |      |       |         | 4/23/15 |

|     | Qts. | 1/2 Gals. | Gals. | 3 Gals. | Bbls. |
|-----|------|-----------|-------|---------|-------|
| ... | ...  | ...       | ...   | ...     | ...   |



## REASONS WHY A GROWER SHOULD USE SHERWIN-WILLIAMS DRY POWDERED ARSENATE OF LEAD

### PASTE VS. DRY ARSENATE OF LEAD

Arsenates of Lead in Paste form, i.e., those containing approximately 50 per cent of water, have been almost universally employed, for lack of something better, since the value of spraying was first recognized. Among them, Sherwin-Williams New Process Arsenate of Lead has for years held first place. Paste materials, however, possess a number of disadvantages which make their use exceedingly difficult.

Anticipating the demand for something better, The Sherwin-Williams Co., after a long period of experimental research work, set about improving their product. The result is Sherwin-Williams Improved Dry Arsenate of Lead, which possesses all the merits of the paste form Arsenate of Lead, but none of its disadvantages.

### SAFE AND EFFECTIVE

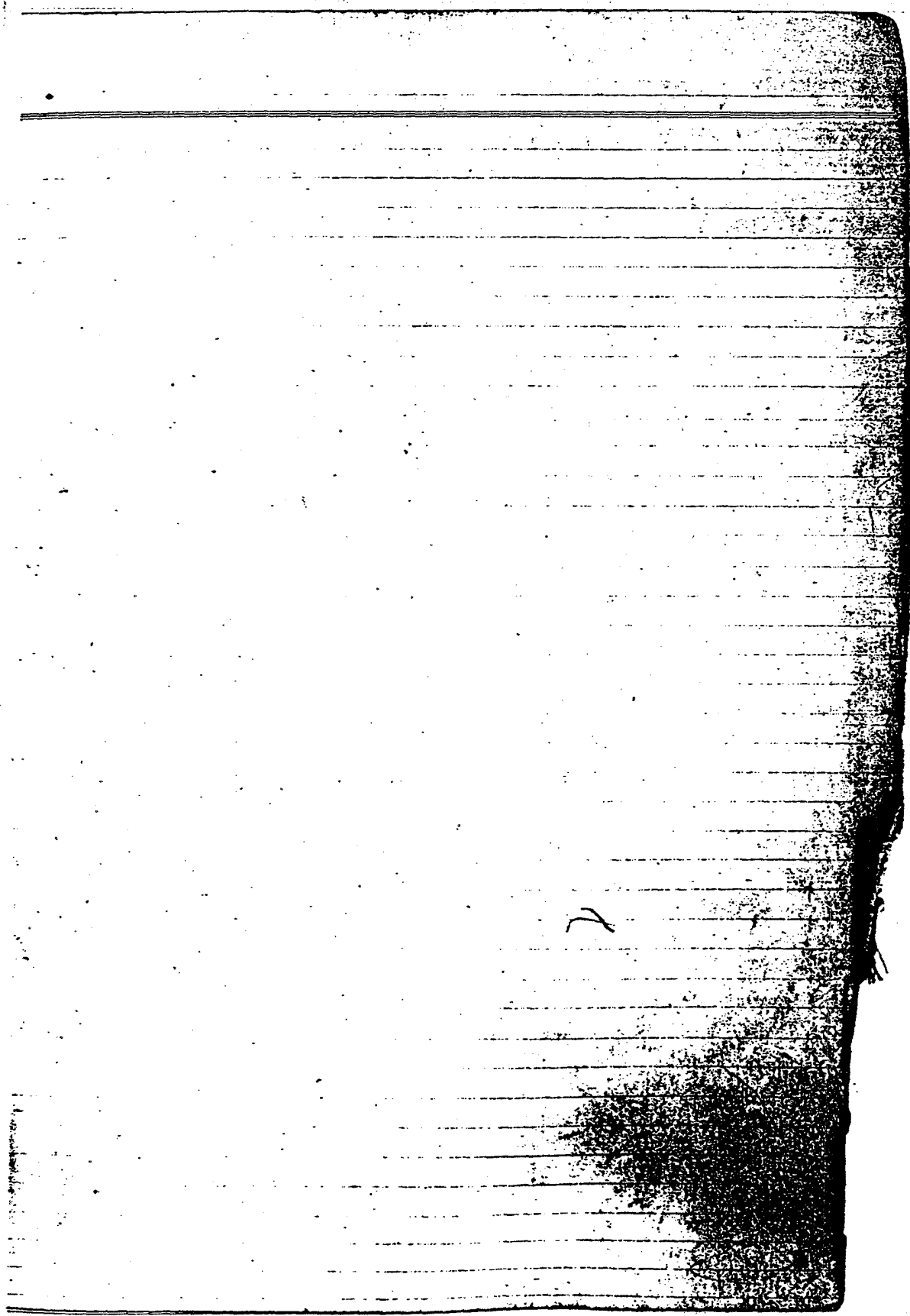
Sherwin-Williams Dry Powdered Arsenate of Lead contains from 31 to 33 per cent of Arsenic Oxide thoroughly combined with the lead, assuring maximum killing power, speedy action and unquestioned effectiveness in combating all leaf-eating and chewing insects. The thorough combination of the arsenic and lead minimizes the possibility of damage to the fruit and foliage, and the grower can apply this reliable material with every assurance of safety.

### ECONOMICAL

Less than half as much of it per 50 gallons of water as of the paste material produces the same or better results. One pound or one pound and a half of Sherwin-Williams Dry Powdered Arsenate of Lead in fifty gallons of water controls leaf-eating insects where heretofore two, three or four pounds of the paste material were required. The substantial economy in using the dry product is readily evident.

### PHYSICAL STRUCTURE

S-W Dry Powdered Arsenate of Lead because of its finely divided condition and great fluffiness mixes easily and stays thoroughly in suspension in water. It requires less stirring to get it into solution than is necessary when the paste is used. Because of its unusual lightness it stays thoroughly in suspension during the spraying operation thus giving a spray of uniform strength. Being a dry powder, the difficulties of leakage, evaporation, freezing and deterioration are completely overcome. A pound is all poison, whereas a pound of Paste Arsenate of Lead is half water.



0007-SWP-000010784

Subject - Changes in Prices.

Decreases in the cost of raw material makes possible temporarily the decrease of prices on materials listed in the Manufacturers' Section of the Price List, comprising Pages #100 - #210 inclusive, as follows:-

We do not anticipate any further decline in prices, but on the contrary advanced prices are looked for within a short period as the market is strengthening.

NAME OF GOODS.

Page 104

|                                         | Rx    | Decrease on all size packages | New "A" Prices<br>Bbls. & 1/2 Bbls. | 25s   |
|-----------------------------------------|-------|-------------------------------|-------------------------------------|-------|
| A I P Calumet Primer )<br>Brush & Dip ) | 20068 | 1/4¢ per lb.                  | 5-3/4                               | 6-1/2 |
| Yellow Primer Brush )<br>& Dip )        | 853   | 1/4¢ "                        | 5-3/4                               | 6-1/2 |

Page 106

|                                   |       |        |       |        |
|-----------------------------------|-------|--------|-------|--------|
| Special Wagon Box )<br>Green LL ) | 20926 | 1/4¢ " | 7-3/4 | 8-1/2  |
| New Wagon Box Green L)            | 20572 | 1/4¢ " | 7-1/2 | 8-1/4  |
| French Permanent )<br>Green L)    | 3696  | 1/4¢ " | 7-1/2 | 8-1/4  |
| Canary Yellow                     | 3772  | 1/4¢ " | 7     | 7-3/4  |
| Farm Wagon Gear )<br>Yellow )     | 20785 | 1/4¢ " | 7     | 7-3/4  |
| Light Chrome Yellow               | 3695  | 1/4¢ " | 9     | 9-2/4  |
| Medium Chrome Yellow              | 3670  | 1/4¢ " | 9     | 9-3/4  |
| Orange Chrome "                   | 3749  | 1/4¢ " | 10    | 10-3/4 |
| Light Blue                        | 3682  | 1/4¢ " | 8-1/2 | 9-1/4  |
| Medium Blue                       | 3699  | 1/4¢ " | 7-1/2 | 8-1/4  |
| Deep Blue                         | 3758  | 1/4¢ " | 9-1/2 | 10-1/4 |
| Light Gray                        | 3734  | 1/4¢ " | 7-1/4 | 8      |
| Medium Gray                       | 3712  | 1/4¢ " | 7-1/4 | 8      |

"B" prices one cent per pound in advance of the above, on all size packages.

Page 108

|                              |       |
|------------------------------|-------|
| Orinoco Vermilion )<br>Dry ) | 10032 |
|------------------------------|-------|

Prices withdrawn and sale of goods discontinued.

Page 110

SPECIAL LUSTRAL ENAMEL LIQUID for BRUSHING.

NEW "A" Prices

|                        |       |              | 1s     | 5s     | bbls   |
|------------------------|-------|--------------|--------|--------|--------|
| #680 Gray              | 14251 | 10¢ per gal. | \$1.35 | \$1.15 | \$1.10 |
| Gray Intermediate Coat | 14250 | 10¢ per gal. | 1.35   | 1.15   | 1.10   |

"B" prices 10¢ per gallon higher, on all size packages.

Page 111.

LUSTRAL ENAMELS (LIQUID)

|             |      |              |      |      |      |
|-------------|------|--------------|------|------|------|
| Dark Gray   | 6484 | 10¢ per gal. | 1.25 | 1.10 | 1.00 |
| Silver Gray | 7700 | 10¢ per gal. | 1.55 | 1.45 | 1.20 |
| Steel Gray  | 6496 | 10¢ per gal. | 1.25 | 1.10 | 1.00 |

"B" prices 25¢ per gallon higher, each size package.

GAS ENGINE ENAMELS (LIQUID)

The same decrease on Dark Gray, Rx 6484; Silver Gray, Rx 7700; and Steel Gray, Rx 6496; will be made on these goods as on the same Grays under the Lustral Enamel line.

Page 112.

NEW "A" Prices

|                        |   |            |      |                  |
|------------------------|---|------------|------|------------------|
| Wagonmakers Skein Lead | 8 | 1¢ per lb. | 100s | 1/2 Bbls & Bbls. |
|                        |   |            | .05  | .04 1/2          |

"B" prices 1/4¢ per pound higher.

NEW "A" Prices

|                       |      |            |         |  |
|-----------------------|------|------------|---------|--|
| Special Coffin Enamel |      |            | 25s     |  |
| Paste - White         | 8657 | 1¢ per lb. | .17 1/2 |  |

"B" prices 3¢ per pound higher.

Page 113.

ARIDOS LIQUID.

Decrease prices on all excepting Wine and Cardinal Red 10¢ per gallon, making new "A" prices on the regular shades, as follows:

NEW "A" Prices

|                                                         |  |  |        |        |        |
|---------------------------------------------------------|--|--|--------|--------|--------|
| Regular Shades-                                         |  |  | 1s     | 5s     | Bbls.  |
| "B" prices 20¢ per gallon higher, on each size package. |  |  | \$1.55 | \$1.50 | \$1.45 |

Prices on Wine and Cardinal Red remain as heretofore, being as follows:-

NEW "A" Prices

|      |      |      |
|------|------|------|
| 2.15 | 2.10 | 2.05 |
|------|------|------|

Page 113. (Continued)

"B" Prices 35¢ per gallon higher, on all size packages.

Page 114.

SPECIAL POLE PAINT LIQUID.

|            |      |              | NEW "A" Prices |      |       |
|------------|------|--------------|----------------|------|-------|
|            |      |              | 1s             | 5s   | Bbls. |
| #690 White | 5855 | 10¢ per gal. | 1.35           | 1.30 | 1.25  |

"B" prices 10¢ per gallon higher, on all size packages.

|                      |     |     |      |      |      |
|----------------------|-----|-----|------|------|------|
| Elevator Paint Slate | 411 | 10¢ | 1.20 | 1.15 | 1.10 |
|----------------------|-----|-----|------|------|------|

"B" prices 10¢ per gallon higher, on all size packages.

|                            |       |              |      |      |      |
|----------------------------|-------|--------------|------|------|------|
| Brighten-Up White (Liquid) | 14375 | 10¢ per gal. | 1.50 | 1.45 | 1.40 |
| Flat)                      |       |              |      |      |      |
| " " " Gloss                | 14731 | 10¢ " "      | 1.50 | 1.45 | 1.40 |

"B" prices 10¢ per gallon higher, on each size package.

CONCRETE FINISH LIQUID, including WHITE.

Decrease prices on all including white 10¢ per gallon, making new "A" prices on all shades excepting White, as follows:-

|       |      |      |      |
|-------|------|------|------|
| WHITE | 1.20 | 1.15 | 1.10 |
|       | 1.30 | 1.25 | 1.20 |

"B" prices 10¢ per gallon higher, on each size package.

| KEG PAINTS              |      |              | NEW Prices |      |      |
|-------------------------|------|--------------|------------|------|------|
| Keg Paint Liquid, Black | 79   | 10¢ per gal. | 1.50       | 1.45 | 1.40 |
| " " Blue                | 78   | 15¢ " "      | 1.50       | 1.45 | 1.40 |
| " " Green               | 77   | 15¢ " "      | 1.50       | 1.45 | 1.40 |
| " " White               | 5855 | 10¢ " "      | 1.50       | 1.45 | 1.40 |
| " " Yellow              | 75   | 10¢ " "      | 1.50       | 1.45 | 1.40 |

Prices on Red, Rx 76, and Wine, Rx 80, will not be changed, being as follows:-

|      |      |      |
|------|------|------|
| 1.75 | 1.70 | 1.65 |
|------|------|------|

Page 116.

|                                                         |       |              | NEW "A" Prices |        |         |
|---------------------------------------------------------|-------|--------------|----------------|--------|---------|
|                                                         |       |              | 25s            | 100s   | Bbls.   |
| Perfect Method Red Lead Paste                           | 229   | 1¢ per lb.   | 9-1/2          | 9      | 8-1/2   |
| "B" prices 1/2¢ per pound higher, on all size packages. |       |              |                |        |         |
| Perfect Method Red Lead                                 | 15878 | 30¢ per gal. | 1s             | 5s     | 1 Bbls. |
|                                                         |       |              | \$2.65         | \$2.60 | \$2.55  |
| "B" prices 10¢ per gallon higher on all size packages.  |       |              |                |        |         |

NINE MILL & FACTORY COLORS (LIQUID).

Uniform decrease of 10¢ per gallon on all colors and size packages, making new prices as follows:

|                |      | NEW "A" Prices |            |
|----------------|------|----------------|------------|
|                | Rx   | 1s             | 5s & Bbls. |
| Light Yellow   | 401  | 1.15           | 1.10       |
| Drab           | 420  | "              | "          |
| French Gray    | 414  | "              | "          |
| Moss Green     | 415  | "              | "          |
| Slate          | 411  | "              | "          |
| Orange Yellow  | 404  | "              | "          |
| Colonial       | 403  | "              | "          |
| Ivy Green      | 405  | "              | "          |
| Olive Green    | 402  | 1.00           | .95        |
| Black          | 395  | "              | "          |
| Bright Red     | 397  | "              | "          |
| Dark Green     | 413  | "              | "          |
| Metallic Brown | 399  | "              | "          |
| White          | 5855 | 1.30           | 1.25       |

Page 118

MACHINE PAINTS & FILLER PASTE

|                           |            | NEW "A" Prices |                   |
|---------------------------|------------|----------------|-------------------|
|                           |            | 25s            | 5s ½ Bbls & Bbls. |
| Machine Paint A & B       | 1/2¢       | 6-1/4          | 5                 |
| Machine Paints C.D & E    | 1/4¢       | 6              | 4-3/4             |
| Machine Paint White 3484  | 1¢ per lb. | 7              | 5-3/4             |
| Machine Filler White 3552 | 1¢         | 7-1/2          | 6-3/4             |

"B" prices 1¢ per pound higher, on each size package.

Page 118. (Continued)

OIL PROOF MACHINE PAINT (LIQUID)

|          |       |           | NEW "A" Prices |
|----------|-------|-----------|----------------|
|          |       |           | 1s             |
| Gray #76 | 14917 | 15¢       | \$1.50         |
| Gray #77 | 6470  | 15¢       | 1.50           |
| Gray #78 | 7778  | 10¢       | 1.50           |
| Gray #79 | 7385  | 10¢       | 1.50           |
| Green    | 14893 | No change | 1.60           |

GAS ENGINE FINISHES.

|                   |      |     | 1s     | A      | B |
|-------------------|------|-----|--------|--------|---|
| Gas Engine Primer | 6701 | 15¢ | \$1.40 | \$1.50 |   |

Page 208.

AUTO AND CARRIAGE UNDER-COATINGS

METAL BODY PRIMERS (LIQUID)

|               |       |                 |                | NEW "A" Prices |        |        |   |
|---------------|-------|-----------------|----------------|----------------|--------|--------|---|
|               |       |                 |                | 1s             | A      | 5s     | B |
| NAME OF GOODS | RX    | Decrease on all | size packages. | A              | B      | A      | B |
| Gray          | 14276 | .10             | \$1.80         | \$1.95         | \$1.70 | \$1.80 |   |
| Black         | 14793 | .10             | 1.80           | 1.95           | 1.70   | 1.80   |   |
| Gray, No. 99  | 14999 | .10             | 1.65           | 1.80           | 1.60   | 1.70   |   |

Price on Red, Rx 14847, which is 10¢ per gallon higher than present Black, will not be changed.

COACH BODY PRIMER

| CH BODY PRIMER    |      | "A" Prices |        | "B" Prices |        |        |
|-------------------|------|------------|--------|------------|--------|--------|
|                   |      | 1s         | 5s     | 1s         | 5s     |        |
| (Liquid Brushing) | 6275 | .10        | \$1.35 | \$1.25     | \$1.50 | \$1.35 |

BODY UNDER-COATS (PASTE)

|                        |      | "A" Prices |      | "B" Prices |      |
|------------------------|------|------------|------|------------|------|
|                        |      | 25s        | kits | 1/2 bbls.  |      |
| Coach Body Rough Stuff |      |            |      |            |      |
| Dark                   | 8776 | .00½       | .09½ | .09        | .08  |
| Coach Body Rough Stuff |      |            |      |            |      |
| Yellow                 | 8858 | .00½       | .12½ | .12½       | .11½ |
| Coach Body Rough Stuff |      |            |      |            |      |
| White                  | 8754 | .00½       | .14½ | .13½       | .12½ |
| Coach Body Rough Stuff |      |            |      |            |      |
| First Coat Dark        | 8478 | .00½       | .09½ | .09½       | .08½ |
| Coach Body Rough Stuff |      |            |      |            |      |
| First Coat Red         | 8762 | .00½       | .09½ | .09½       | .08½ |

"B" prices 1/2¢ per pound higher each size package.

COACH GEAR PRIMERS (LIQUID BRUSHINGS)

|                   |       | 1s  |        | 5s     |        |
|-------------------|-------|-----|--------|--------|--------|
|                   |       | A   | B      | A      | B      |
| Coach Gear Primer |       |     |        |        |        |
| Dark Gray         | 14987 | .10 | \$1.50 | \$1.65 | \$1.40 |
| Coach Gear Primer |       |     |        |        |        |
| Dark              | 6538  | .05 | 1.35   | 1.50   | 1.25   |
| Coach Gear Primer |       |     |        |        |        |
| Red               | 7426  | .05 | 1.35   | 1.50   | 1.25   |
| Coach Gear Primer |       |     |        |        |        |
| Maroon            | 14093 | .05 | 1.35   | 1.50   | 1.25   |

COACH GEAR FILLERS (LIQUID BRUSHING)

|                   |      |     |      |      |      |
|-------------------|------|-----|------|------|------|
| Coach Gear Filler |      |     |      |      |      |
| Black             | 7443 | .05 | 1.35 | 1.50 | 1.25 |
| Coach Gear Filler |      |     |      |      |      |
| Red               | 7442 | .05 | 1.35 | 1.50 | 1.25 |
| Coach Gear Filler |      |     |      |      |      |
| Maroon            | 7512 | .05 | 1.35 | 1.50 | 1.25 |

COACH GEAR FILLERS (PASTE)

|        |      | "A" Prices |      |      |
|--------|------|------------|------|------|
|        |      |            | 25s  | kits |
| Black  | 8662 | .00½       | .09½ | .09  |
| Red, L | 8498 | .00½       | .09½ | .09  |
| Yellow | 8423 | .00½       | .10½ | .10  |
| Cream  | 8767 | .00½       | .10½ | .10  |
| Gray   | 8874 | .00½       | .10½ | .10  |
| Blue   | 8923 | .00½       | .14  | .13½ |

"B" prices 1/2¢ per pound higher each size package.

Prices on the following will not be decreased, as the increase cost of Red makes this prohibitive, prices remain as advised in last Bulletin:-

|             |      |
|-------------|------|
| Red, D      | 8737 |
| Bright Red  | 4001 |
| Maroon      | 8505 |
| Rich Maroon | 8899 |

SANDING FILLERS FOR GEARS (PASTE)

|      |      | 25s  |        | kits |      |
|------|------|------|--------|------|------|
|      |      | A    | B      | A    | B    |
| Red  | 8920 | .00½ | \$.10½ | .11  | .10½ |
| Dark | 8902 | .00½ | .09½   | .10½ | .10  |



Page 208 - Continued.

COACH GEAR PRIMERS (LIQUID DIPPING)

|                   |       | 5s  |        | 1/2 bbls. & bbls. |        |
|-------------------|-------|-----|--------|-------------------|--------|
|                   |       | A   | B      | A                 | B      |
| Coach Gear Primer |       |     |        |                   |        |
| Dark Gray         | 14943 | .05 | \$1.30 | \$1.40            | \$1.25 |
| Coach Gear Primer |       |     |        |                   |        |
| Dark              | 7503  | .05 | 1.20   | 1.30              | 1.15   |
| Coach Gear Primer |       |     |        |                   |        |
| Red               | 7468  | .05 | 1.20   | 1.30              | 1.15   |
| Coach Gear Primer |       |     |        |                   |        |
| Maroon            | 7914  | .05 | 1.20   | 1.30              | 1.15   |

Page 209.

CHASSIS AND GEAR FILLERS (PASTE)

Prices on these materials will be the same as for Coach Gear Fillers (Paste) shown above.

PERFECT METHOD UNDER-COATINGS

BODY PRIMERS

|        |      | 1s  |        | 5s     |        |
|--------|------|-----|--------|--------|--------|
|        |      | A   | B      | A      | B      |
| Black  | 4901 | .05 | \$1.30 | \$1.45 | \$1.20 |
| Yellow | 4896 | .05 | 1.30   | 1.45   | 1.20   |

BODY FILLERS (ROUGH STUFF)

|            |      |     |      |      |      |
|------------|------|-----|------|------|------|
| First Coat | 4976 | .05 | 1.25 | 1.35 | 1.15 |
| Black      | 4900 | .05 | 1.20 | 1.35 | 1.10 |

GEAR PRIMERS

|       |      |     |      |      |      |
|-------|------|-----|------|------|------|
| Black | 4902 | .05 | 1.30 | 1.45 | 1.20 |
| Red   | 4907 | .05 | 1.30 | 1.45 | 1.20 |

GEAR SURFACERS

|       |      |     |      |      |      |
|-------|------|-----|------|------|------|
| Black | 4974 | .05 | 1.30 | 1.45 | 1.20 |
| Red   | 4975 | .05 | 1.30 | 1.45 | 1.20 |

GEAR FILLERS

|             |      |     |      |      |      |
|-------------|------|-----|------|------|------|
| Black       | 4903 | .05 | 1.30 | 1.45 | 1.20 |
| Red         | 4908 | .05 | 1.30 | 1.45 | 1.20 |
| Ebony Black | 4906 | .05 | 1.55 | 1.70 | 1.45 |

Prices are all F.O.B. factories.

It must further be understood no contracts can be closed at these prices without approval from this Office. The very favorable prices given above should enable us to increase our sales considerably, assisting in the utmost to make our Jubilee Year the biggest ever.

Conditions, particularly on Reds, Greens and Blues, become more serious each day and we wish to reiterate as previously informed, that it will be impossible to close any contracts for these materials, accept any large orders for future shipment or make prices on large quantities without first receiving approval from this Office. This is of paramount importance, as it is necessary for us to reserve Dye Stuff for the manufacture of all orders accepted, and, therefore, requisitions for these colors are to be taken by our representatives conditional on our ability to fill them, and with the understanding that we will make the best price possible.

Yours very truly,

J. O. Hasson,

Manager.

**Mrs. Sales Dept.**

**Bulletin 803**

**Subject: Advance in prices.**

7-13-15

Pursuant to Mr. Joyce's bulletin #2500 of the 9th, advancing prices on greens, due to the Prussiate of Potash situation, it is necessary to make the following increases on such materials affected, as listed in the Manufacturer's section of the price list. Several reds have also advanced very sharply, necessitating making the minimum advances specified.

PAGE 104.

# A I P PRIMER

|                                                       |                         |                         |
|-------------------------------------------------------|-------------------------|-------------------------|
| <u>P PRIMER</u>                                       | <u>Advance</u>          | <u>Making "A" Price</u> |
|                                                       | Bbls.                   | 25s                     |
| No. 809 Green Primer, Rx 20714,                       | 1 $\frac{1}{2}$ per lb. | 60                      |
| For "B" prices advance "A" 1 $\frac{1}{2}$ per pound. |                         | 61 $\frac{1}{2}$        |

**PAGE 106.**

**A I P PASTES.**

|         |                                     |                               |         |                               |                                |
|---------|-------------------------------------|-------------------------------|---------|-------------------------------|--------------------------------|
| No. 364 | Spec. Wagon Box Green LL, Rx 20926, | 1 <sup>3</sup> / <sub>4</sub> | per lb. | 8 <sup>3</sup> / <sub>4</sub> | 8 <sup>3</sup> / <sub>4</sub>  |
| No. 366 | New Wagon Box Green L, Rx 20572,    | 1 <sup>3</sup> / <sub>4</sub> | " "     | 7 <sup>3</sup> / <sub>4</sub> | 8 <sup>1</sup> / <sub>4</sub>  |
| No. 367 | New Wagon Box Green M, Rx 20573,    | 1 <sup>3</sup> / <sub>4</sub> | " "     | 7 <sup>3</sup> / <sub>4</sub> | 8 <sup>1</sup> / <sub>4</sub>  |
| No. 368 | New Wagon Box Green D, Rx 20574,    | 1 <sup>3</sup> / <sub>4</sub> | " "     | 7 <sup>3</sup> / <sub>4</sub> | 8 <sup>1</sup> / <sub>4</sub>  |
| No. 371 | French Permanent Green L, Rx 3696,  | 2 <sup>3</sup> / <sub>4</sub> | " "     | 7 <sup>3</sup> / <sub>4</sub> | 8 <sup>1</sup> / <sub>4</sub>  |
| No. 373 | French Permanent Green M, Rx 3690,  | 1 <sup>3</sup> / <sub>4</sub> | " "     | 8 <sup>1</sup> / <sub>4</sub> | 9 <sup>1</sup> / <sub>4</sub>  |
| No. 379 | French Permanent Green D, Rx 3793,  | 2 <sup>1</sup> / <sub>4</sub> | " "     | 9 <sup>1</sup> / <sub>4</sub> | 10 <sup>1</sup> / <sub>4</sub> |

For "B" prices advance "A" 1¢ per pound

**PAGE 108.**

**Prices on Wagon Box Green Dry are hereby withdrawn. Refer to us for price.**

**PAGE 109.**

**STANDARD BULLETIN COLORS (PASTE).**

| <u>DARD BULLETIN COLORS (PASTE).</u> | <u>Advance.</u> | <u>100s</u> | <u>25s</u> | <u>5s</u> | <u>1s</u> |
|--------------------------------------|-----------------|-------------|------------|-----------|-----------|
| Dragon Bulletin Red, Rx 20555,       | 5¢ per lb.      | 46¢         | 49¢        | 50¢       | 52¢       |
|                                      |                 | 49¢         | 54¢        | 55¢       | 59¢       |

**PAGE 110.**

**SPECIAL LUSTRAL ENAMELS (LIQUID) FOR BRUSHING.**

| IAL LUSTRAL ENAMELS (LIQUID) FOR BRUSHING. |       | Advance | Making New | "A" Prices |      |       |
|--------------------------------------------|-------|---------|------------|------------|------|-------|
|                                            |       |         |            | 1s         | 8s   | Bbls. |
| No. 602 Green, Rx                          | 6602, | 50      | per gal.   | 1.25       | 1.08 | 1.00  |
| No. 604 Green, "                           | 6604, | 50      | " "        | 1.35       | 1.15 | 1.10  |
| No. 605 Green, "                           | 6605, | 50      | " "        | 1.25       | 1.05 | 1.00  |
| No. 606 Green, "                           | 6606, | 50      | " "        | 1.35       | 1.15 | 1.10  |
| No. 607 Green, "                           | 6607, | 200     | " "        | 1.50       | 1.30 | 1.25  |
| No. 608 Green, "                           | 6608, | 300     | " "        | 1.50       | 1.40 | 1.35  |

SPECIAL LUSTRAL ENAMELS (LIQUID) FOR BRUSHING. CONT.

|                                 |              | Advance Making New "A" Prices |      |       |
|---------------------------------|--------------|-------------------------------|------|-------|
|                                 |              | ls                            | 5s   | Bbls. |
| No. 609 Green, Rx 6609,         | 30¢ per gal. | 1.60                          | 1.40 | 1.35  |
| No. 663 Vermilion, Rx 6663,     | 40¢ " "      | 2.40                          |      |       |
| No. 664 Spartan Red M, Rx 6664, | 40¢ " "      | 2.05                          | 1.95 | 1.90  |
| No. 665 Spartan Red D, Rx 6665, | 40¢ " "      | 2.05                          | 1.95 | 1.90  |
| No. 906 Tartar Red L, Rx 14906, | 40¢ " "      | 2.05                          | 1.95 | 1.90  |
| No. 907 Tartar Red M, Rx 14907, | 40¢ " "      | 2.05                          | 1.95 | 1.90  |
| No. 908 Tartar Red D, Rx 14908, | 40¢ " "      | 2.05                          | 1.95 | 1.90  |

"B" prices 10¢ per gallon higher than "A", all size packages.

VARNISH COLOR (LIQUID) FOR DIPPING.

|                                 |              | Making new Prices. |       |
|---------------------------------|--------------|--------------------|-------|
|                                 |              | "A"                | "B"   |
|                                 |              | Bbls.              | Bbls. |
| No. 865 Spartan Red D, Rx 6865, | 40¢ per gal. | 1.75               | 1.85  |

As previously advised and shown in the list, this is supplied in barrels only.

PAGE 111.

LUSTRAL ENAMELS (LIQUID)

|                          |             | Making New "A" Prices |      |       |
|--------------------------|-------------|-----------------------|------|-------|
|                          |             | ls                    | 5s   | Bbls. |
| Chrome Green, Rx 6605,   | 5¢ per gal. | 1.35                  | 1.30 | 1.15  |
| Brewster Green, Rx 6712, | 5¢ " "      | 1.40                  | 1.30 | 1.15  |
| Green Medium, Rx 6714,   | 10¢ " "     | 1.45                  | 1.35 | 1.20  |
| Green Light, Rx 6712,    | 5¢ " "      | 1.40                  | 1.30 | 1.15  |

For "B" prices advance "A" prices 25¢ per gallon.

GAS ENGINE ENAMELS (LIQUID)

The changes on Lustral Enamels above apply also on this line. Please be sure to correct accordingly.

PAGE 113.

LACQUERS BAKING.

As previously advised our prices on this line have been withdrawn. Our output is very small and we would, therefore, ask that any orders be referred to us for price.

LACQUERS AIR DRYING.

Temporarily it will be possible for current business to make the following prices on Blue Lacquers:

|                       |                      | Making New Prices. |          |          |
|-----------------------|----------------------|--------------------|----------|----------|
|                       |                      | ls                 | 5s       | Bbls.    |
| Blue, Light Rx 7245   | ADVANCE 25¢ per gal. | "A" 1.25           | "A" 1.10 | "A" .95  |
|                       |                      | "B" 1.35           | "B" 1.20 | "B" 1.10 |
| Blue, Medium, Rx 6090 | 30 " "               | "A" 1.30           | "A" 1.15 | "A" 1.00 |
|                       |                      | "B" 1.40           | "B" 1.25 | "B" 1.15 |

LACQUERS AIR DRYING CONT'D

Blue, Dark, Rx 7361.

| Advance      | Making New Prices |      |       |
|--------------|-------------------|------|-------|
|              | 1s                | 5s   | Bbls. |
| 85¢ per gal. | "A" 1.45          | 1.30 | 1.15  |
|              | "B" 1.55          | 1.40 | 1.30  |

PAGE 114.SPECIAL POLE PAINT

No. 696 Dark Green, Rx 5858

| Advance      | Making New "A" Prices. |      |       |
|--------------|------------------------|------|-------|
|              | 1s                     | 5s   | Bbls. |
| 15¢ per gal. | 1.10                   | 1.05 | 1.00  |

"B" prices 5¢ per gallon higher.

PAGE 118.OIL PROOF MACHINE PAINT (LIQUID)

Green, Rx 14893.

| Advance      | Making New "A" Price |  |  |
|--------------|----------------------|--|--|
|              | 1s                   |  |  |
| 10¢ per gal. | "A" 1.60             |  |  |

GAS ENGINE FINISHES

Gas Engine Sealer Green, Rx 7325.

| Advance      | Making New Prices. |  |  |
|--------------|--------------------|--|--|
|              | 1s                 |  |  |
| 10¢ per gal. | "A" 1.70           |  |  |
|              | "B" 1.80           |  |  |

PAGE 125.

Prices on Vernis Martin Bronze Dry, Aluminum Bronze #8000 and all Dry Bronzes are withdrawn. Orders for these materials should be referred to us for price.

ALUMINUM PAINT.

Rx 29

| Advance      | Making New Prices |  |  |
|--------------|-------------------|--|--|
|              | 1s                |  |  |
| 85¢ per gal. | "A" 3.60          |  |  |
|              | "B" 3.85          |  |  |

PAGE 202.QUICK DRYING COLORS.Q D Reds

|                                        | Advance     | "A" price. | Making New Prices. |     |      |
|----------------------------------------|-------------|------------|--------------------|-----|------|
|                                        |             |            | "A"                | "B" | List |
| QD English Vermilion, L&D, Rx 145,     | 50¢ per lb. |            | 1.65               | ANY | 2.80 |
| QD Royal Durbar Red, M, 8273 D, 8190,  | 20¢ " "     |            | 1.00               | HAT | 1.65 |
| QD Royal Durbar Red L, #72, Rx 8272,   | 25¢ " "     |            | 1.25               | HPY | 2.10 |
| QD Carmola Red L, Rx 8148, D, Rx 8592, | 5¢ " "      |            | .40                | TN  | .70  |
| QD Tuscan Red, Rx 125,                 | 3¢ " "      |            | .25                | NA  | .43  |

PAGE 203.Q D Blues.

|                           | Advance     |     |    |      |  |
|---------------------------|-------------|-----|----|------|--|
| QD Chinese Blue, Rx 147   | 27¢ per lb. | .75 | DT | 1.25 |  |
| QD Prussian Blue, Rx 147, | 29¢ " "     | .75 | DT | 1.25 |  |

PAGE 204.Q D Greens

|                                        | Advance    |     |    |     |  |
|----------------------------------------|------------|-----|----|-----|--|
| QD Extra Coach Green, L&D, Rx 134 L&D, | 2¢ per lb. | .28 | WN | .50 |  |
| QD Adams Express Green, Rx 8852,       | 2¢ " "     | .29 | WN | .50 |  |
| QD English Brewster Green #8859, 8863, | 2¢ " "     | .30 | WO | .65 |  |
| QD Special Green #4694, Rx 4694,       | 2¢ " "     | .21 | NS | .50 |  |
| QD Bronze Green, Rx 257,               | 2¢ " "     | .26 | NY | .50 |  |
| QD Victoria Green, Rx 4616,            | 2¢ " "     | .27 | NY | .50 |  |

**PAGE 205.**

**STANDARD EXPRESS LINE & MAIL COLORS.**

|                                       | Advance    | Making New Prices. |     |      |
|---------------------------------------|------------|--------------------|-----|------|
|                                       |            | "A"                | "B" | List |
| Adams Express Standard Green, Rx8852, | 4¢ per lb. | .29                | NN  | .50  |
| Southern Express Std.Green, Rx 4710,  | 4¢ " "     | .29                | NN  | .50  |
| U S Parcel Post Coach Green, Rx 8012, | 3¢ " "     | .24                | NY  | .40  |

**PAGE 207.**

**FREE FLOWING COLOR VARNISHES.**

|                                        |              | 1s       | 1s       |
|----------------------------------------|--------------|----------|----------|
| Vermilion, Rx 7088,                    | 60¢ per gal. | "A" 3.75 | "B" 4.25 |
| Dark Carmine, Rx 6890,                 | 15¢ " "      | "A" 2.40 | "B" 2.65 |
| Rose Lake, Rx 7821,                    | 10¢ " "      | "A" 2.50 | "B" 3.25 |
| Scarlet Carmine, Rx 7014,              | 10¢ " "      | "A" 2.50 | "B" 3.00 |
| National Red L, Rx 7865,               | 75¢ " "      | "A" 3.25 | "B" 3.50 |
| National Red D, Rx 7866,               | 75¢ " "      | "A" 3.40 | "B" 3.65 |
| Royal Durbar Red L, Rx 7033,           | 75¢ " "      | "A" 3.25 | "B" 3.50 |
| Royal Durbar Red D, Rx 6755,           | 50¢ " "      | "A" 3.00 | "B" 3.25 |
| Dragon Red L, Rx 14260,                | 50¢ " "      | "A" 2.75 | "B" 3.00 |
| Dragon Red D, Rx 14088,                | 50¢ " "      | "A" 2.75 | "B" 3.00 |
| Carmine Maroon, Rx 7846,               | 60¢ " "      | "A" 3.00 | "B" 3.25 |
| English Brewster Green, Rx 7839,       | 15¢ " "      | "A" 1.90 | "B" 2.15 |
| Peerless Green, Rx 6756,               | 15¢ " "      | "A" 1.65 | "B" 1.90 |
| Brewster Green L, Rx 7003, D, Rx 6760, | 15¢ " "      | "A" 1.65 | "B" 1.90 |
| Green, L, Rx 7003, P, Rx 6760,         | 15¢ " "      | "A" 1.65 | "B" 1.90 |

**PAGE 208.**

**FREE FLOWING VEHICLE COLOR VARNISHES.**

|                            |              |          |          |
|----------------------------|--------------|----------|----------|
| Light Green #35, Rx 17008, | 15¢ per gal. | "A" 1.65 | "B" 1.80 |
| Dark Green #63, Rx 7863,   | 15¢ " "      | "A" 1.65 | "B" 1.80 |
| Light Red #88, Rx 6888,    | 90¢ " "      | "A" 3.00 | "B" 3.20 |
| Dark Red #89, Rx 6889,     | 60¢ " "      | "A" 3.00 | "B" 3.15 |

The above prices apply only on current business and no orders for future shipment can be accepted on this basis. Neither can contract be closed at these prices.

A new price list showing the latest prices on materials specified in the Manufacturers' section of the price list is being prepared, and one copy will be forwarded to each District Manager for correction of all copies in the District. We contemplate reprinting the price list but with the continuing advances it would not be policy to do so and for that reason the corrected list is being sent each manager. Prices are effective immediately, are subject to change without notice and orders are accepted subject to prior sale and our ability to fill same.

Yours very truly,

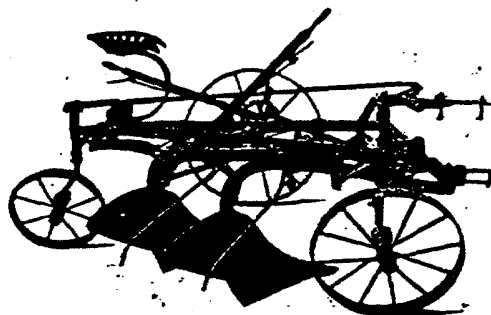
MANAGER.

MS-D

# **MANUFACTURERS' SALES DEPARTMENT**

**REPRESENTATIVES' CONFIDENTIAL PRICE-LIST**

**MANUFACTURERS' SUNDRIES, BEDSTEAD ENAMELS AND  
AGRICULTURAL IMPLEMENT PAINTS  
MACHINE PAINTS AND ENAMELS  
INSULATING MATERIALS**



B55b K-13 377

0007-SWP-000010797

Bulletin No. 128

February 1, 1916

Subject: Advance in Prices and  
Discontinuing of 6663 and 7088

EASTERN EDITION

Supplementing Bulletin No. 114 of the 25th inst., kindly arrange  
to advance prices on the following materials:

Page 106

| A. I. P. GREENS                    | Rx    | ADVANCE | NEW "B" PRICES |           |
|------------------------------------|-------|---------|----------------|-----------|
|                                    |       |         | 1/2-Bbls.      | Bbls. 25s |
| Special Wagon Box Green, LL, . . . | 20926 | .01 1/2 | .10 1/2        | .11       |
| New Wagon Box Green L, Dipping . . | 20572 | .01 1/2 | .10            | .10 1/2   |
| New Wagon Box Green M, " . .       | 20573 | .01 1/2 | .10 1/2        | .11 1/2   |
| New Wagon Box Green D, " . .       | 20574 | .01 1/2 | .11 1/2        | .12 1/2   |
| New Wagon Box Green L, Brushing .  | 194   | .01 1/2 | .10 1/2        | .11       |
| New Wagon Box Green M, " . .       | 195   | .02     | .12            | .12 1/2   |
| New Wagon Box Green D, " . .       | 196   | .01 1/2 | .12            | .12 1/2   |
| Canary Yellow, . . . . .           | 3772  | .03 1/2 | .11 1/2        | .12 1/2   |
| Farm Wagon Gear Yellow . . . . .   | 20785 | .02 1/2 | .12 1/2        | .13       |
| Light Chrome Yellow . . . . .      | 3695  | .01 1/2 | .11 1/2        | .12 1/2   |
| Medium Chrome Yellow . . . . .     | 3670  | .02     | .12            | .12 1/2   |
| Orange Chrome Yellow . . . . .     | 3749  | .04     | .14            | .14 1/2   |

"A" prices 1¢ per pound less than above, both size packages.

Page 110

| SPECIAL LUSTRAL ENAMELS          | Rx   | ADVANCE   | NEW "B" PRICES |        |        |
|----------------------------------|------|-----------|----------------|--------|--------|
|                                  |      |           | 1s             | 5s     | Bbls.  |
| No. 602 Green . . . . .          | 6602 | No change | \$1.35         | \$1.15 | \$1.10 |
| No. 604 Green . . . . .          | 6604 | .10       | 1.55           | 1.35   | 1.30   |
| No. 605 Green . . . . .          | 6605 | .20       | 1.65           | 1.45   | 1.40   |
| No. 606 Green . . . . .          | 6606 | .15       | 1.85           | 1.65   | 1.60   |
| No. 607 Green . . . . .          | 6607 | .15       | 1.85           | 1.65   | 1.60   |
| No. 608 Green . . . . .          | 6608 | No change | 1.70           | 1.50   | 1.45   |
| No. 609 Green . . . . .          | 6609 | .30       | 2.10           | 1.90   | 1.85   |
| No. 616 Olive Green, M . . . . . | 6616 | .25       | 1.60           | 1.40   | 1.35   |
| No. 622 Blue . . . . .           | 6622 | No change | 1.60           | 1.40   | 1.35   |
| No. 625 Blue . . . . .           | 6625 | " "       | 1.85           | 1.65   | 1.60   |
| No. 629 Blue . . . . .           | 6629 | .50       | 2.10           | 1.90   | 1.85   |
| No. 631 Blue . . . . .           | 6631 | No change | 1.60           | 1.40   | 1.35   |
| No. 671 Yellow M, . . . . .      | 6671 | .35       | 1.90           | 1.70   | 1.65   |
| No. 672 Yellow O . . . . .       | 6672 | .35       | 1.90           | 1.70   | 1.65   |

"A" prices 10¢ per gallon less, all size packages.



VARNISH COLORS (LIQUID) FOR DIPPING

|                          | Rx   | ADVANCE | NEW "B" PRICES |  |        |
|--------------------------|------|---------|----------------|--|--------|
|                          |      |         | Barrels only   |  |        |
| No. 805 Green, . . . . . | 6805 | .15     |                |  | \$1.30 |
| No. 806 Green, . . . . . | 6806 | .10     |                |  | 1.50   |
| No. 809 Green, . . . . . | 6809 | .25     |                |  | 1.75   |

"A" prices 10¢ per gallon less.

| MACHINE ENAMELS (LIQUID) |      |     | 1/4s   | 1s     | 5s        |
|--------------------------|------|-----|--------|--------|-----------|
| Green, Light, . . . . .  | 7534 | .50 | \$2.75 | \$2.50 | \$2.25    |
|                          |      |     |        |        | 1/2 Bbls. |
| LUSTRAL ENAMELS (LIQUID) |      |     | 1s     | 5s     | & Bbls.   |
| Chrome Green, . . . . .  | 6605 | .15 | \$1.80 | \$1.65 | \$1.55    |

"A" prices 10¢ per gallon less, all size packages.

Page 111

GAS-ENGINE ENAMELS (LIQUID)

Make same change as per above.

Page 116

| PERFECT METHOD RED LEAD (PASTE)                    | Rx  | ADVANCE         | NEW "B" PRICES |         |           |
|----------------------------------------------------|-----|-----------------|----------------|---------|-----------|
|                                                    |     |                 | 25s            | 100s    | 1/2 Bbls. |
| Perfect Method Red Lead, Paste, 229                |     | .01 1/2 .11 1/2 | .11 1/2        | .10 1/2 |           |
| "A" prices 1/2¢ per pound less, all size packages. |     |                 |                |         |           |
|                                                    | Rx  |                 | 1s             | 5s      | 1/2 Bbls. |
| Perfect Method Red Lead, per gallon, 15878         | .50 | \$3.30          | \$3.25         | \$3.20  |           |

"A" prices 10¢ per gallon lower, all size packages.

Page 202

|                                     | Rx        | "A" | "B"    | LIST   |
|-------------------------------------|-----------|-----|--------|--------|
| Q-D No. 40 French Carmine, . . . .  | 149       | NOT | \$5.50 | \$7.40 |
| Q-D English Vermilion, L & D, . . . | 145-L & D | STY | 6.00   | 8.00   |

Page 204

|                              |     |    |      |      |
|------------------------------|-----|----|------|------|
| Q-D Prussian Blue, . . . . . | 147 | DT | 1.25 | 1.70 |
|------------------------------|-----|----|------|------|

Page 205

|                                        |     |      |      |
|----------------------------------------|-----|------|------|
| U.S. Express Standard Vermilion, 145-D | STY | 6.00 | 8.00 |
|----------------------------------------|-----|------|------|

Page 205

| Q-D YELLOWS                      | ADVANCE | "A" | "B" | LIST |
|----------------------------------|---------|-----|-----|------|
| Chrome, L, M, O, and DO. . . . . | .03     | NY  | .40 | .58  |

Page 206

ENGLISH VERMILION, in tubes containing six ounces net, \$22.50 per dozen NET.

Page 207

| FREE-FLOWING COLOR VARNISHES |      | ADVANCE | ls  |        |
|------------------------------|------|---------|-----|--------|
|                              | Rx   |         | "A" | "B"    |
| Auto Yellow, . . . . .       | 7830 | .35     | AFY | \$2.85 |
| London Smoke, . . . . .      | 7874 | .35     | AFY | 2.85   |

As advised by letter some time ago, we are compelled to discontinue the manufacture of Vermilion, Rx 6663, listed on Page 110, and Free-Flowing Vermilion, Rx 7038, listed on Page 207, on account of our inability to secure Dye Stuff.

Please see that all lists are promptly corrected. We are now completing the printing of our Price List, which was held pending a definite decision on prices for listed materials.

Yours very truly,

  
Assistant Manager.

MFRS' SALES DEPARTMENT.

BULLETIN NO. 313

December 2, 1915.

Subject - Advance in Prices

Supplementing Bulletin No. 312, of the 19th inst., kindly arrange to correct prices in the Manufacturers' Section of the Price List on the following materials as specified below.

Prices are effective immediately.

Pages 104 - 107, INC.

A. I. P. PRIMERS and COLORS--NEW PRICES

|                                               | B<br>Bbls. and<br>1/2 bbls. | B<br>25's |
|-----------------------------------------------|-----------------------------|-----------|
| 303 Calumet Primer, Rx 80068                  | .06½                        | .07½      |
| 316 Pink Primer, Rx 20701                     | .07                         | .07½      |
| 317 Pink Primer (Dip), Rx 20521               | .07½                        | .08½      |
| 309 Green Primer, Rx 20714                    | .07½                        | .08       |
| 301 Yellow Primer, Rx 853                     | .07                         | .07½      |
| 364 Special Wagon Box Green LL, Rx 20926      | .08½                        | .09½      |
| 366 New Wagon Box Green L (Dipping), Rx 20572 | .08½                        | .09½      |
| 367 New Wagon Box Green M (Dipping), Rx 20573 | .08½                        | .09½      |
| 368 New Wagon Box Green D (Dipping), Rx 20574 | .09½                        | .10½      |
| 371 New Wagon Box Green L (Brushing), Rx 194  | .09                         | .09½      |
| 373 New Wagon Box Green M (Brushing), Rx 195  | .10                         | .10½      |
| 379 New Wagon Box Green D (Brushing), Rx 196  | .10½                        | .11½      |
| 322 Canary Yellow, Rx 3772                    | .08                         | .08½      |
| 325 Farm Wagon Gear Yellow, Rx 20785          | .10                         | .10½      |
| 841 Light Chrome Yellow, Rx 3695              | .10                         | .10½      |

|                                   | B<br>Bbls. and<br>1/2 bbls. | B<br>25's |
|-----------------------------------|-----------------------------|-----------|
| 342 Medium Chrome Yellow, Rx 3670 | .10                         | .10½      |
| 346 Orange Chrome Yellow, Rx 3749 | .10                         | .10½      |
| 421 Light Blue, Rx 3682           | .09½                        | .10½      |
| 423 Medium Blue, Rx 3699          | .09½                        | .10½      |
| 424 Deep Blue, Rx 3758            | .10½                        | .11½      |
| 390 Light Gray, Rx 3734           | .08½                        | .09       |
| 391 Medium Gray, Rx 3712          | .08½                        | .09       |

"A" prices 1¢ per pound less, all size packages.

Page 108.

DRY COLORS.

| <u>GREENS.</u>                  | B<br>100's | B<br>Bbls. |
|---------------------------------|------------|------------|
| 756 Wagon Box Green L, Rx 11003 | .08½       | .08        |
| 757 Wagon Box Green M, Rx 11004 | .09½       | .09        |
| 758 Wagon Box Green D, Rx 11005 | .10½       | .10        |

"A" prices 1/2¢ per pound less, both size packages.

These prices will apply only on small orders for immediate shipment, and any large orders even for immediate shipment should be referred to us for price prior to acceptance. (We cannot quote price at this time on Dry Greens for future shipment.)

YELLOWS C. P.

The prices on these materials have been withdrawn as per our wire, and all orders should be referred to us for price.

YELLOWS, EXTRA CHROME

|                     | B<br>100's | B<br>Bbls. |
|---------------------|------------|------------|
| 784 Lemon, Rx 12018 | .13½       | .13        |

|                           | B<br>100's | B<br>Bbls. |
|---------------------------|------------|------------|
| 785 Medium, Rx 12019      | .13½       | .13        |
| 786 Orange, Rx 12017      | .13½       | .13        |
| 787 Dark Orange, Rx 12020 | .13½       | .13        |

"A" prices 1/2¢ per pound less, both size packages.

YELLOWS, NO. 1

|                           | B<br>100's | B<br>Bbls |
|---------------------------|------------|-----------|
| 788 Light, Rx 12013       | .08        | .07½      |
| 789 Medium, Rx 12015      | .08        | .07½      |
| 790 Orange, Rx 12016      | .08        | .07½      |
| 791 Dark Orange, Rx 12021 | .08        | .07½      |

"A" prices 1/2¢ per pound less, all size packages.

Page 110

SPECIAL LUSTRAL ENAMELS (LIQUID), FOR BRUSHING

|                                  | B<br>1's | B<br>5's | B<br>Bbls, |
|----------------------------------|----------|----------|------------|
| 602 Green, Rx 6602               | \$1.35   | \$1.15   | \$1.10     |
| 604 Green, Rx 6604               | 1.45     | 1.25     | 1.20       |
| 605 Green, Rx 6605               | 1.45     | 1.25     | 1.20       |
| 606 Green, Rx 6606               | 1.70     | 1.50     | 1.45       |
| 607 Green, Rx 6607               | 1.70     | 1.50     | 1.45       |
| 608 Green, Rx 6608               | 1.70     | 1.50     | 1.45       |
| 609 Green, Rx 6609               | 1.80     | 1.60     | 1.55       |
| 616 Olive Green, Medium, Rx 6616 | 1.35     | 1.15     | 1.10       |
| 622 Blue, Rx 6622                | 1.60     | 1.40     | 1.35       |

|                                      | B<br>1's | B<br>5's | B<br>Bbls. |
|--------------------------------------|----------|----------|------------|
| 625 Blue, Rx 6625                    | \$1.85   | \$1.65   | \$1.60     |
| 629 Blue, Rx 6629                    | 1.60     | 1.40     | 1.35       |
| 631 Blue, Rx 6631                    | 1.60     | 1.40     | 1.35       |
| 642 Maroon, Rx 6642                  | 1.10     | .90      | .85        |
| 643 Maroon, Rx 6643                  | 1.10     | .90      | .85        |
| 644 Maroon, Rx 6644                  | 1.10     | .90      | .85        |
| 645 Maroon, Rx 6645                  | 1.50     | 1.30     | 1.25       |
| 671 Yellow, Medium, Rx 6671          | 1.55     | 1.35     | 1.30       |
| 672 Yellow, Orange, Rx 6672          | 1.55     | 1.35     | 1.30       |
| 680 Gray, Rx 14251                   | 1.45     | 1.25     | 1.20       |
| 685 Gray Intermediate Coat, Rx 14250 | 1.45     | 1.25     | 1.20       |
| 690 Brown, Rx 14428                  | 1.45     | 1.25     | 1.20       |

"A" prices 10¢ per gallon less, all size packages.

We have added to this line Maroon Nos. 642, 643 and 644. Color chips of same are now being prepared, and will be distributed in the next few days. The shades of Maroon are constructed of domestic pigments, and owing to the very favorable prices which we can make, we believe there is a splendid market for these three shades, particularly in view of the almost prohibitive prices on Maroons and Reds constructed of dyes.

We have also added to this line No. 672 Orange Yellow, as we have had several requests for a shade of this kind.

VARNISH COLORS (LIQUID), FOR DIPPING

|                    | B<br>Bbls. Only |
|--------------------|-----------------|
| 805 Green, Rx 6805 | \$1.15          |
| 806 Green, Rx 6806 | 1.40            |
| 809 Green, Rx 6809 | 1.50            |

"A" prices 10¢ per gallon less.

LUSTRAL ENAMELS (LIQUID)

|                         | B<br>1's | B<br>5's | B<br>1/2 bbls.<br>and bbls. |
|-------------------------|----------|----------|-----------------------------|
| Black, Rx 6371          | \$1.45   | \$1.30   | \$1.20                      |
| Bronze Green, Rx 6575   | 1.70     | 1.55     | 1.45                        |
| Chrome Green, Rx 6605   | 1.65     | 1.50     | 1.40                        |
| Brewster Green, Rx 6712 | 1.65     | 1.50     | 1.40                        |
| Green, Dark, Rx 6372    | 1.60     | 1.45     | 1.35                        |
| Green, Medium, Rx 6714  | 1.70     | 1.55     | 1.45                        |
| Green, Light, Rx 6712   | 1.65     | 1.50     | 1.40                        |
| Dark Gray, Rx 6484      | 1.50     | 1.35     | 1.25                        |
| Medium Blue, Rx 7004    | 1.80     | 1.65     | 1.55                        |
| Silver Gray, Rx 7700    | 1.70     | 1.55     | 1.45                        |
| Steel Gray, Rx 6496     | 1.50     | 1.35     | 1.25                        |
| Brown, 14428            | 1.60     | 1.45     | 1.35                        |

"A" prices 20¢ per gallon less, all size packages.

GAS-ENGINE ENAMELS (LIQUID)

| B<br>1's | B<br>5's | B<br>1/2 bbls.<br>and bbls. |
|----------|----------|-----------------------------|
|----------|----------|-----------------------------|

Prices given above apply on this line.

BAKING ENAMELS (LIQUID)

|                              | B<br>1's |
|------------------------------|----------|
| White First Coat, Rx 688     | \$3.75   |
| White Finishing Coat, Rx 689 | 3.75     |

"A" prices 10¢ per gallon less.

The other shades in this line have not been changed.

TRUNK PAINTS (SEMI-PASTE)

| No.                | B<br>5's<br>25-gal. lots | B<br>Bbls. |
|--------------------|--------------------------|------------|
|                    |                          |            |
| 8 Brown, Rx 15016  | .90                      | .85        |
| 9 Brown, Rx 15015  | .90                      | .85        |
| 11 Brown, Rx 15004 | .90                      | .85        |
| 12 Brown, Rx 9444  | .90                      | .85        |
| 24 Brown, Rx 15012 | .90                      | .85        |
| 34 Brown, Rx 15034 | .90                      | .85        |
| 41 Brown, Rx 15041 | .90                      | .85        |
| 23 Green, Rx 15018 | .90                      | .85        |
| 44 Green, Rx 15044 | .90                      | .85        |
| 19 Drab, Rx 15010  | .95                      | .90        |
| 22 Olive, Rx 15011 | .95                      | .90        |
| 32 Gray, Rx 15032  | 1.00                     | .95        |

"A" prices for Bbls. 20¢ per gallon less than the "B"

"A" prices for 5's, - 25-gal. lots 15¢ per gallon  
less than "B" prices

BRIGHTEN UP WHITE (LIQUID)

|                 | B<br>1's | B<br>5's | B<br>Bbls. |
|-----------------|----------|----------|------------|
| Flat, Rx 14375  | \$1.80   | \$1.75   | \$1.70     |
| Gloss, Rx 14731 | 1.60     | 1.55     | 1.50       |

"A" prices 10¢ per gallon less, all size packages."



Page 116

PERFECT METHOD RED LEAD (PASTE)

|                    | B<br>25's | B<br>100's | B<br>1/2 Bbls. |
|--------------------|-----------|------------|----------------|
| Rx 229 (Per pound) | .10½      | .09½       | .09½           |

"A" prices 1/2¢ per pound less, all size packages.

PERFECT METHOD RED LEAD (PASTE)

|                       | B<br>1's | B<br>5's | B<br>1/2 Bbls. |
|-----------------------|----------|----------|----------------|
| Rx 15878 (Per gallon) | \$2.80   | \$2.75   | \$2.70         |

"A" prices 10¢ per gallon less, all size packages.

Page 118.

MACHINE PAINTS AND FILLERS (PASTE)

|                                          | B<br>25's | B<br>1/2 Bbls.<br>and bbls. |
|------------------------------------------|-----------|-----------------------------|
| Machine Paint, A, B, Rx 60-61            | .07½      | .06½                        |
| Machine Paint, C, Rx 62                  | .07½      | .06½                        |
| Machine Paint, D, E, Rx 63-64            | .07       | .05½                        |
| Machine Paint, Red, Rx 65                | .07½      | .06                         |
| Machine Paint, Jet Black, Rx 3480        | .07½      | .06½                        |
| Machine Paint, White, Rx 3484            | .08½      | .07½                        |
| Machine Filler, Dark, Rx 66              | .06½      | .05½                        |
| Machine Filler, Red, Rx 68               | .07½      | .06                         |
| Machine Filler, Pink, Rx 20659           | .07½      | .06                         |
| Machine Filler, Maroon, Rx 20076         | .07½      | .06½                        |
| Machine Filler, White, Rx 3552           | .08½      | .07½                        |
| Machine Filler, Dark (Special), Rx 20420 |           | Bbls. Only<br>.04½          |

"A" prices 1¢ per pound less, all size packages.

Gas-Engine Sealer Maroon, Rx 7300

B  
1's  
\$1.80

Gas-Engine Sealer Red, Rx 7253

1.80

"A" prices 10¢ per gallon less.

Prices on balance of line will not be changed.

Page 124

BLACK JAPANS, AIR-DRYING

|                | B<br>1's | B<br>5's | B<br>Bbls. |
|----------------|----------|----------|------------|
| No. 5, Rx 0700 | .55      | .45      | .35        |

"A" prices 5¢ per gallon lower, all size packages. Note particularly the present price in barrels is 30¢ per gallon, whereas the price has previously been 28¢.

|                  | "A"<br>Bbls. | "B" |
|------------------|--------------|-----|
| Climax, Rx 01136 | .26          | .31 |

Supplied in barrels only.

All prices given above are f.o.b. factory.

Prices on Reds have not been advanced since previous Bulletin. Red prices are, however, subject to change without notice and all prices on Reds should be secured from this office. This applies to Paratol Reds, Varnish Colors and F.F. Color Varnishes. As previously advised we cannot offer for sale any Dry Red containing imported dye. No orders for any Reds constructed of dyes can be accepted for future shipment and all orders even for immediate shipment are accepted conditional on our ability to fill same. You will receive increased requests for Reds owing to the depletion of most of our competitors' stocks, but it must be understood that we cannot make any assurance of delivery or name any specific price until this information is procured from this office. We wish to reiterate that we cannot accept contracts or orders for future shipment for Reds, Blues or Greens.

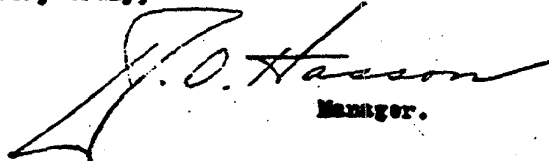
Owing to rapid advances in the cost of domestic raw materials, we are compelled to withdraw all present prices on such special materials as we are furnishing. A complete list of these specials should be given us together with rex numbers, name of goods, size package ordered, average size of order, estimated yearly requirements, also name of customer.

No contracts for listed materials even though constructed of domestic raw materials, can be closed at the prices given above or on special materials at prices which have been in effect.

All prices quoted for contract business must be approved by this office in order that arrangements may be made for the ordering of raw material to fill said contracts. In order that we may advise the factory of all existing contracts, please write us giving complete list of same, stating name of material, rex numbers, prices, size of package and when the contract expires, also name of customer. It is of the utmost importance that the above requests are promptly carried out and that all concerned are informed of conditions as outlined.

The prices in the Manufacturers section of the Price List, comprising Quick-Drying Colors, Color Varnishes and Under-Coatings, are being carefully refigured and a supplementary Bulletin will be issued shortly, announcing any changes in this section. This Bulletin will precede the issuing of our new Price List which is now being printed and will be ready within the next few days.

Yours very truly,

  
Manager.

## AGRICULTURAL IMPLEMENT PASTE PRIMERS AND PAINTS

In presenting our list of Agricultural Implement Paste Primers and Paints to the sales force, we have endeavored to so arrange the information on this line of material that it will be most accessible and easy to use.

We have passed through and left behind a period of experimenting with cheaper substitutes for raw materials employed in the manufacture of Implement Paints. We have now directed all our attention to the manufacture of these paints in such large quantities that the cost will be reduced by reason of the tonnage rather than by the substitution of anything but the most approved ingredients.

In order to accomplish this as far as possible from the sales end, the Implement Paints herewith listed have been made to conform as nearly as possible with the standard set by our Dragon and Tartar Red Pastes. Having put the standard of quality where it will unquestionably be satisfactory for all but very special requirements, we are endeavoring to give you every possible aid in the selling of these particular paints so that it will be unnecessary for the representatives to order special batches or to have samples of our competitors' material analyzed and matched.

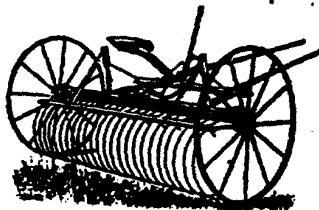
The pigments are all selected to give the best possible results as to brilliancy of color, fastness to light, durability of paint film and working qualities during application, and only those vehicles are used which have proved both safe and permanent. Many cheaper paints are being turned out than these, but in every case if care is taken to make close comparative tests, our line of implement paints will prove the cheapest for the consumer.

We draw particular attention to the line of Dragon Reds, both brush and dip, and would say that the Dipping Dragon Reds, while they are specially made for dipping, are also excellent for ordinary brushing work, but the line of Brushing Dragon Reds has been added to meet extreme brushing conditions.

The line of new Wagon Box Greens, No. 364, No. 366, No. 367 and No. 368, is specially recommended for all A. I. P. Green work and should be sold in preference to anything else. They are of sufficient strength for any ordinary implement painting either brush or dip and are of good, bright shade and exceptional durability.

Non-Fading Wagon Red, Light, No. 523, is a red which is now being applied on more wagons than any other red in the market today and is distinguished by the fact that it is almost absolutely permanent and not only retains its shade on exposure but also in the warehouse, so that material shipped from the warehouse that has been painted several months is just as brilliant as when first coated. This is the red we are selling to several of the largest wagon-makers in the country and should be given special attention by every representative.

Of the other colors such as Yellows, Blues, Grays, Maroons, etc., one paint of each type has been selected which is best adapted to the needs of the trade and the assortment should cover all ordinary requirements.



103

0007-SWP-000010810

# *2349 Red Primer* *lines as 20342* **A. I. P. PRIMERS 20068**

303 Calumet Primer (Brush and Dip). Weight 20 pounds per gallon. Dries in from 6 to 8 hours; for dipping, should be reduced 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds to gallon. Primarily for brush work. Gives good results, however, for dip work also.

*20701*

316 Pink Primer (Brush and Dip). Weight 19.15 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 18 to 20 pounds to gallon; for brushing, 20 to 24 pounds per gallon. Primarily for brush work, but also gives good results for dipping purposes.

*20521*

317 Pink Primer (Dip). Weight 16.67 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 14 to 16 pounds per gallon. Particularly well adapted to dip work. For brush work, recommend No. 316, which is the same shade, listed above.

*20342*

315 Red Primer (Brush and Dip). Weight 16 pounds per gallon. Dries in from 6 to 8 hours; for dipping bare wood, should be reduced 8 to 10 pounds to gallon and bare iron 10 to 12 pounds; for brushing bare wood 12 to 14 pounds, and bare iron 14 to 16 pounds.

*20714*

309 Green Primer (Brush and Dip). Weight 19 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 16 to 18 pounds per gallon; for brushing, 18 to 20 pounds per gallon. Gives brilliant green shade for both dip and brush work.

*853*

301 Yellow Primer (Brush and Dip). Weight 16 pounds per gallon. Dries in from 8 to 10 hours; for dipping, should be reduced 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds per gallon. Gives splendid results for both brush and dip work.

## **A. I. P. REDS**

*20297*

499 Implement Maroon. Weight 16.50 pounds per gallon. Dries in from 6 to 8 hours; for dipping black iron, should be reduced 12 to 14 pounds; for dipping bare wood, 10 to 12 pounds to gallon; for brushing bare iron, 16 to 18 pounds, and bare wood, 14 to 16 pounds. Produces an unusually attractive shade of maroon.

*3467*

501 Premier Non-Fading Red. Weight 15.40 pounds per gallon. Dries in from 6 to 8 hours; for dipping, should be reduced 14 to 16 pounds per gallon, for brushing, 16 to 18 pounds.

*20561*

517 Tartar Red Light (Brush). Weight 18.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 17 to 19 pounds per gallon. Recommended particularly for brush work.

A. I. P. REDS—Continued

20610  
518 Tartar Red Light (Dip). Weight 15.50 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 12 pounds per gallon and used for dipping purposes, primarily.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20562  
519 Tartar Red Medium (Brush). Weight 18.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 17 to 19 pounds per gallon for brush work. A popular shade among the trade.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20564  
520 Tartar Red Medium (Dip). Weight 14.80 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 12 pounds to gallon for dip work.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20563  
521 Tartar Red Deep (Brush). Weight 18.30 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 17 to 19 pounds to gallon for brush work.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20665  
522 Tartar Red Deep (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 to 12 pounds to gallon for dip work.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20589  
523 Non-Fading Wagon Red, Light. Weight 18.40 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 18 to 20 pounds per gallon. Produces light, brilliant shade; absolutely permanent and should be introduced wherever possible.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

20713  
524 Special Wagon Vermilion. Weight 23.25 pounds per gallon. Dries in from 10 to 12 hours; should be reduced 24 pounds to gallon. Splendid covering power. Particularly adapted for one-coat work. Not adapted to dipping.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

CX 1991  
530 Dragon Red Light (Brush). Weight 17.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 16 pounds per gallon. Primarily for brush work, but can also be dipped, at 14 pounds per gallon.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

CX 1990  
531 Dragon Red Light (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 pounds per gallon.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

CX 1993  
532 Dragon Red Dark (Brush). Weight 17.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 16 pounds per gallon. Primarily for brush work, but can also be dipped, at 14 pounds per gallon.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

CX 1992  
533 Dragon Red Dark (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 pounds per gallon.

| barrels | B      | 1/2 barrels | B      | 25s    | B      |
|---------|--------|-------------|--------|--------|--------|
| 7 1/2   | 7 1/2  | 7 1/2       | 7 1/2  | 7 1/2  | 7 1/2  |
| 8 1/2   | 8 1/2  | 8 1/2       | 8 1/2  | 8 1/2  | 8 1/2  |
| 9 1/2   | 9 1/2  | 9 1/2       | 9 1/2  | 9 1/2  | 9 1/2  |
| 10 1/2  | 10 1/2 | 10 1/2      | 10 1/2 | 10 1/2 | 10 1/2 |

536 Paratol Red (1 lb. Brushing)

537 Paratol Red (1 lb. Dipping)

21041  
21040  
21042

**A. I. P. GREENS**

21041 same shade as earlier + Rayon Red m.  
539 Parastal Red Med dipping  
21040 same shade as Parastal Red

8 7/8 7 3/4 7 1/2 7 1/4 7 1/8 7 1/16  
Bulletin # 299 1/15  
Bulletin # 300 1/15

20926  
364 Special Wagon Box Green, LL. Weight 17.25 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For brushing bare iron, 14 to 16 pounds, and bare wood, 12 to 14 pounds. For dipping black iron, 14 pounds, bare wood, 12 pounds, primed iron, 12 pounds, primed wood, 10 to 12 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/4   | 7 3/4 | 7 1/2       | 8 1/4 | 7 1/2 | 8 1/2 |
| 6 3/4   | 8 1/4 |             |       |       |       |

A warm toned, extra light green with a slight yellow tone, very clean in color.

20572  
366 New Wagon Box Green, L. Weight 18.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For brushing bare iron, 14 to 16 pounds, and bare wood, 12 to 14 pounds. For dipping black iron, 14 pounds, bare wood, 12 pounds, primed iron, 12 pounds, primed wood, 10 to 12 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/4   | 7 3/4 | 6 1/2       | 7 3/4 | 7 1/2 | 8 1/2 |
| 6 3/4   | 8 1/4 | 7           | 8     |       |       |

20573  
367 New Wagon Box Green, M. Weight 18.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For brushing bare iron, 14 to 16 pounds, and bare wood, 12 to 14 pounds. For dipping black iron, 14 pounds, bare wood, 12 pounds, primed iron, 12 pounds, primed wood, 10 to 12 pounds to gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/4   | 7 3/4 | 6 1/2       | 7 3/4 | 7 1/2 | 8 1/2 |
| 6 3/4   | 8 1/4 | 7           | 8     |       |       |

20574  
368 New Wagon Box Green, D. Weight 18.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For brushing bare iron, 14 to 16 pounds, and bare wood, 12 to 14 pounds. For dipping black iron, 14 pounds, bare wood, 12 pounds, primed iron, 12 pounds, primed wood, 10 to 12 pounds to gallon.

| barrels | B     | 1/2 barrels | B     | 25s | B |
|---------|-------|-------------|-------|-----|---|
| 6 1/4   | 7 3/4 | 6 1/2       | 7 3/4 | 7   | 8 |

3696  
371 French Permanent Green, L. Weight 18.90 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 12 to 14 pounds to gallon, and brushing, 14 to 16 pounds.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/2   | 7 3/4 | 6 3/4       | 7 3/4 | 7 1/4 | 8 3/4 |
| 7       | 8     | 7 1/4       | 8 1/4 | 7 3/4 | 8 1/4 |

3690  
373 French Permanent Green, M. Weight 21 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 14 to 16 pounds to gallon, and brushing, 16 to 18 pounds.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/2   | 7 3/4 | 6 3/4       | 7 3/4 | 7 1/4 | 8 3/4 |
| 7       | 8     | 7 1/4       | 8 1/4 | 7 3/4 | 8 1/4 |

3793  
379 French Permanent Green, D. Weight 19.85 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 12 to 14 pounds to gallon, and for brushing, 14 to 16 pounds.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 6 1/2   | 7 3/4 | 6 3/4       | 7 3/4 | 7 1/4 | 8 3/4 |
| 7       | 8     | 7 1/4       | 8 1/4 | 7 3/4 | 8 1/4 |

2011. 299 1/15

MANUFACTURERS' SALES DEPARTMENT.

BULLETIN NO. 309 -

September 27, 1915.

SUBJECT: - New Wagon Box Greens, Brushing and Dipping.

In view of the very serious shortage on Red, and the impossibility of replenishing domestic stocks until after the European War, such Manufacturers as have adopted the use of Reds constructed of imported dyes realize the necessity of changing their standards temporarily, at least, to materials which they will be in a position to secure for some time.

In the selection of probable new standards, Green, in the consensus of opinion and in our estimation, will be the logical new standard. The Implement and Wagon Manufacturers are particularly interested in these shades, and in order that we may be in a position to offer the very best possible material on the market, we have improved our line of A.I.P. Wagon Box Greens and French Permanent Greens, as follows:-

Our line of New Wagon Box Greens heretofore has been a combination of Brushing and Dipping Paint, but in order to furnish a material designed particularly to meet the requirements for a straight Dipping Paint, we have slightly improved the formula, with a view to making them the best possible straight Dipping Green, and incidentally making it possible to decrease the weight per gallon from 18.2 to 16 pounds to the gallon. The lighter gravity, of course, makes them better adapted for Dipping work.

The Special Wagon Box Green, LL, Rx. 20926, has not been revised, inasmuch as this shade is not in the same popular demand as the New Wagon Box Greens, "L", "M" and "D".

We have arranged the following information on the New Greens as below, specifying also the new prices:

366 - New Wagon Box Green, L (Dipping) Rx 20572 - weight 16 lbs. per gallon. Dries in from 6 to 8 hours. Should be reduced as follows:- for dipping Black Iron, 12 pounds; bare wood, primed iron and primed wood, 10 to 12 pounds per gallon.



No. 2.

|                     |       |
|---------------------|-------|
| "B"                 | "B"   |
| $\frac{1}{2}$ Bbls. | 25s   |
| 8-1/2               | 9-1/4 |

367 - New Wagon Box Green, M, (Dipping) Rx 20573 - weight 16# per gallon.  
Dries in from 6 to 8 hours. Should be reduced as follows:  
For dipping black iron, 12 pounds; bare wood, primed iron and  
primed wood, 10 to 12 pounds to gallon.

|                     |       |
|---------------------|-------|
| "B"                 | "B"   |
| $\frac{1}{2}$ Bbls. | 25s   |
| 8-3/4               | 9-1/2 |

368 - New Wagon Box Green, O, (Dipping) Rx 20574 - weight 16# per gallon.  
Dries in from 6 to 8 hours. Should be reduced as follows:  
For dipping black iron, 12 pounds; bare wood, primed iron and  
primed wood, 10 to 12 pounds per gallon.

|                     |       |
|---------------------|-------|
| "B"                 | "B"   |
| $\frac{1}{2}$ Bbls. | 25s   |
| 8-3/4               | 9-1/2 |

"B" prices are shown above. "A" prices are 1¢ per pound less  
on all size packages.

Relative to the French Permanent Greens, "L" Rx 3696 - "M" 3690 and  
"D" Rx 3793 - these have been discontinued, and in their place we are  
listing New Wagon Box Greens Brushing (in straight Brushing quality),  
assigning new Rx numbers as mentioned below.

The New Wagon Box Greens BRUSHING are furnished in the same shade  
as the Dipping Wagon Box Greens listed above, making it possible for the  
Manufacturer to dip parts and brush others, resulting in uniformity of  
shade in the final assembling of the finished product.

We have condensed the following information on the New Wagon Box  
Greens, Brushing;

371 - New Wagon Box Green, L, (Brushing) Rx 194 - weight 22 pounds per  
gallon. Dries in from 6 to 8 hours. Should be reduced for  
brushing 16 to 18 pounds to gallon of Naphtha.

|                     |       |
|---------------------|-------|
| "B"                 | "B"   |
| $\frac{1}{2}$ Bbls. | 25s   |
| 8-1/2               | 9-1/4 |

No. 3.

373 - New Wagon Box Green, M, (Brushing) Rx 195 - weight 22 pounds per gallon. Dries in from 6 to 8 hours. Should be reduced for brushing 16 to 18 pounds to gallon of Naphtha.

|                     |        |
|---------------------|--------|
| "B"                 | "B"    |
| $\frac{1}{2}$ Bbls. | 25s    |
| 9-1/2               | 10-1/4 |

379 - New Wagon Box Green, D, (Brushing Rx 196 - weight 22 pounds per gallon. Dries in from 6 to 8 hours. Should be reduced for brushing 16 to 18 pounds to gallon of naphtha.

|                     |        |
|---------------------|--------|
| "B"                 | "B"    |
| $\frac{1}{2}$ Bbls. | 25s    |
| 10-1/2              | 11-1/4 |

"B" prices are shown above. "A" prices are 1¢ per pound less on all size packages.

Considering the improvements made, their adaptability for brushing and dipping with the resultant finish being the same shade, the permanency of tone and the fact that Green most likely will be the next shade standardized by the Implement and sundry manufacturers, we believe that the present presents the most opportune time for the introduction of these materials, and we would urge every representative to follow closely the manufacturers who are now using Reds, impressing them with the necessity of adopting new standards in view of the serious shortage of Red and the improbability of replenishing domestic stocks until after the war.

We are highly impressed with the excellent quality of these goods and look forward to very favorable reports wherever they are introduced.

The prices mentioned above are very favorable considering market conditions, and while the situation on Greens is not as serious as Reds, still normal prices will not be in effect until after hostilities have ceased; therefore, we cannot consistently accept contracts for Greens, based on these prices, nor can we accept quantity requisitions specifying delivery for a protracted period without first referring the order in question to us for approval and acceptance.

Yours very truly,

J. O. Hasson,

MANAGER MFRS' SALES DEPARTMENT.

AWS-L

# A. I. P. YELLOWS 3717

322 Canary Yellow. Weight 21.30 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 14 to 16 pounds, to gallon, for brushing, 16 to 18 pounds.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 4 3/4   | 7 1/4 | 7 1/2       | 8 1/2 | 7 1/2 | 8 1/2 |
| 7 1/4   | 8 1/4 |             |       | 8     | 9     |

20785

325 Farm Wagon Gear Yellow. Weighs 20.35 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 15 to 16 pounds, and brushing, 18 to 20 pounds per gallon. Used principally for gears, wheels and poles. Excellent results are obtained on wood, by dipping first coat, reduced at about 16 pounds to a gallon of naphtha, follow with semi-gloss coat made with approximately 14 pounds of color, one gallon of Pale Implement Finishing Varnish and one-half gallon of naphtha. For high-grade work, stripe and finish, or for medium grade work, merely stripe, using a gloss stripe. For cheaper work, which is only given one coat, recommend about 14 to 16 pounds of color to a gallon of Pale Implement Finishing Varnish, and from one-half to three-fourths gallon of naphtha.

Note—Paste should be reduced with naphtha before varnish is added, and only mixed as required for immediate use.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 4 3/4   | 7 1/4 | 7 1/2       | 8 1/2 | 7 1/2 | 8 1/2 |
| 7 1/4   | 8 1/4 |             |       | 8     | 9     |

3695

341 Light Chrome Yellow. Weight 20.65 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 12 to 14 pounds, for brushing, 14 to 16 pounds per gallon.

| barrels | B     | 1/2 barrels | B      | 25s   | B      |
|---------|-------|-------------|--------|-------|--------|
| 4 3/4   | 7 1/4 | 8 1/2       | 10 1/2 | 9 1/2 | 10 1/2 |
| 7 1/4   | 8 1/4 |             |        | 10    | 11     |

3670

342 Medium Chrome Yellow. Weight 23.20 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

| barrels | B     | 1/2 barrels | B      | 25s   | B      |
|---------|-------|-------------|--------|-------|--------|
| 4 3/4   | 7 1/4 | 9 1/2       | 10 1/2 | 9 1/2 | 10 1/2 |
| 7 1/4   | 8 1/4 |             |        | 10    | 11     |

3749

346 Orange Chrome Yellow. Weight 21.35 pounds per gallon. Dries in from 8 to 10 hours; for brushing, should be reduced 22 pounds to gallon.

| barrels | B     | 1/2 barrels | B      | 25s    | B      |
|---------|-------|-------------|--------|--------|--------|
| 4 3/4   | 7 1/4 | 10 1/2      | 11 1/2 | 10 1/2 | 11 1/2 |
| 7 1/4   | 8 1/4 |             |        |        |        |

# A. I. P. BLUES 3682

421 Light Blue. Weight 17.35 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B      |
|---------|-------|-------------|-------|-------|--------|
| 4 3/4   | 7 1/4 | 8 1/2       | 9 1/2 | 9 1/2 | 10 1/2 |
| 7 1/4   | 8 1/4 |             |       | 10    | 11     |

3699

423 Medium Blue. Weight 19.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 4 3/4   | 7 1/4 | 8 1/2       | 9 1/2 | 8 1/2 | 9 1/2 |
| 7 1/4   | 8 1/4 |             |       |       |       |

3758

424 Deep Blue. Weight 17.60 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds, per gallon.

| barrels | B     | 1/2 barrels | B      | 25s    | B      |
|---------|-------|-------------|--------|--------|--------|
| 4 3/4   | 7 1/4 | 10 1/2      | 11 1/2 | 10 1/2 | 11 1/2 |
| 7 1/4   | 8 1/4 |             |        |        |        |

# A. I. P. GRAYS 3734

390 Light Gray. Weight 20.80 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 16 to 18 pounds, for brushing, 18 to 20 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 4 3/4   | 7 1/4 | 8 1/2       | 9 1/2 | 8 1/2 | 9 1/2 |
| 7 1/4   | 8 1/4 |             |       |       |       |

3712

391 Medium Gray. Weight 20.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

| barrels | B     | 1/2 barrels | B     | 25s   | B     |
|---------|-------|-------------|-------|-------|-------|
| 4 3/4   | 7 1/4 | 8 1/2       | 9 1/2 | 8 1/2 | 9 1/2 |
| 7 1/4   | 8 1/4 |             |       |       |       |

Eng Verm Dry

100 JTD 11/15

## DRY COLORS (FOR SUNDRY MANUFACTURERS' USE)

### REDS

|                                    | 100s | B     | 1/2 barrels and barrels |
|------------------------------------|------|-------|-------------------------|
| 701 Premier Non-Fading Red, M..... | 1009 | 5 1/2 | 5                       |
| Tartar Red, L.....                 | 1018 | 5 1/2 | 5                       |
| Tartar Red, D.....                 | 1017 | 5 1/2 | 5                       |

### VERMILIONS

|                                            |      |        |        |
|--------------------------------------------|------|--------|--------|
| 723 Orinoco Vermilion.....                 | 1003 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Orange.....     | 1000 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Scarlet.....    | 1000 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Pale.....       | 1000 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Extra Pale..... | 1000 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Deep.....       | 1000 | 16 1/2 | 16 1/2 |
| Genuine English Vermilion, Extra Deep..... | 1000 | 16 1/2 | 16 1/2 |

(These prices are subject to market fluctuations and will be furnished on application.)

### GREENS

|                             |      |       |   |
|-----------------------------|------|-------|---|
| 756 Wagon Box Green, L..... | 1100 | 5 1/2 | 5 |
| 757 Wagon Box Green, M..... | 1100 | 5 1/2 | 5 |
| 758 Wagon Box Green, D..... | 1100 | 5 1/2 | 5 |

### YELLOWS, C. P.

|                      |      |        |    |
|----------------------|------|--------|----|
| 780 Lemon.....       | 1200 | 16 1/2 | 16 |
| 781 Medium.....      | 1200 | 16 1/2 | 16 |
| 782 Orange.....      | 1200 | 16 1/2 | 16 |
| 783 Dark Orange..... | 1200 | 16 1/2 | 16 |

### YELLOWS, EXTRA CHROME

|                      |      |    |        |
|----------------------|------|----|--------|
| 784 Lemon.....       | 1200 | 13 | 12 1/2 |
| 785 Medium.....      | 1200 | 13 | 12 1/2 |
| 786 Orange.....      | 1200 | 13 | 12 1/2 |
| 787 Dark Orange..... | 1200 | 13 | 12 1/2 |

### YELLOWS, No. 1

|                      |      |       |   |
|----------------------|------|-------|---|
| 788 Light.....       | 1200 | 7 1/2 | 7 |
| 789 Medium.....      | 1200 | 7 1/2 | 7 |
| 790 Orange.....      | 1200 | 7 1/2 | 7 |
| 791 Dark Orange..... | 1200 | 7 1/2 | 7 |

GP Chrome Green L 11025 30 far lb in bbls JTD letters to 1300 1/15

GP " " M 11077 38 " " "

GP " " D 11024 49 " " "

JTD chgo.

30 far lb in bbls JTD letters to 1300 1/15

DRY CHEMICALLY PURE CHROME YELLOW PRICES

Supplementing Bulletin #1 of October 2nd, we are pleased to announce a slight reduction in prices on the above, and in order that you may be in a position to quote our very best prices on quantity contracts for delivery over next year we are hereinafter showing rock bottom quotations:

|                         |                                             |
|-------------------------|---------------------------------------------|
| C P Chrome Yellow, LLL, | Rx 12008, 22¢ per lb.                       |
| LL,                     | 12007, 22¢ " "                              |
| L,                      | 12009, 22¢ " "                              |
| Medium,                 | 12010, 24 <sup>1</sup> / <sub>2</sub> ¢ " " |
| Orange,                 | 12011, 22 <sup>1</sup> / <sub>2</sub> ¢ " " |
| Dark Orange,            | 12012, 22 <sup>1</sup> / <sub>2</sub> ¢ " " |

It must be definitely arranged where contract is closed that deliveries are to be made in equal monthly installments of all shades. Prices are f.o.b. our Chicago Factory, and where freight is allowed, the rate equivalent must be added to the selling price.

If necessary, we could make shipment of initial commitment on contract at the above figures beginning approximately December 1st.

For spot shipments for an amount not to exceed 1000 pounds of each shade we can quote as follows:

|                         |                         |
|-------------------------|-------------------------|
| C P Chrome Yellow, LLL, | Rx 12008, 23¢ per pound |
| LL,                     | 12007, 23¢ " "          |
| L,                      | 12009, 23¢ " "          |
| Medium,                 | 12010, 25¢ " "          |
| Orange,                 | 12011, 24¢ " "          |
| Dark Orange,            | 12012, 24¢ " "          |

As we are already heavily obligated on contract we would ask that prior to accepting contract exceeding 5,000 lbs. aggregate of all shades that you first get in communication with us.

All of these prices are for immediate acceptance only, being subject to change without notice. All sales or contracts should be promptly reported to us in order that arrangements may be made for production.

Yours very truly,

(Signed) J. O. Hasson.

JOH let er  
11-15-16.

MANUFACTURERS' SALES DEPARTMENT

October 14, 1915

BULLETIN NO. 311

Subject: Change in Prices and Addition to List.

Kindly make the following changes in the M.S.D. Section of the Price List, comprising Pages 100 to 210.

PAGE 109

A.I.P. STRIPING COLOR:

|                   | Rx   | Advance     | New "A" Price<br>5's | New "B" Price<br>5's |
|-------------------|------|-------------|----------------------|----------------------|
| #553 Striping Red | 1053 | 15¢ per lb. | 37¢ per lb.          | 41¢ per lb.          |

PAGE 116

FLAT-TONE LIQUID:

Supplementing Mr. Horsburgh's Bulletin No. 6 - kindly add to this line Flat-Tone Ivory Tan, Rx 16227. This is a shade for which there has been a very popular demand, and we feel that there are possibilities for a splendid sale of this color. The price will be the same as the regular Flat-Tone, viz:

| "A"  | "B"  |
|------|------|
| 1's  | 1's  |
| 1.25 | 1.40 |

PAGE 118

MACHINE FILLER DARK - Special:

| Rx    | Decrease   | New "A" Price<br>½ Bbls. & Bbls. | New "B" Price<br>½ Bbls. & Bbls. |
|-------|------------|----------------------------------|----------------------------------|
| 20420 | ¼¢ per lb. | 3¼¢                              | 4¼¢                              |

The above is furnished in barrels only. The decrease in price is made possible owing to increased output. The difference in this material and our Machine Filler - Rx 66 - is that the former is slightly quicker in drying, and easier or softer sanding. This quality is desired by some classes of manufacturers, by reason of its quicker drying and easier sanding qualities, but for higher grades of work, such as machine tool finishing, our regular Machine Filler - Rx 66 - produces a more uniform and dependable finish. However, there is an enormous demand for a Filler such as our Special Rx 20420 - and with the decrease in selling price, we are confident that it will enable our Representatives to interest such manufacturers as we have been unable to sell in the past owing to price.

**AGRICULTURAL IMPLEMENT STRIPING COLORS (PASTE) QUICK-DRYING**

**Put up in 5s PC.**

| No. | Striping | Color             | Price | B  |
|-----|----------|-------------------|-------|----|
| 552 | Striping | Vermilion.        | 10.57 | 25 |
| 553 | Striping | Red.              | 10.53 | 30 |
| 562 | Striping | Blue.             | 10.62 | 26 |
| 573 | Striping | Chrome Yellow, M. | 10.73 | 22 |
| 590 | Striping | White.            | 10.90 | 18 |
| 591 | Striping | Black.            | 10.91 | 22 |

**METALLIC PAINTS, VENETIAN RED, YELLOW OCHRE (PASTE)**

[illegible]

### STANDARD BULLETIN COLORS (PASTE)

**For sign-board, bulletin and wall work**

|                             | 100s  | 25s   | 5s    | 1s    |
|-----------------------------|-------|-------|-------|-------|
| Dragon Bulletin Red (Paste) | 35 30 | 35 30 | 36 20 | 38 45 |
| Tartar Bulletin Red (Paste) | 35 30 | 35 30 | 36 20 | 38 45 |
| Dragon                      | 35 30 | 35 30 | 36 20 | 38 45 |
| Tartar                      | 35 30 | 35 30 | 36 20 | 38 45 |

Pale Amer Verm  
30 L.

6 - Skulls  
.17 Hgs.  
160

Job. 62  
16 1/2

7 eggs  
150 1/2

ch yellow. L.L. L.L. L.-m. D. No at 12 1/2 & in 666.  
Purpure yellow 13 1/2

0007-SWP-000010821

## SPECIAL LUSTRAL ENAMELS (LIQUID), FOR BRUSHING

| Can also be dipped     |       | 1s<br>less than<br>25-gallon<br>lots | 1s<br>25-gallon<br>lots<br>or over | 5s<br>25-gallon<br>lots<br>or over | barrels<br>50-gallon<br>lots<br>or over |
|------------------------|-------|--------------------------------------|------------------------------------|------------------------------------|-----------------------------------------|
| No.                    |       |                                      |                                    |                                    |                                         |
| 602 Green              | 6607  | 1 30                                 | 1 20                               | 1 10                               | 1 05                                    |
| 604 Green              | 6604  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 605 Green              | 6605  | 1 30                                 | 1 20                               | 1 10                               | 1 05                                    |
| 606 Green              | 6606  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 607 Green              | 6607  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 608 Green              | 6608  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 609 Green              | 6609  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 616 Olive Green, M.    | 6616  | 1 35                                 | 1 25                               | 1 15                               | 1 10                                    |
| 622 Blue               | 6622  | 1 50 1/2                             | 1 40 1/2                           | 1 30 1/2                           | 1 25 1/2                                |
| 625 Blue               | 6625  | 1 50 1/2                             | 1 40 1/2                           | 1 30 1/2                           | 1 25 1/2                                |
| 629 Blue               | 6629  | 1 50 1/2                             | 1 40 1/2                           | 1 30 1/2                           | 1 25 1/2                                |
| 631 Blue               | 6631  | 1 50 1/2                             | 1 40 1/2                           | 1 30 1/2                           | 1 25 1/2                                |
| 645 Maroon             | 6645  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 648 Maroon             | 6648  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 649 Maroon             | 6649  | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |
| 663 Vermilion          | 6663  | 2 25                                 | 2 00                               | 1 50                               | 1 40                                    |
| 664 Spartan Red, M.    | 6664  | 2 25                                 | 2 00                               | 1 50                               | 1 40                                    |
| 665 Spartan Red, D.    | 6665  | 2 25                                 | 2 00                               | 1 50                               | 1 40                                    |
| 906 Tartar Red, L.     | 14906 | 1 45                                 | 1 35                               | 1 25                               | 1 15                                    |
| 907 Tartar Red, M.     | 14907 | 1 45                                 | 1 35                               | 1 25                               | 1 15                                    |
| 908 Tartar Red, D.     | 14908 | 1 45                                 | 1 35                               | 1 25                               | 1 15                                    |
| 671 Yellow, M.         | 6671  | 1 55                                 | 1 45                               | 1 35                               | 1 25                                    |
| 680 Gray               | 14680 | 1 45 1/2                             | 1 35 1/2                           | 1 25 1/2                           | 1 20 1/2                                |
| Gray Intermediate Coat | 14680 | 1 45 1/2                             | 1 35 1/2                           | 1 25 1/2                           | 1 20 1/2                                |
| 690 Brown              | 14690 | 1 40                                 | 1 30                               | 1 20                               | 1 15                                    |

665 Spartan Red 1 45 1/2 2 00 1 50 1 40  
 2 05 2 30 1 45 2 10 1 40 2 15  
 14665 for Price  
 14665 30.5 1/2 1/5  
 2971

## VARNISH COLORS (LIQUID), FOR DIPPING

Can also be brushed

| No.                 |      | barrels<br>50-gallon<br>or<br>over |
|---------------------|------|------------------------------------|
| 805 Green           | 6805 | 95                                 |
| 806 Green           | 6806 | 1 05                               |
| 809 Green           | 6809 | 1 05                               |
| 884 Spartan Red, M. | 6884 | 1 05                               |
| 885 Spartan Red, D. | 6885 | 1 05                               |

Same as 6664  
 14684 30.5 1/2 1/5  
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 14999 30.5 1/2 1/5  
 15000 30.5 1/2 1/5

## MACHINE ENAMELS (LIQUID)

For high-gloss finish on fine machinery, metal surfaces, etc.

|              | 1/2s | 1s   | 5s   |
|--------------|------|------|------|
| Black        | 2 25 | 2 00 | 1 75 |
| Bronze Green | 3 00 | 2 75 | 2 50 |
| Carmine      | 3 75 | 3 50 | 3 25 |
| Green, Light | 2 25 | 2 00 | 1 75 |
| Green, Dark  | 2 25 | 2 00 | 1 75 |
| Wine         | 3 00 | 2 75 | 2 50 |



(34)

1915-1916

## " MANUFACTURERS' SALES DEPARTMENT

BULLETIN NO. 308

September 15th, 1915.

Subject - New Red and Green Prices.

The rapid depletion of domestic stocks of dye stuffs and our inability to replenish same, owing to the embargo placed on their exportation by the belligerent countries, and the abnormal demand for same has necessitated a further advance in the price of Reds, making effective as new prices those given below

SPECIAL LUSTRAL ENAMELS -  
LIQUID - FOR BRUSHING.

Page 110

| Name of Goods     | Rx    | Advance on all<br>size packages | New "A" Prices |      |       |
|-------------------|-------|---------------------------------|----------------|------|-------|
|                   |       |                                 | 1s             | 5s   | Bbls. |
| 609 Green         | 6609  | 10¢ per gal.                    | 1 70           | 1 50 | 1 45  |
| 645 Maroon        | 6645  | 10¢ "                           | 1 40           | 1 20 | 1 15  |
| 648 Maroon        | 6648  | 25¢ "                           | 2 00           | 1 90 | 1 85  |
| 649 Maroon        | 6649  | 20¢ "                           | 1 60           | 1 50 | 1 45  |
| 663 Vermilion     | 6663  | 15¢ "                           | 2 55           |      |       |
| 664 Spartan Red M | 6664  | 25¢ "                           | 2 30           | 2 20 | 2 15  |
| 665 Spartan Red D | 6665  | 10¢ "                           | 2 15           | 2 05 | 2 00  |
| 906 Tartar Red L  | 14906 | 20¢ "                           | 2 25           | 2 15 | 2 10  |
| 907 Tartar Red M  | 14907 | 10¢ "                           | 2 15           | 2 05 | 2 00  |
| 908 Tartar Red D  | 14908 | 10¢ "                           | 2 15           | 2 05 | 2 00  |

"B" prices 10¢ per gallon higher on all size packages.

VARNISH COLORS - LIQUID -  
FOR DIPPING.

| Name of Goods     | Rx   | Advance on all<br>size packages | Bbls |      |
|-------------------|------|---------------------------------|------|------|
|                   |      |                                 | "A"  | "B"  |
| 865 Spartan Red D | 6865 | 15¢ "                           | 1 90 | 2 00 |

This material is furnished in barrels only.

0007-SWP-000010823

Page 111LUSTRAL ENAMELS - LIQUID

|             | Rx   | Advance | 1s   | "A" Prices | 5s | bbls |
|-------------|------|---------|------|------------|----|------|
| Maroon Dark | 6366 | 25¢     | 2 35 | 2 25       |    | 2 10 |
| Vermilion   | 6665 | 10¢     | 2 15 | 2 05       |    | 2 00 |

"B" Prices 25¢ per gallon higher - each size package.

GAS ENGINE ENAMELS LIQUID

Same prices as given above are to be made on Maroon Dark, Rx 6366 and Vermilion, Rx 6663.

Page 207FREE-FLOWING COLOR VARNISHES

|                    |      |     | 1s | "A"    | "B"    |
|--------------------|------|-----|----|--------|--------|
| Vermilion          | 7088 | 25¢ |    | \$4 00 | \$4 50 |
| National Red, L    | 7865 | 25¢ |    | 3 50   | 3 75   |
| National Red, D    | 7866 | 10¢ |    | 3 50   | 3 75   |
| Royal Durbar Red L | 7033 | 50¢ |    | 3 75   | 4 00   |

Prices in quarts are 15¢ per gallon higher for both "A" and "B".

In accordance with our policy to take care of our old customers first, we are refraining from accepting any new business for Reds unless order is accompanied with an equivalent amount of Varnish or other manufactured materials.

As mentioned in previous Bulletins, it will be impossible to close contracts for Reds, Greens or Blues; that we will be unable to accept large orders at the above prices without approval from this Office, and further that it is impossible to accept for future shipment any orders for Reds, Greens or Blues containing Dye Stuffs at the present prices. All orders for these goods are also accepted conditional on our ability to procure Dye Stuff for the manufacture of same.

Many of our competitors are now without dye and are, consequently, unable to take care of their customers, which necessarily means that increased numbers of inquiries for Reds, Blues and Greens, will be received by us, and unless we very carefully conserve our supply of dye, disposing of it where it will bring us the most permanent advantages, it will be entirely depleted in a remarkably short time. We look forward to your conscientious co-operation in this connection, and remain,

Yours very truly,

ANS/L

Manager Manufacturers Sales Department.

United Cigar Store Standard Fine Red.  
= 2400 = 7.75

This 124 superseded Rex 147947

**WHITE BAKING PRIMER**  
**Box 6927 New.**

Our new White Baking Primer is a revision of our old baking primers Y 77 and 6927. Both the working and covering properties were greatly improved, and in point of covering our new primer is exceptionally fine. In this particular respect it is superior to any white baking primer we have, and even with only two coats a splendid ground color can be produced. Where a good, dependable ground color is wanted, 6927 New can be offered with every assurance that it will produce the best of results, and we are anticipating a large sale on the new goods.

We recommend that it be baked at about 160 degrees for three hours, or it can be baked at a lower temperature for a longer period of time. In some cases, it may be baked at a higher temperature, but with any white paint, this is likely to result in more or less discoloration, and is not to be recommended. Prices are as follows:

**White Baking Primer - 6927 New**

|         | A      | B    |
|---------|--------|------|
| Ones    | \$1.50 | 1.65 |
| Fives   | 1.40   | 1.55 |
| Barrels | 1.30   | 1.45 |

**WHITE BAKING ENAMEL No. 98**  
**Box 17098**

17098 is the new White Enamel which was designed, and it is a good reliable enamel which can be used for all general purposes. In point of color, it is a good, clean white, not being, however, what would be termed a bluewhite. It bakes hard at a temperature of 160 degrees in three hours, and meets with particular favor on account of its great elasticity and durability. It also has very good covering properties and good gloss. The prices to apply as follows:

**White Baking Enamel No. 98 - Box 17098**

|       | A    | B    |
|-------|------|------|
| Ones  | 2.00 | 2.25 |
| Fives | 1.90 | 2.15 |

We have quite an output on our Baking Enamel White No 19, Box 6919, and a comparison of these two enamels would undoubtedly be of interest. When baked out 6919 would be considered a trifle whiter, and the gloss a little sharper than is true of 17098. 6919 bakes harder but the film is more brittle, and would chip easier than would be the case with 17098, which possesses greater elasticity. 6919 will be continued, because we have considerable business established, and where harder drying and extreme whiteness are desired, should have the preference over 17098. Both of these enamels represent good quality, and should be in good demand.

All of these finishes can be dipped, sprayed or brushed, and are particularly adapted for spray work. For dipping or spraying some reduction is advisable, the amount depending upon the character of work done. In a general way, 6919 should be reduced approximately 10%, 17098 approximately 15 or 20% and 6927 33 1/3 to 40% for use with the air brush. Our Special Reducer 0974 (listed) will give splendid results, or pure spirits of turpentine can be used.

## LUSTRAL ENAMELS (LIQUID)

For gloss finishing-coats on metal and wood surfaces

|                |      | 1s  | B    | 5s  | B    | 1/2 barrels and barrels | B    |
|----------------|------|-----|------|-----|------|-------------------------|------|
| Black          | 6371 | 125 | 1 50 | 110 | 1 35 | 100                     | 1 25 |
| Bronze Green   | 6575 | 155 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Chrome Green   | 6605 | 130 | 1 60 | 125 | 1 50 | 110                     | 1 35 |
| Brewster Green | 6712 | 135 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Dark    | 6712 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Medium  | 6714 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Light   | 6712 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Dark Gray      | 6448 | 135 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Maroon, Dark   | 6366 | 145 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Maroon, Light  | 6357 | 145 | 1 70 | 145 | 1 60 | 120                     | 1 45 |
| Medium Blue    | 7004 | 155 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Rich Red       | 6665 | 110 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Silver Gray    | 7700 | 165 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Steel Gray     | 6452 | 145 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Vermilion      | 6665 | 110 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Brown          | 6448 | 135 | 1 60 | 125 | 1 50 | 110                     | 1 35 |

Same as. Captain Red. Page 110.

## GAS-ENGINE ENAMELS (LIQUID)

For gloss finishing-coats on Gas-Engines, etc.

|                |      | 1s  | B    | 5s  | B    | 1/2 barrels and barrels | B    |
|----------------|------|-----|------|-----|------|-------------------------|------|
| Black          | 6371 | 125 | 1 50 | 110 | 1 35 | 100                     | 1 25 |
| Bronze Green   | 6575 | 155 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Chrome Green   | 6605 | 130 | 1 60 | 125 | 1 50 | 110                     | 1 35 |
| Brewster Green | 6712 | 135 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Dark    | 6712 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Medium  | 6714 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Green, Light   | 6712 | 110 | 1 60 | 110 | 1 50 | 110                     | 1 35 |
| Dark Gray      | 6448 | 135 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Maroon, Dark   | 6366 | 145 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Maroon, Light  | 6357 | 145 | 1 70 | 145 | 1 60 | 120                     | 1 45 |
| Medium Blue    | 7004 | 155 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Rich Red       | 6665 | 110 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Silver Gray    | 7700 | 165 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Steel Gray     | 6452 | 145 | 1 80 | 145 | 1 70 | 120                     | 1 45 |
| Vermilion      | 6665 | 110 | 1 95 | 160 | 1 85 | 150                     | 1 65 |
| Brown          | 6448 | 135 | 1 60 | 125 | 1 50 | 110                     | 1 35 |

## BAKING ENAMELS (LIQUID)

|                                   |                     | 1s  | B   |
|-----------------------------------|---------------------|-----|-----|
| Cream                             | 6478                | 210 | 320 |
| Gray                              | 6166                | 240 | 325 |
| Chrome Yellow, L. M. O. and D. O. | 6100-6107-6145-6157 | 300 | 320 |
| Robin's Egg Blue                  | 6147                | 310 | 320 |
| Pea Green                         | 6138                | 310 | 310 |
| New Green                         | 6153                | 310 | 285 |
| Coach Green                       | 6105                | 310 | 285 |
| Olive Green                       | 6224                | 310 | 310 |
| Marshall Field Green              | 6149                | 310 | 310 |
| Tan                               | 6143                | 310 | 285 |
| Hoffman Brown                     | 6109                | 310 | 285 |
| Orinoco Vermilion                 | 6151                | 310 | 325 |
| Palo Alto Red                     | 6159                | 310 | 325 |
| Carmine                           | 6161                | 310 | 315 |
| Antique Brown                     | 6224                | 310 | 310 |
| Tribune Blue                      | 6225                | 310 | 320 |
| Yale Blue                         | 6141                | 310 | 320 |
| Imperial Blue                     | 6127                | 310 | 320 |
| Royal Blue                        | 6134                | 310 | 320 |
| Green, D.                         | 6153                | 310 | 310 |
| Black, First Coat                 | 6178                | 310 | 310 |
| Black                             | 6205                | 310 | 310 |
| White First Coat and Finishing    | 6119                | 310 | 310 |

## METER ENAMELS (LIQUID)

For gloss finish on Gas and Water-Meters

|        |      | 1s  | B    | 5s  | B    |
|--------|------|-----|------|-----|------|
| Black  | 7100 | 115 | 1 25 | 105 | 1 15 |
| Maroon | 7826 | 190 | 2 00 | 180 | 1 90 |
| Orange | 7698 | 150 | 1 60 | 140 | 1 50 |
| Red    | 7257 | 145 | 1 55 | 135 | 1 45 |

## EXPRESS AND DELIVERY-WAGON COLORS (PASTE)

Ground in Oil and Japan

| No.  |                               | 5s P. C. | B      | 25s    | B      |
|------|-------------------------------|----------|--------|--------|--------|
| 1002 | Light Yellow                  | 16       | 18     | 14     | 16     |
| 1003 | Lemon Yellow                  | 18       | 20     | 15 1/2 | 17 1/2 |
| 1004 | Medium Yellow                 | 18       | 20     | 15 1/2 | 17 1/2 |
| 1017 | Pea Green, D.                 | 15 1/2   | 17 1/2 | 13 1/2 | 15 1/2 |
| 1020 | French Permanent Green, M.    | 16 1/2   | 18 1/2 | 14 1/2 | 16 1/2 |
| 1022 | French Permanent Green, D.    | 18 1/2   | 20 1/2 | 16 1/2 | 18 1/2 |
| 1032 | Carnelian Vermilion           | 20 1/2   | 22 1/2 | 18 1/2 | 20 1/2 |
| 1033 | Orinoco Vermilion             | 30       | 32     | 28     | 30     |
| 1037 | Special Vermilion, Extra Deep | 29 1/2   | 31 1/2 | 26 1/2 | 28 1/2 |
| 1047 | Brilliant Blue                | 18       | 20     | 16     | 18     |
| 1048 | Brilliant Blue, D.            | 20       | 22     | 18     | 20     |
| 1103 | Premier Non-Fading Red, M.    | 21       | 23     | 19     | 21     |
| 1104 | Premier Non-Fading Red, D.    | 23       | 25     | 21     | 23     |
| 1105 | Carmola Red                   | 23       | 25     | 21     | 23     |

## WAGON-MAKERS' SKEIN LEAD (PASTE)

For setting Thimble and Steel Skeins on Axles

|       |   | 100s  | B     | 1/2 barrels | 5/8 barrels | B     | 5/8   |
|-------|---|-------|-------|-------------|-------------|-------|-------|
| White | 8 | 5 1/2 | 6 1/4 | 4 1/2       | 5 1/4       | 4 1/2 | 5 1/4 |

## SPECIAL COFFIN ENAMEL (PASTE)

|       |      | 25s    | B      |
|-------|------|--------|--------|
| White | 8657 | 16 1/2 | 18 1/2 |

## SUGAR-KETTLE ENAMEL (LIQUID)

|       |      | 1s  | B    | 5s  | B    |
|-------|------|-----|------|-----|------|
| Black | 6557 | 225 | 2 35 | 215 | 2 25 |
| Cream | 7513 | 1   | 2 35 | 1   | 2 25 |

## FLAXOAP

A pure linseed oil soap, particularly adapted for washing automobiles and carriages.

|                   |    | 100s  | B     | 1/2 barrels | B     | barrels | B     |
|-------------------|----|-------|-------|-------------|-------|---------|-------|
| See opposite page | ok | 5 1/2 | 6 1/4 | 4 1/2       | 5 1/4 | 4 1/2   | 5 1/4 |

## SOYA SOAP

A good soap for general cleaning.

|                   |    | 100s  | B     | 1/2 barrels | B     | barrels | B     |
|-------------------|----|-------|-------|-------------|-------|---------|-------|
| See opposite page | ok | 5 1/2 | 6 1/4 | 4 1/2       | 5 1/4 | 4 1/2   | 5 1/4 |

St. Louis

March 20th, 1916.

Henry Campbell

Flaxcop to MSD accounts

3 14 16

HC

Your letter addressed to Mr. Hasson has been referred to the writer for reply and our present prices on Flaxcop net, to jobbers, are as follows:

|          |          |
|----------|----------|
| 5s       | 11-9/10¢ |
| 10s      | 11-3/10¢ |
| 50s      | 11¢      |
| 1/2 Bbls | 10-1/2¢  |
| Bbls     | 10¢      |

Prices for 50s, half barrels and barrels were advanced by Mr. Hasson 3¢ per pound and you undoubtedly have received his bulletin announcing this change.

On the 5s and 10s, the prices given above are on the basis of those incorporated in our price list issued March 1st.

Yours very truly,

O. A. Hasson

Dict. R. W. Buchanan

*Letter to H. C. 3/25/16*

*A. Price on Flaxcop*

*Bbls*  
~~10 1/2~~  
*10 1/2*

*1/2 bbls*  
~~11~~  
*11*

*50s*  
~~11 1/2~~  
*11 1/2*

*0-1 9 possible higher*

Advance Prices on Flaxoap & Auto Soap

Owing to the increase in cost of raw materiald, which enter into the manufacture of Auto Soap and Flaxoap, we find it necessary to revise our prices on both of these materials, the advance price being effective at once.

|           | Barrels |   | Half Barrels |       |
|-----------|---------|---|--------------|-------|
|           | A       | B | A            | B     |
| Flaxoap   | 8 50    | 9 | 8 7 1/2      | 9 1/2 |
| Auto Soap | 6 1/2   | 7 | 8 7 1/2      | 9 1/2 |

100s- Price 1/2¢ per lb higher than 1/2 barrels.  
Kindly arrange to put these prices into effect at once.

We do not recommend closing any contracts for long periods. These prices should apply on all orders for immediate acceptance, delivery being made as soon after receipt of order as we can manufacture the material.

Yours very truly,

B B Cannon

District manager



Division Mississippi Valley District.

Bulletin No. 80

Dec. 23rd, 1915.

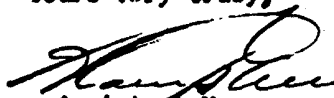
Subject: MSD Prices on Roof &amp; Bridge Paint. For Lottie Witt

We have permission from Cleveland to quote the following prices until February 1, 1916; on all shades of Roof & Bridge Paint, listed on page 115 of the MSD catalogue:

|             |     |     |
|-------------|-----|-----|
|             | 5A  | 5B  |
| In 5's..... | 70¢ | 80¢ |
| " bbls..... | 65¢ | 75¢ |

In view of the unusual building activity, there is no question but what there will be an enormous demand for goods of this character, and I trust you will take advantage of these very low prices to push the Sale.

Yours very truly,



Assistant Manager.

HC/IK

Full List.

Subject - Advance in Prices.

-2-

Due to continued sharp advances in raw materials with every indication of further advances, it will be necessary to increase prices on following products listed in Manufacturers section of Price List. (Prices effective immediately).

Page 113ARIDOS

Cardinal Red and Wine advance "A" prices 40¢, and "B" prices 50¢, making new prices:-

| 1's            |                | 5's            |                | Bbls.          |                             |
|----------------|----------------|----------------|----------------|----------------|-----------------------------|
| "A"            | "B"            | "A"            | "B"            | "A"            | "B"                         |
| \$2.55<br>2 90 | \$3.60<br>3 30 | \$2.50<br>2 75 | \$2.95<br>3 25 | \$2.45<br>2 70 | \$2.90<br>3 20 75 11 1/2 40 |

Regular Colors (including all others listed under this line excepting above) advance "A" 50¢, "B" 65¢, making new prices:-

| 1's    |        | 5's    |        | Bbls.  |        |
|--------|--------|--------|--------|--------|--------|
| "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| \$2.05 | \$2.40 | \$2.00 | \$2.35 | \$1.95 | \$2.30 |

Page 114SPECIAL POLE PAINT

#690 White, Rx 5955, advance both "A" and "B" 10¢, making new prices:-

| 1's    |        | 5's    |        | Bbls.  |        |
|--------|--------|--------|--------|--------|--------|
| "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| \$1.45 | \$1.55 | \$1.40 | \$1.50 | \$1.35 | \$1.45 |

#697 Bright Red, Rx 5471, advance "A" and "B" 5¢, making new prices:-

| 1's    |        | 5's    |        | Bbls.  |        |
|--------|--------|--------|--------|--------|--------|
| "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| \$ .80 | \$ .85 | \$ .75 | \$ .80 | \$ .70 | \$ .75 |

Temporarily no change will be made in other colors included in this line.

ELEVATOR PAINTS

Advance all 10¢ per gallon, making new prices:-

|               | 1's    |        | 5's    |        | Bbls.  |        |
|---------------|--------|--------|--------|--------|--------|--------|
|               | "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| Slate, Rx 411 | \$1.30 | \$1.40 | \$1.25 | \$1.35 | \$1.20 | \$1.30 |
| Red, " 5471   | .80    | .90    | .75    | .85    | .70    | .80    |
| Brown, " 1626 | .80    | .90    | .75    | .85    | .70    | .80    |

**CONCRETE WALL FINISH**

Advance all colors, also white, 10¢ per gallon, making new prices:-

|        | 1's    |        | 5's    |        | Bbls.  |        |
|--------|--------|--------|--------|--------|--------|--------|
|        | "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| Colors | \$1.30 | \$1.40 | \$1.25 | \$1.35 | \$1.20 | \$1.30 |
| White  | 1.40   | 1.50   | 1.35   | 1.45   | 1.30   | 1.40   |

**KEG PAINTS (now listing "A" and "B" prices) -**

Red and Wine - 35¢ per gallon advance.

Regular Colors no advance.

New prices as follows:-

|                | 1's    |        | 5's    |        | Bbls.  |        |
|----------------|--------|--------|--------|--------|--------|--------|
|                | "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| Red and Wine   | \$1.80 | \$2.10 | \$1.75 | \$2.05 | \$1.70 | \$2.00 |
| Regular shades | 1.40   | 1.65   | 1.35   | 1.60   | 1.30   | 1.55   |

**Page 115**

**ROOF AND BRIDGE PAINT (all Colors) 10¢, making new prices on all colors:-**

|  | 5's    |        | Bbls.  |        |
|--|--------|--------|--------|--------|
|  | "A"    | "B"    | "A"    | "B"    |
|  | \$0.75 | \$0.85 | \$0.70 | \$0.80 |

**Page 116**

**FLAT-TONE - (White and Regular shades only) - 15¢, making new prices:-**

|                        | 1's    |        |
|------------------------|--------|--------|
|                        | "A"    | "B"    |
| White & Regular Colors | \$1.40 | \$1.55 |
| Wine & Cardinal Red    | 2.00   | 2.15   |

**MINE, MILL AND FACTORY COLORS**

Advance all colors 10¢ per gallon, making new prices:-

|                    | 1's    | 5's & Bbls. |
|--------------------|--------|-------------|
| Regular Colors (S) | \$1.10 | \$1.05      |
| Special (S)        | 1.25   | 1.20        |
| White              | 1.40   | 1.35        |
| OS.                | OS.    | OS.         |
| OS.                | OS.    | OS.         |
| OS.                | OS.    | OS.         |

# **ARIDOS (LIQUID) "KEEPS OUT THE MOISTURE"**

A sanitary paint for creameries, cooling-rooms, etc.

|              |      | 1s  | 5s  | barrels |
|--------------|------|-----|-----|---------|
| White        | 71.0 | 210 | 270 | B 1.80  |
| Ivory        | 71.1 | 150 | 170 | B 1.60  |
| Flesh        | 71.2 | 170 | 170 | B 1.60  |
| Satin Green  | 71.3 | 170 | 170 | B 1.60  |
| Pink         | 71.4 | 170 | 170 | B 1.60  |
| Sky Blue     | 71.5 | 170 | 170 | B 1.60  |
| Mauve        | 71.6 | 170 | 170 | B 1.60  |
| Gray         | 71.7 | 170 | 170 | B 1.60  |
| Wine         | 71.8 | 170 | 170 | B 1.60  |
| Emerald      | 71.9 | 170 | 170 | B 1.60  |
| Tan          | 72.0 | 170 | 170 | B 1.60  |
| Olive        | 72.1 | 170 | 170 | B 1.60  |
| Grass Green  | 72.2 | 170 | 170 | B 1.60  |
| Cardinal Red | 72.3 | 170 | 170 | B 1.60  |
| Black        | 72.4 | 170 | 170 | B 1.60  |
| Primrose     | 72.5 | 170 | 170 | B 1.60  |

## **PETRILOID (LIQUID) "ANTI-DAMP"**

For wall and foundation work

|            |       | 1s | 5s  | barrels |
|------------|-------|----|-----|---------|
| Black      | 67.27 | 90 | 100 | B 75    |
| Dark Brown | 67.28 | 90 | 100 | B 75    |

## **REED PRIMER (LIQUID)**

For reed and willow work

|       |       | 1s  | 5s  | barrels |
|-------|-------|-----|-----|---------|
| White | 75.00 | 100 | 120 | B 1.05  |

## **LACQUERS, BAKING**

For tin and other metal work

|                      |         | 1s  | 5s  | barrels |
|----------------------|---------|-----|-----|---------|
| Blue, Light          | x6370   | 120 | 135 | B 1.10  |
| Blue, Medium         | 140.54  | 130 | 145 | B 1.10  |
| Blue, Dark           | 140.82  | 135 | 150 | B 1.20  |
| Bronze               | x 71.87 | 135 | 160 | B 1.25  |
| Gold                 | x 71.87 | 145 | 170 | B 1.35  |
| Green                | 140.82  | 145 | 170 | B 1.45  |
| Red                  | 140.82  | 145 | 170 | B 1.45  |
| Wrought Iron (Clear) | 210     | 220 | 240 | B 1.95  |

## **LACQUERS, AIR-DRYING**

|                      |        | 1s  | 5s  | barrels |
|----------------------|--------|-----|-----|---------|
| Blue, Light          | 72.45  | 100 | 110 | B 85    |
| Blue, Medium         | 62.90  | 110 | 120 | B 85    |
| Blue, Dark           | 73.11  | 120 | 130 | B 95    |
| Bronze               | 140.82 | 130 | 140 | B 1.35  |
| Gold                 | 72.21  | 140 | 150 | B 1.35  |
| Green                | 71.81  | 150 | 160 | B 1.10  |
| Red                  | 71.82  | 160 | 170 | B 1.10  |
| Black                | 40.62  | 100 | 110 | B 85    |
| Wrought Iron (Clear) | 74.30  | 210 | 220 | B 1.95  |
| Transparent          | 68.64  | 135 | 150 | B 1.25  |

## **TRUNK PAINTS (SEMI-PASTE)**

| No.      |  | 25-gallon lots | barrels |
|----------|--|----------------|---------|
| 8 Brown  |  | 75             | B 85    |
| 9 Brown  |  | 75             | B 85    |
| 11 Brown |  | 75             | B 85    |
| 12 Brown |  | 75             | B 85    |
| 24 Brown |  | 75             | B 85    |
| 34 Brown |  | 75             | B 85    |
| 41 Brown |  | 75             | B 85    |
| 32 Gray  |  | 75             | B 85    |
| 23 Green |  | 75             | B 85    |
| 44 Green |  | 75             | B 85    |
| 19 Drab  |  | 75             | B 85    |
| 22 Olive |  | 75             | B 85    |

## SPECIAL POLE PAINT (LIQUID)

For poles, cross-arms, and other similar surfaces

| No.                     | 1s    | 5s   | 1/2 barrels and barrels |
|-------------------------|-------|------|-------------------------|
| 690 White.....          | 58.55 | 1.35 | 1.35                    |
| 691 Olive Green, L..... | 58.55 | 1.35 | 1.35                    |
| 692 Drab.....           | 58.55 | 1.35 | 1.35                    |
| 693 Black.....          | 58.55 | 1.35 | 1.35                    |
| 695 Olive Green, D..... | 58.55 | 1.35 | 1.35                    |
| 696 Dark Green.....     | 58.55 | 1.35 | 1.35                    |
| 697 Bright Red.....     | 58.55 | 1.35 | 1.35                    |
| 698 Maroon.....         | 58.55 | 1.35 | 1.35                    |

Pole Paint Price: 155.88

50 gal lot 50 gal lot 10 gal lot

## ELEVATOR PAINTS (LIQUID)

For plain exteriors

|            | 1s    | 5s   | barrels |
|------------|-------|------|---------|
| Slate..... | 12.0  | 1.25 | 1.25    |
| Red.....   | 7.0   | 1.25 | 1.25    |
| Brown..... | 16.26 | 1.25 | 1.25    |

## SPECIAL MILL WHITE (LIQUID)

For interior use

|            | 1s     | 5s   | barrels |
|------------|--------|------|---------|
| Flat.....  | 14.375 | 1.35 | 1.35    |
| Gloss..... | 14.375 | 1.35 | 1.35    |

## CONCRETE FINISH (LIQUID)

|                       | 1s     | 5s   | barrels |
|-----------------------|--------|------|---------|
| Buff.....             | 15.386 | 1.25 | 1.25    |
| Colonial Yellow.....  | 15.642 | 1.25 | 1.25    |
| Cream.....            | 15.548 | 1.25 | 1.25    |
| Dark Brown.....       | 15.386 | 1.25 | 1.25    |
| Dark Gray.....        | 15.386 | 1.25 | 1.25    |
| Extra Light Gray..... | 15.386 | 1.25 | 1.25    |
| Green Stone.....      | 15.386 | 1.25 | 1.25    |
| Light Brown.....      | 15.386 | 1.25 | 1.25    |
| Light Gray.....       | 15.386 | 1.25 | 1.25    |
| Terra Cotta.....      | 15.386 | 1.25 | 1.25    |
| Tan.....              | 15.386 | 1.25 | 1.25    |
| Venetian Red.....     | 15.386 | 1.25 | 1.25    |
| White.....            | 15.386 | 1.25 | 1.25    |

## KEG PAINTS (LIQUID)

For marking kegs, buckets, etc.

|             | 1s  | 5s   | barrels |
|-------------|-----|------|---------|
| Black.....  | 7.1 | 1.25 | 1.25    |
| Blue.....   | 7.1 | 1.25 | 1.25    |
| Green.....  | 7.1 | 1.25 | 1.25    |
| Red.....    | 7.1 | 1.25 | 1.25    |
| White.....  | 7.1 | 1.25 | 1.25    |
| Yellow..... | 7.1 | 1.25 | 1.25    |

## NON-CORRODIBLE ACID-RESISTING PAINTS (LIQUID)

For protecting metal from acids and their fumes

|            | 1s    | 5s   | barrels |
|------------|-------|------|---------|
| Brown..... | 6.771 | 1.25 | 1.25    |
| Black..... | 6.771 | 1.25 | 1.25    |

## CONDUIT PIPE PAINT (LIQUID)

For underground work

|            | 1s    | 5s   | barrels |
|------------|-------|------|---------|
| Black..... | 0.757 | 1.25 | 1.25    |

# Marine Flat White

|     | 4th | 1 <sup>st</sup> | 3 <sup>rd</sup> |
|-----|-----|-----------------|-----------------|
| "B" | 170 | 160             | 155             |
| "4" | 160 | 150             | 145             |

## Barrel Ota. Paste

### 2000 lb lots

Yellow 20449 - 5° per lb in bbls.  
 Green 20585 5° " " "  
 Lt Blue 20404 5 1/4° " " "

FOR St Louis

J.H. letter 12/3/15

## Barrel Paste Paint

### 2000 lb lots in bbls.

Yellow 20449 - .05 lb in bbls.  
 Green 20585 .05 " " "  
 Lt Blue 20404 - .05 1/4 " " in wine

FOR St Louis

# Metal Protective Paints

|                                |      | a.  | 360. 13 |
|--------------------------------|------|-----|---------|
| Carbon Paint Red Diamond Brand | 5998 | 110 | 120     |
| Melastatic Brown               | 5993 | 100 | 110     |
| Melastatic Black.              | 5891 | 100 | 110     |
| " Gray                         | 9530 | 100 | 110     |
| Green                          | 9260 | 100 | 110     |
| Non Corrodible Graphite        | 489  | 105 | 115     |

Bulletin 30 + 4/15  
JH.

# PROTECTIVE PAINTS FOR METAL SURFACES

FOR PREVENTING RUST AND PRESERVING METAL STRUCTURES

(LIQUID)

|                                                                           |           | 12.5 | 5s   | B 145 | 120  | barrels |  |
|---------------------------------------------------------------------------|-----------|------|------|-------|------|---------|--|
| Metalastic No. 1.....                                                     | 5998      | 12.5 | 1.25 | 1.25  | 1.20 | 1.00    |  |
| Metalastic No. 2.....                                                     | 5891-5893 | 12.5 | 1.25 | 1.25  | 1.20 | 1.00    |  |
| Metalastic No. 3, Olive Green.....                                        | 5779      | 12.5 | 1.30 | 1.20  | 1.25 |         |  |
| Metalastic No. 3, Gray.....                                               | 5778      | 11   | 1.30 | 1.20  | 1.25 |         |  |
| Metalastic No. 3, Red.....                                                | 5776      | 11   | 1.30 | 1.20  | 1.25 |         |  |
| Metalastic No. 3, Dark Green.....                                         | 5777      | 11   | 1.30 | 1.20  | 1.25 |         |  |
| Metalastic No. 4.....                                                     | 5889      | 11.5 | 1.25 | 1.10  | 1.20 |         |  |
| Metalastic No. 5.....                                                     | 5826      | 17.5 | 1.85 | 1.70  | 1.80 |         |  |
| Metalastic No. 6.....                                                     | 5652-5658 | 11.5 | 1.25 | 1.10  | 1.20 |         |  |
| Liquid Red Lead.....                                                      | 5479      | 4.95 | 2.15 | 2.00  | 2.10 |         |  |
| Carbon Black.....                                                         | 15219     | 4.5  | 95   | 80    | 90   |         |  |
| Roof and Bridge Paint Red, Brown, Black, Gray Slate and Bronze Green..... | 5471-5477 | 6.5  | 75   | 6.0   | 70   |         |  |

## METALASTIC No. 1

A chemically inert paint made on a charcoal base. It was the first protective paint made on that principle, and was introduced by us many years ago. Since then other manufacturers have imitated it, and finding in the principle of manufacture a paint of more than ordinary durability and protective value, have made it their leader. None of these imitations, however, have the same strong points of quality, since a large part of the value in Metalastic No. 1 is in the superiority of the linseed oil and the handling of the pigment. Made in liquid form only.

## METALASTIC No. 2

A careful combination of graphite and other inert materials, with strictly pure linseed oil that has met with a large sale, and gives excellent satisfaction. We especially recommend it on account of its economy in use, and its adaptability to meet the needs of difficult shop conditions. Will be found particularly valuable where rapid and hard drying qualities are essential. Made in liquid form.

## METALASTIC No. 3

Made on a graphite base to meet the demand for such colors in painting metal surfaces. Though less durable and of less protective value than the straight graphite color in Metalastic Nos. 2, 4 and 6, they possess greater durability than any other similar colors on the market.

The colors in Metalastic No. 3 are included by other manufacturers in their regular line of graphite paints, and are claimed to have the same quality and protective value as the natural, dull black graphite color. It is absolutely impossible to produce red, gray, green and other variations from the dull black without combining with the graphite pigment such coloring matters as iron oxides, chrome yellow, etc., which in a measure weakens the protective quality of the paint. For these reasons we prefer to put them in a line by themselves, and let the man who uses them understand what he is getting. Will stand thinning gallon for gallon with pure raw linseed oil. Made in semi-paste form only.

## METALASTIC No. 4

A pure graphite paint of entirely different character from the usual natural or combination graphites which contain a large percentage of inert materials. For durability and protective qualities, we recommend this as the best coating yet devised. It is made only in the natural, dull graphite color, and contains only the pure natural graphite pigment combined with specially treated pure linseed oil. Has superior working, brushing and covering qualities; is free from any tendency to settle hard in the package. Made in liquid form only.

## METALASTIC No. 5

Made on a red lead base to meet the demand for goods of this character. Though a substitute for red lead, it does unquestionably give better results, as it has not so high an oxidizing power and consequently allows the linseed oil to remain elastic for a much longer period. Has better working qualities and greater spreading power than red lead alone, and equal, if not greater, opacity. Made in liquid form only.

## METALASTIC No. 6

Made in the same colors and from the same materials as Metalastic No. 2, only ground in semi-paste form. Should be thinned gallon for gallon with pure boiled linseed oil.

## S-W LIQUID RED LEAD

Approximately 85% pure red lead ground, mixed in strictly pure linseed oil, so handled as to improve its working qualities and partly overcome its natural tendency to settle. It will show economy over dry lead mixed on the job, on account of its better working and spreading qualities, resulting from the finer pigment particles and the more intimate incorporation with the oil. Made in liquid form only.



## PROTECTIVE PAINTS FOR METAL SURFACES (LIQUID)—Continued

### CARBON BLACK

Being made on a carbon base from a selected stock, thoroughly incorporated with high-grade liquids of superior moisture-resisting qualities, it affords the consumer exceptional value from the standpoint of cost and durability. It works easily under the brush, covers well, dries firmly and represents a quality free from the tendency to settle hard in the package. Made in liquid form only.

### S-W ROOF AND BRIDGE PAINT

Where the consumer for one reason or another feels that he must put price per gallon first, he will find more for his money in this paint than in any other article we have ever known. While it is the lowest priced product on our list of metal paints, it should not by any means be classed with the large majority of paints offered by others at about the same price. Made in liquid form only.

### GAS-HOLDER PAINT (LIQUID)

|            | 1s   | B  | 5s | B  | barrels | B  |
|------------|------|----|----|----|---------|----|
| Brown..... | 6728 | 85 | 75 | 80 | 65      | 75 |
| Red.....   | 7775 | 95 | 80 | 80 | 75      | 75 |

### PERFECT METHOD RED LEAD (SEMI-PASTE AND PASTE)

|                                            | 1s  | B    | 5s  | B    | 1/2 barrels | B    |
|--------------------------------------------|-----|------|-----|------|-------------|------|
| Perfect Method Red Lead No. 1 (Semi-Paste) | 235 | 2 45 | 230 | 2 40 | 225         | 2 35 |
| Perfect Method Red Lead No. 2 (Semi-Paste) | 160 | 1 70 | 155 | 1 65 | 150         | 1 60 |
| Perfect Method Red Lead Paste              | 229 | 2 45 | 220 | 2 40 | 215         | 2 35 |

### FLAT-TONE (LIQUID)

Prepared Ready for the Brush

|                     |        |
|---------------------|--------|
| Aurora Yellow.....  | 152.99 |
| Bright Sage.....    | 151.97 |
| Buff.....           | 151.89 |
| Buff Stone.....     | 151.93 |
| Cocoanut Brown..... | 151.99 |
| Cream.....          | 151.77 |
| Delft Blue.....     | 150.94 |
| Forest Green.....   | 150.77 |
| French Gray.....    | 150.64 |
| Fresco Green.....   | 150.64 |
| Golden Brown.....   | 150.92 |
| Ivory.....          | 151.86 |
| Lichen Gray.....    | 151.81 |
| Maple Green.....    | 151.88 |
| Old Gold.....       | 151.90 |
| Pale Azure.....     | 151.92 |
| Pale Olive.....     | 151.94 |
| Pearl Gray.....     | 151.91 |
| Pompeian Red.....   | 151.92 |
| Rich Maroon.....    | 151.93 |
| Shell Pink.....     | 151.94 |
| Silver Gray.....    | 151.95 |
| Tan.....            | 152.01 |
| Terra Cotta.....    | 152.03 |
| White.....          | 151.85 |

| 1s  | B   |
|-----|-----|
| 125 | 140 |
| 200 | 215 |
| 265 | 280 |
| 295 | 355 |
| 200 | 215 |
| 125 | 140 |

### MINE, MILL AND FACTORY COLORS (LIQUID)

| No.                     | 1s  | 5s   | barrels |
|-------------------------|-----|------|---------|
| 9740 Light Yellow.....  | 125 | 1 20 | 1 15/20 |
| 9741 Deep Yellow.....   | 125 | 1 20 | 1 15    |
| 9742 Drab.....          | 125 | 1 20 | 1 15/20 |
| 9743 French Gray.....   | 125 | 1 20 | 1 15/20 |
| 9744 Stone.....         | 125 | 1 20 | 1 15    |
| 9745 Dark Drab.....     | 125 | 1 20 | 1 15    |
| 9746 Black.....         | 125 | 1 20 | 1 15    |
| 9747 Terra Cotta.....   | 125 | 1 20 | 1 15    |
| 9748 Leather Brown..... | 125 | 1 20 | 1 15    |
| 9749 Moss Green.....    | 125 | 1 20 | 1 15    |
| 9749 Bright Red.....    | 125 | 1 20 | 1 15    |
| 9750 Slate.....         | 125 | 1 20 | 1 15    |
| 9751 Dark Green.....    | 125 | 1 20 | 1 15    |
| 9752 Gray.....          | 125 | 1 20 | 1 15    |
| 9753 White.....         | 125 | 1 20 | 1 15    |
| 9754 Blue Green.....    | 125 | 1 20 | 1 15    |
| 9755 Yellow.....        | 125 | 1 20 | 1 15    |
| 9756 Orange.....        | 125 | 1 20 | 1 15    |
| 9757 White.....         | 125 | 1 20 | 1 15    |

### FLAT BLACKS (LIQUID) AIR-DRYING

|                                 |        | 1s   | B    |
|---------------------------------|--------|------|------|
| Ebony Black.....                | 6.948  | 1.50 | 1.60 |
| Bauer Barff Finish.....         | 6.771  | 1.50 | 1.60 |
| Egg-Shell Finish Black.....     | 4.2    | 1.50 | 1.60 |
| Premo Flat Black.....           | 7.624  | 1.35 | 1.35 |
| Flat Black Finish for Wood..... | 6.5.99 | 1.40 | 1.50 |

### FURNACE BLACK (LIQUID)

For furnace-fronts, stove-backs, etc.

|                   |       | 1s    | B     | 5s    | B     | barrels | B     |
|-------------------|-------|-------|-------|-------|-------|---------|-------|
| Gloss Finish..... | 9.449 | 1.00  | 1.05  | 9.5   | 1.00  | 8.5     | 90    |
| .....             | ..... | ..... | ..... | ..... | ..... | .....   | ..... |
| .....             | ..... | ..... | ..... | ..... | ..... | .....   | ..... |

### SMOKE-STACK PAINTS (LIQUID)

For superheated surfaces

|                           |       | 1s    | B     | 5s    | B     | barrels | B     |
|---------------------------|-------|-------|-------|-------|-------|---------|-------|
| Salamander Black.....     | 7.45  | 8.5   | 90    | 10    | 85    | 7       | 80    |
| Salamander Red.....       | 4.383 | 1.50  | 1.65  | ..... | ..... | .....   | ..... |
| Salamander Yellow, M..... | 6.381 | ..... | 1.55  | ..... | ..... | .....   | ..... |
| .....                     | ..... | ..... | ..... | ..... | ..... | .....   | ..... |

### CORE OIL (LIQUID)

For foundry use

|              |       | 5s    | barrels |
|--------------|-------|-------|---------|
| Premier..... | 9.100 | ..... | .....   |
| Capitan..... | 9.214 | ..... | .....   |
| .....        | ..... | ..... | .....   |
| .....        | ..... | ..... | .....   |

### LITHOGRAPHERS' VARNISH (LIQUID)

Prices represent *minimum advance*, which may be quoted *over* market prices on raw linseed oil. Where local conditions favor it, higher prices than the minimum limit should always be named.

|                    |       | 5s | barrels |
|--------------------|-------|----|---------|
| All 0 numbers..... | ..... | 17 | 12      |
| No. 1.....         | ..... | 19 | 14      |
| No. 2.....         | ..... | 24 | 19      |
| No. 3.....         | ..... | 29 | 24      |
| No. 4.....         | ..... | 34 | 29      |
| No. 5.....         | ..... | 49 | 44      |
| No. 6.....         | ..... | 64 | 59      |
| No. 7.....         | ..... | 79 | 74      |
| No. 8.....         | ..... | 94 | 89      |

When quoting delivered prices, add freight where rate exceeds 2 cents per gallon.

### PLATE OIL

Prices represent *minimum advance*, which may be quoted *over* market price on raw linseed oil. Where local conditions favor it, higher prices than the minimum limit should always be named.

| No. 0 1/2..... | ..... | 75     |
|----------------|-------|--------|
| No. 1.....     | ..... | 77 1/2 |
| No. 2.....     | ..... | 80     |
| No. 2 1/2..... | ..... | 83     |
| No. 3.....     | ..... | 70     |
| No. 4.....     | ..... | 75     |
| No. 5.....     | ..... | 85     |

When quoting delivered prices, add freight where rate exceeds 2 cents per gallon.

## GALVANIZED IRON PRIMER (LIQUID)

To prevent scaling of finishing-coats

|      |       | 1s   | B    | 5s   | B    | barrels | B    |
|------|-------|------|------|------|------|---------|------|
| Gray | 6.500 | 1.40 | 1.50 | 1.35 | 1.45 | 1.30    | 1.40 |

## REDUCERS (LIQUID)

For reducing varnishes, enamels, paint, etc., for dipping purposes

|                           |       | 1s   | 2s   | 2.5s | 3s   | 3.5s | barrels | 4s   |
|---------------------------|-------|------|------|------|------|------|---------|------|
| Bedstead Enamel Reducer   | 0.495 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Bedstead Primer Reducer   | 0.490 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Baking Enamel Reducer     | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Handcraft Stain Reducer   | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Woodcraft Stain Reducer   | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Furniture Varnish Reducer | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Implement Varnish Reducer | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Paint Reducer             | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Special Varnish Reducer   | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |
| Varnish Paint Reducer     | 0.492 | 2.55 | 2.15 | 2.45 | 2.35 | 2.35 | 2.35    | 2.35 |

## MACHINE PAINTS AND FILLERS (PASTE)

For iron surfaces

|                                |          | 25s  | B    | 1/2 barrels | and barrels |
|--------------------------------|----------|------|------|-------------|-------------|
| Machine Paints, A, B           | 60-61    | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Paints, C, D, E        | 62-63-64 | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Paint, Red             | 65       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Paint, Jet Black       | 66       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Paint, White           | 67       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, Dark           | 68       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, Red            | 69       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, Pink           | 70       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, Maroon         | 71       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, White          | 72       | 6.75 | 7.75 | 5.75        | 6.75        |
| Machine Filler, Dark (Special) | 73       | 6.75 | 7.75 | 5.75        | 6.75        |

## OIL-PROOF MACHINE PAINT (LIQUID)

For half flat finishing-coats on fine machinery

|             |       | 1s   | B    |
|-------------|-------|------|------|
| Black       | 76.87 | 1.65 | 1.50 |
| Gray No. 76 | 76.87 | 1.65 | 1.50 |
| Gray No. 77 | 76.87 | 1.65 | 1.50 |
| Gray No. 78 | 76.87 | 1.65 | 1.50 |
| Gray No. 79 | 76.87 | 1.65 | 1.50 |
| Green       | 76.87 | 1.65 | 1.50 |

## GAS-ENGINE FINISHES (PASTE AND LIQUID)

For superheated surfaces

|                                    |       | 25s  | B    | 1/2 barrels | and barrels |
|------------------------------------|-------|------|------|-------------|-------------|
| Gas-Engine Filler (Paste)          | 66    | 5.75 | 6.75 | 4.75        | 5.75        |
| Gas-Engine Primer (Liquid)         | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |
| Gas-Engine Sealer, Dark (Liquid)   | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |
| Gas-Engine Sealer, Maroon (Liquid) | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |
| Gas-Engine Sealer, Red (Liquid)    | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |
| Gas-Engine Sealer, Green (Liquid)  | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |
| Gas-Engine Sealer, Gray (Liquid)   | 72.01 | 1.55 | 1.60 | 1.65        | 1.70        |

Page 118

GALVANIZED IRON PRIMER

Advance 10¢, making new prices:-

| 1's    |        | 5's    |        | Bbls.  |        |
|--------|--------|--------|--------|--------|--------|
| "A"    | "B"    | "A"    | "B"    | "A"    | "B"    |
| \$1.50 | \$1.60 | \$1.45 | \$1.55 | \$1.40 | \$1.50 |

Page 125

ALUMINUM PAINT PRIMER

Advance 10¢, making new prices:-

| 1/4's  | 1/2's  | 1's    |
|--------|--------|--------|
| \$1.70 | \$1.65 | \$1.60 |

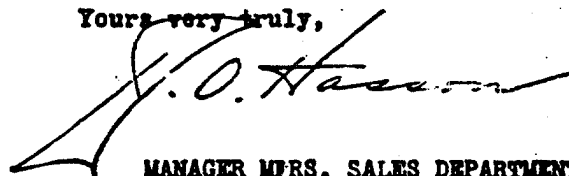
ALUMINUM PAINT

advance "A" 30¢, "B" 50¢, making new prices:-

| 1's    |        |
|--------|--------|
| "A"    | "B"    |
| \$3.70 | \$4.35 |

Costs on balance of products listed in Manufacturers Section of Price List are now being refigured, and such other advances as are necessary will be promptly announced.

Yours very truly,



MANAGER MFRS. SALES DEPARTMENT.

# MACHINE AND GAS-ENGINE FINISHES

One of the most important features to consider is the preparation of the surface, which of course would be true in painting any metal surface or wooden surface, but metal particularly, in that it should be thoroughly clean and entirely free from rust, grease, oil, etc. In the large factories, the rust is generally removed by sand-blasting, which is the best and most thorough method, but where a sand-blast can not be employed, good results can be accomplished by using wire brushes, emery-cloth, sandpaper or carborundum paper. After the rust has been removed the surface should be washed with benzine, or preferably a solution composed of about three parts of benzine and one part of wood-alcohol. When dry it is ready for the Primer.

## PRIMER

For the Primer, we would recommend, Gas-Engine Primer Liquid, which is listed on page 118 of the M S D price-list. This is supplied in liquid form, and should be brushed as it comes from the package. It should be brushed over the entire surface, and worked well into the crevices and corners and around bolt heads, screws, etc. This Primer is very tough and elastic, adheres perfectly, and will produce an excellent foundation for subsequent coats. It should be allowed to dry thoroughly, and lightly sanded, just enough to knock off the nibs, being careful not to cut through to the metal. Primer dries overnight. In some cases you will find that manufacturers are disposed to use Paste Primer or Machine Paint, reducing to a brushing consistency with turpentine. This method will give satisfactory results when the right materials and proportions are used, but you will readily note the advantage in using a Primer that is ready for use, as the goods and proportions are right, and it contains the necessary amount of binding liquids so that it will adhere perfectly.

## FILLER

Machine or Gas-Engine Filler, is supplied in paste form, and can be knifed, strapped or brushed. If it is knifed or strapped, it could be used as it comes from the package or thinned slightly with turpentine or benzine. If brushed it should be thinned to a brushing consistency with turpentine or benzine. In event it is knifed or strapped, care should be exercised not to apply too heavily, for if the Filler is applied too heavily it will not dry thoroughly throughout, and unless each coat is thoroughly dry, some difficulty might be experienced on account of cracking or blistering, as the moisture would necessarily come out eventually. After the last knife or strap coat has been applied it is well to apply a final coat by brushing.

If all coats are brushed, each coat of course, should be allowed sufficient time to dry thoroughly, and if each alternate coat is crossed or brushed in an opposite direction to the preceding coat, the finished surface will be more uniform. After the last coat has been applied, some manufacturers go over the surface with a brush, saturated with benzine or turpentine only, and this has a tendency to dissolve the ridges and brush-marks and make the surface smoother. To secure a thoroughly smooth surface, however, the last coat must be sanded down with emery-cloth, carborundum paper or sandpaper. Filler dries in five to six hours.

## SEALER

Following the Filler coats a coat of Sealer should be applied. These goods are supplied in liquid form, and will seal up the pores of the Filler, making the surface non-porous, so that the finishing-coat will hold up to the best advantage. The Sealer is offered in Black, Red, Maroon, Green and Gray, as listed in the price-list, page 118, so that you can select a shade that will be best adapted as a Ground for the color that will be used for finishing. In this way, the Sealer not only renders the surface non-porous, but acts as a Ground-coat so that the full tone and shade of the finishing-coat will be very apparent. It dries with an egg-shell or semi-gloss finish, and should be sanded lightly before subsequent coats are applied.

The sanding operation should, of course, be done very carefully, so as not to cut through the Sealer, as this would result in a lack of uniformity and gloss in subsequent coats, in that they would be flat when applied to those parts where the Sealer is removed by sanding.

If the engine or machine is to be tested, this should be done after the Sealer is applied and before it is sanded. Any oil which would come in contact with the surface after the Sealer would be applied would not cause any difficulty, but of course, when the test is completed the oil must be thoroughly removed by washing with benzine or gasoline. When dry, sand as above stated and finish. Sealer should be allowed overnight for thorough drying.

## FINISHING-COAT

Following the Sealer the finishing-coat is applied, either Oil-Proof Machine Paint, Lustral or Gas-Engine Enamel or Machine Enamel. All of these goods are supplied in liquid form, ready for brushing. The Oil-Proof will produce a rich velvet, half flat finish and is impervious to the action of lubricating oils.

In applying the Oil-Proof Machine Paint, it is well to use a Badger, a Fitch or practically any soft bristle-brush. The Badger, however, would give best results and should be about 2½ inches wide. Under favorable conditions Oil-Proof Machine Paint, Machine Enamel, Lustral Enamel or Gas-Engine Enamel will dry overnight.

If it is desirable to produce a better gloss finish than would be obtained by either of the Enamels mentioned, a coat of Free-Flowing Color Varnish could be applied, rubbed, striped and finished with a Clear Varnish.

One point in finishing machinery that is frequently overlooked is the condition of the brushes. If a satisfactory finish is expected, it is necessary to use good brushes on machinery as well as on any other surface, and short brushes or stumps could not be expected to give satisfactory results.

All of the materials mentioned herein are listed in the price-list. They are all well constructed and especially designed for the purpose mentioned.

## RUBBER FINISHES (BAKING)

Rubber Finishes are used extensively on automobile accessories, lamps, horns, control-levers, etc. Also on all kinds of metal surfaces, including hardware specialties, toys, novelties, etc. Rubber Finishes Nos. 89, 91 and 92 are all of the same excellent quality, but bake out with a different degree of gloss. No. 91 is the flattest and has very little gloss. No. 92 carries more gloss, and No. 89 the most of the three.

They are naturally thin in consistency and can be brushed, dipped or sprayed as they come from the package. Spraying gives best results and is the method generally used. If it is necessary for certain classes of work to reduce, a small percentage of pure spirits turpentine only should be used. When used on iron they will all bake in 1 hour at 400 degrees Fahrenheit. 1½ hours at 375 degrees Fahrenheit. 2 hours at 350 degrees Fahrenheit. 2½ to 3 hours at 300 degrees Fahrenheit. 3 to 4 hours at 250 to 275 degrees Fahrenheit.

When baked on brass lamps or other articles that are soldered, where the maximum heat tolerance will not permit of a higher temperature, bake for about six hours at 250 to 280 degrees Fahrenheit. If a high temperature can be used, bake for 3 hours at 350 degrees Fahrenheit.

Rubber Finish No. 94 is made along the same general lines, supplied in the same consistency, and should be applied the same as those above mentioned. It should be baked for about 4 hours at 250 degrees Fahrenheit, 3 hours at 280 degrees Fahrenheit or 2½ hours at 350 degrees Fahrenheit. It bakes out with a higher gloss than any of the others.

All of these goods are exceedingly tenacious, tough, elastic and durable. They work and flow perfectly, are very opaque and produce a uniform finish.

|                           | 1s    |     | 5s   |     | barrels |     |
|---------------------------|-------|-----|------|-----|---------|-----|
|                           |       | B   |      | B   |         | B   |
| Rubber Finish No. 89..... | 6436  | 130 | 1 40 | 115 | 1 25    | 100 |
| Rubber Finish No. 91..... | 6438  | 110 | 1 40 | 110 | 1 25    | 110 |
| Rubber Finish No. 92..... | 6439  | 110 | 1 40 | 110 | 1 25    | 110 |
| Rubber Finish No. 94..... | 14894 | 145 | 1 75 | 120 | 1 60    | 145 |

# METAL FURNITURE FINISHES

## PRIMERS (LIQUID)

|                                         |       | 1s   | B    |
|-----------------------------------------|-------|------|------|
| Metal Primer for Light Oak.....         | 44.56 | 1.50 | 1 60 |
| Metal Primer for Dark Oak.....          | 44.56 | "    | 1 60 |
| Metal Primer for Circassian Walnut..... | 44.56 | "    | 1 60 |
| Metal Primer for Bird's-eye Maple.....  | 44.56 | "    | 1 60 |
| Metal Primer for Mahogany.....          | 49.27 | 1.35 | 1 45 |
| Metal Primer for Copper Bronze.....     | 49.27 | "    | 1 45 |

## SURFACERS (PASTE)

|                                     |       | 25s | B  |
|-------------------------------------|-------|-----|----|
| Surfacer for Light Oak.....         | 85.13 | 1.0 | 13 |
| Surfacer for Dark Oak.....          | 85.13 | "   | 13 |
| Surfacer for Circassian Walnut..... | 87.50 | "   | 13 |
| Surfacer for Mahogany.....          | 87.50 | "   | 13 |
| Surfacer for Bird's-eye Maple.....  | 87.51 | "   | 13 |

## GRAINING GROUND (PASTE)

|                                                        |       | 25s  | B    |
|--------------------------------------------------------|-------|------|------|
| Graining Ground for Light Oak.....                     | 87.44 | 1.8  | 22   |
| Graining Ground for Dark Oak.....                      | 87.44 | "    | 22   |
| Graining Ground for Circassian Walnut.....             | 89.97 | "    | 24   |
| Graining Ground for Mahogany.....                      | 87.45 | 2.8  | 34   |
| *Graining Ground for Bird's-eye Maple, per gallon..... | 89.27 | 16.5 | 1 75 |

## GRAINING COLOR (PASTE)

|                                             |               | 25s | B  |
|---------------------------------------------|---------------|-----|----|
| Graining Color for Light Oak.....           | 204.88        | 1.6 | 20 |
| Graining Color for Dark Oak.....            | 206.88        | "   | 20 |
| **Graining Color for Circassian Walnut..... | 206.88 - 2.15 | "   | 20 |
| Graining Color for Mahogany.....            | 206.88        | "   | 20 |
| Graining Color for Bird's-eye Maple.....    | 264.07 272    | 1.2 | 16 |

## FINISHING (LIQUID)

|                                     |        | 5s   | B    | barrels | B    |
|-------------------------------------|--------|------|------|---------|------|
| Metal Furniture Baking Varnish..... | 010.05 | 180  | 1 95 | 165     | 1 80 |
| ***Copper Bronze Finish.....        | 148.31 | 27.5 | 3 00 | 26.0    | 2 85 |

\*Ground Color for Bird's-eye Maple is White, ready for use, and should be grained with water colors (Distemper Colors). Varnish and baking give sufficient color to the ground which should not be baked more than 2½ hours at 180 degrees, or 3½ hours at 160 degrees.

\*\*Graining Colors for Circassian Walnut, not mixed but used separately and blended together.

\*\*\*Copper Bronze Finish—usually stippled fine or coarse for various effects, and striped or decorated, and finished with Metal Furniture Baking Varnish.

Where the manufacturer or consumer has had experience with the air-brush or sprayer, these goods are often applied with it up to and including the Ground Color.

# METAL FURNITURE FINISHING

In order to simplify matters as much as possible, we have subdivided the subject of Metal Furniture Finishes covering the more important branches of the business, and submit the following as representative of the goods and methods that would generally be used for producing the various effects:

## CLASS A—DIVISION 1 (IMITATION WOOD FINISHES)

The imitation of each different wood is carried through in practically the same manner, the difference being in the color of the various materials, and of course, the difference in graining.

### CLASS A—DIVISION 1

*Operation 1*—The surface should be thoroughly cleaned and entirely free from rust, dirt and grease. If necessary, remove rust with sand-blast, wire brushes or emery or sandpaper, and wash with gasoline. The addition of about 25% of wood-alcohol to the gasoline will be conducive to best results.

*Operation 2*—Primer—supplied ready for use. One coat is generally used and is applied by brushing; baked 4 hours at 180 degrees.

*Operation 2-A*—Surfacer—supplied in paste form. Can be brushed or knifed and should be reduced with turpentine to the desired consistency for either brushing or knifing. Surfacers are only used to fill joints or when the metal is rough and it is necessary to use a pigment surfacer to fill the depressions or pits. Sand to surface, being careful not to cut through Primer. Bake 3 hours at 160 to 180 degrees, using the lower temperature for the lighter shades.

*Operation 3*—Ground Color—supplied in semi-paste consistency. Should be reduced with turpentine to a brushing consistency and brushed one coat. It flows out smoothly and covers well. Bakes in 4 hours at 180 degrees. Sand lightly, using fine sandpaper.

*Operation 4*—Graining Color—supplied in paste form. Reduce with turpentine to a body consistent with the color used. The grainer frequently tempers the graining color to suit surface conditions and his own ideas of blending. Applied and blended or grained to resemble the grain of the wood. Bakes in 3 hours at 180 degrees. Some manufacturers prefer water-color for graining, and for this purpose we would recommend our Distemper Colors, although we consider our regular Graining Colors superior to Water-Colors, as they are ground in oil and will adhere better.

*Operation 5*—Clear Varnish—brushed and baked 4 to 5 hours at 180 degrees. Rubbed with powdered pumice-stone and water.

*Operation 6*—Clear Varnish—brushed and baked 4 to 5 hours at 180 degrees. Either rubbed or left in the gloss as desired.

Operation 6 can be eliminated, depending on the results desired, and only one coat of varnish used.

### CLASS A—DIVISION 2

*Solid Color Finishes*—Metal Furniture Filing Cabinets, etc. The usual method of finishing the above is as follows: Everything is dipped one coat of Primer, which is usually reduced about 25% with turpentine, drained well and baked for 3½ hours at 180 degrees to 200 degrees. Primer used is always an approximate match for the Enamel to follow, so that this one coat will suffice for the interiors or parts not always in view. The dipping of this also insures the thorough coating of the metal at all points, thus preventing any rusting taking place.

Following this, Primer is sanded lightly on all exterior surfaces and one coat of Metal Finishing Enamel Baking brushed on. This is baked at 180 to 200 degrees for 3½ hours. Rubbed with powdered pumice and water; stripe or transfer applied, and when dry, followed by one brush-coat of our Metal Furniture Finishing Varnish Baking. This is also baked for 3½ hours at 180 to 200 degrees, and either left in the gloss or rubbed with powdered pumice and water and left in rubbed finish.

### CLASS B

This would comprise the same materials and procedure throughout as Class A, but for cheaper grades of work, the Clear Varnish can be omitted when there is no striping or transfer work. This class of finish is also either left in the gloss or rubbed and left dull. The latter being the more common and really the most desired, as this character of finish mars or scratches less readily. We believe it preferable to use Linseed or Machine Oil instead of water for rubbing this class of finish, as this gives a little richer tone to the color. Sometimes rotten stone is used to rub instead of pumice, it being much softer and finer and does not tend to scratch as much and leaves a more velvet finish than when pumice is used.

### CLASS C

This class of finish is used quite generally on metal lockers and in places where a high-class finish is not necessary and not sufficiently economical to suit the manufacturer. Various grades of materials are used from our Lustral Quality Enamels up to those mentioned above. The cheaper goods are either air-dried, approximately 18 hours or baked 2½ hours at 160 degrees, reduced approximately 20%, and dipped or brushed as may suit the manufacturer. Usually not more than one coat is applied. The best recommendation for this class of work would be as follows:



## METAL FURNITURE FINISHING, CLASS C—Continued

Apply a dip-coat of our Primer previously mentioned (Class A—Division 2), reduced approximately 50% with Varnish Color Reducer, and baked approximately 3 hours at 180 degrees, or dip one coat of Primer exactly same as Class A—Division 2, baked 3½ hours at 180 degrees, and rub face of doors, prominent parts, etc. Stripe and brush one coat of varnish; bake 3½ hours, at 180 degrees. We have various reducers both gloss and turpentine substitutes which we are glad to recommend where we know the prices, conditions and materials to be used.

The Solid Color Finishes are generally Olive Green or Maroon and comprise a variety of different shades. We have made several of each, and by establishing a large volume of business on selected shades, we will be enabled to quote a more favorable price, but will not list them regularly. We can not consistently attempt to make definite recommendations for these large accounts where the solid finishes are used until we have specific information as to their individual requirements, but the information we have given you will be sufficient for you to work on, and we will cover the situation more thoroughly as the occasion requires.

The prices, however, on the Primers would generally be about \$1.50 to \$1.75 per gallon in lots of 50 gallons or more, and on the Enamels would range from \$1.75 to \$2 per gallon in 5s, 50-gallon lots or over.

### BLACK BAKING JAPANS (LIQUID)

|                       | 1s    | B    | 5s   | B    | barrels | B    |
|-----------------------|-------|------|------|------|---------|------|
| Superfine Fender..... | 0.794 | 1.20 | 1.30 | 1.10 | 1.20    | 1.10 |
| Premier.....          | 0.705 | 1.15 | 1.15 | 1.05 | 1.05    | 1.05 |
| Ebony.....            | 0.751 | 1.05 | 1.05 | 0.95 | 0.95    | 0.95 |
| Crown.....            | 0.744 | 1.00 | 1.00 | 0.90 | 0.90    | 0.90 |
| Climax.....           | 0.737 | 0.90 | 0.90 | 0.80 | 0.80    | 0.80 |
| Premo.....            | 0.714 | 0.80 | 0.80 | 0.70 | 0.70    | 0.70 |

### BLACK BAKING JAPAN REDUCERS

|                     | 1s    | B    | 5s   | B    | barrels | B    |
|---------------------|-------|------|------|------|---------|------|
| Reducer No. 31..... | 0.631 | 0.55 | 0.65 | 0.45 | 0.55    | 0.45 |
| Reducer No. 74..... | 0.774 | 0.60 | 0.60 | 0.50 | 0.50    | 0.50 |

### SUPERFINE FENDER

Absolutely the finest Black Baking Japan made, especially designed for all high-grade work, such as automobile fenders, hoods, tool-boxes, bow-sockets and accessories. Works and flows perfectly, even on the largest surfaces, producing a brilliant, well rounded out, high gloss, dense black finish. Is extremely tenacious, elastic and durable. Supplied in brushing consistency, but should be reduced, depending on character of surface, quality of metal and results desired, approximately one part Reducer to three parts Japan for dipping, and one part of Reducer to two parts of Japan for spraying. For best results the Reducer used should be Special Reducer No. 31; although if it is necessary for reasons of economy to use a lower priced reducing agent, satisfactory results can be obtained by using Reducer No. 74, or Benzine. It should be baked about 1½ to 2 hours at 400 degrees, 3 hours at 350 degrees or 4 to 5 hours at 300 degrees.

For finishing fenders, hoods, etc., we recommend two or three dip-coats over the bare metal, one or two coats over Anti-Rust Primer No. 94, baking the first coat of Japan for 2½ hours at 350 degrees. We recommend rubbing or mousing the first coat of Japan prior to applying finishing-coat of Japan, as this brings out a fuller and richer finish than if the material were applied without rubbing or mousing first coat of Japan. The baking temperature and time suggested for first coat of Japan permits rubbing or mousing.

### PREMIER

Premier quality for typewriters, sewing-machine heads, bicycles and work requiring a high grade, elastic, dense black and durable finish. Works and flows freely and finishes with a brilliant lustre. Bakes hard enough in 4 to 5 hours at 300 degrees to admit of rubbing and polishing. It can also be baked at a higher temperature for a shorter time, as follows: 3 to 4 hours at 350 degrees or 1½ to 2 hours at 400 degrees. Supplied in brushing consistency, and should be reduced about one part of Reducer to three parts of Japan for dipping, or one part of Reducer to two parts of Japan for spraying, although for some work it can be reduced more or less, depending on the results desired. We would recommend the use of special Japan Reducer No. 31, although satisfactory results can be obtained by using turpentine, Reducer No. 74 or naphtha.

### EBONY

An exceptionally dense black Japan producing a high gloss, durable finish, covers solid one coat over bare metal, very free-flowing, tenacious and elastic, and used successfully on automobile accessories and telephones where a lower priced Japan than Superfine Fender Japan is required. Supplied in brushing consistency, and should be reduced approximately one part of Reducer to three parts of Japan for dipping, or one part of Reducer to two parts of Japan for spraying. Baked 3 to 4 hours at 350 degrees, or if a higher temperature is desired for a shorter time, 1½ to 2 hours at 400 degrees would be satisfactory. It should be reduced with Special Reducer No. 31, but satisfactory results can be obtained by using either turpentine, Reducer No. 74 or naphtha.

## BLACK BAKING JAPAN REDUCERS—Continued

### CROWN

Crown Black Baking Japan has been developed to meet the demand for a medium priced quality, which will give satisfactory results at a more economical figure than those mentioned above. Recommended for sewing-machine stands, carriage and saddlery hardware, toys, novelties, etc., and has been used successfully on automobile tool-boxes and accessories, requiring a Japan at this figure. Supplied in brushing consistency and should be reduced for dipping one part of naphtha to three parts of Japan, or for spraying one part of naphtha to two parts of Japan. It bakes with a good gloss and affords the maximum amount of durability, elasticity and tenacity, consistent with the price. Baking time and temperature is 3 to 4 hours at 350 to 375 degrees and 5 to 6 hours at 300 degrees. It can be reduced successfully with Reducer No. 74 or naphtha.

### CLIMAX

This Japan is used largely for dipping; has very good body and can be reduced for some work with equal parts of naphtha. Recommended for tinware, shelf hardware, coffee-mills, registers, ventilators, etc. It can be baked 2 to 3 hours at 250 to 300 degrees Fahrenheit and 3 to 4 hours at 200 to 250 degrees. It should be reduced with Reducer No. 74 or naphtha.

### PREMO

Intended particularly for use on springs and a general line of wire goods. Reduced one part naphtha to one part of Japan produces a dense, elastic, high gloss finish. It may be reduced more or less depending on results required. Bakes hard in 1 to 1½ hours at 350 to 400 degrees.

### ANTI-RUST PRIMER NO. 94 (BLACK BAKING) 6444

Especially designed for priming metal surfaces, and as a first coat under Black Baking Japan or Black Baking Enamels. Particularly adaptable to priming automobile fenders, hoods, tool-boxes, bow-sockets, etc., in fact any articles on which a high-class, Black Baking Finish is desired. For brush work, should be reduced about one part reducer to two parts Primer No. 94, for dip or spray work, one part reducer to one part Primer No. 94. For best results, the reducer used should be pure spirits turpentine, although if it is necessary for reasons of economy to use a lower priced reducer, the turpentine could be mixed with Reducer No. 74 or Benzine, using as much turpentine as possible. It should be baked 3 hours at 300 degrees Fahrenheit, or 2 hours at 400 degrees Fahrenheit. It can, however, if necessary, be baked as low as 220 degrees for 4 hours. Produces an egg-shell or semi-flat finish; is very tenacious, tough and elastic, and a most excellent foundation for subsequent coats.

### BLACK JAPANS, AIR-DRYING

|                | 1s   | B    | 5s   | B    | barrels | B    |
|----------------|------|------|------|------|---------|------|
|                | 1.30 | 1 40 | 1.15 | 1 25 | 1.00    | 1 10 |
| Premier.....   | 0.97 | 95   | 85   | 95   | 75      | 85   |
| Trunk.....     | 0.73 | 70   | 55   | 60   | 45      | 50   |
| Implement..... | 0.73 | 60   | 50   | 55   | 40      | 45   |
| No. 5.....     | 0.70 | 50   | 40   | 45   | 35      | 35   |
| 02605 Climax   |      |      |      |      | 25      | 30   |

### PREMIER BLACK, AIR-DRYING

Used for brush work. Is recommended for use on iron railings, etc., where a good lustre is required. Dries dust-free in 20 to 30 minutes and hard in 4 to 5 hours. Furnished ready for application.

### TRUNK BLACK, AIR-DRYING

Has good working and flowing properties. Dries dust-free in 30 minutes and hard in 6 hours. Has good gloss. May be thinned with one part naphtha to two parts Japan or two parts naphtha to three of Japan, depending on results required.

### IMPLEMENT BLACK, AIR-DRYING

For use on implements, rough castings and ironwork requiring a dense black. Has exceptionally good covering properties. Dries dust-free in 20 to 30 minutes and hard in 5 to 6 hours. For brush work no thinner is advised. For dipping, reduce with one part naphtha to two parts Japan.

### NO. 5 BLACK, AIR-DRYING

Suitable for rough castings, boilers, sheet-iron work, etc. For brush work one part naphtha to four parts Japan, and for dipping, one part naphtha to two parts Japan is recommended. Dries dust-free in 15 to 20 minutes and hard in 4 to 5 hours.

NOTE—Representative's report should state:

1. Baking temperature.
2. Baking time.
3. Number of coats.
4. Price now paying.
5. Amount of thinner used.
6. Annual consumption.
7. Goods now using.
8. Character of surface.
9. Method of application.

## ALUMINUM PAINT PRIMER (LIQUID)

For use under Aluminum Paint to get most brilliant and durable finish

|           | 1/4s  | 1/2s | 1s   |
|-----------|-------|------|------|
| Gray..... | 6.500 | 1 60 | 1 50 |

## ALUMINUM PAINT THINNER (LIQUID) 076

For use in mixing bronze and for thinning Aluminum Paint

|  | 1s   | B    | 5s   | B    | barrels | B    |
|--|------|------|------|------|---------|------|
|  | 1.50 | 1 60 | 1.40 | 1 50 | 1.30    | 1 40 |

## BEDSTEAD ENAMELS (LIQUID) BAKING

|                                       | 1s     | B    | 5s   | B    | barrels | B    |
|---------------------------------------|--------|------|------|------|---------|------|
| White Primer.....                     | 70.30  | 1.65 | 1.50 | 1.60 | 1.40    | 1.50 |
| White Finishing.....                  | 74.25  | 2.05 | 2.00 | 2.10 | 1.90    | 2.05 |
| Ivory White Finishing.....            | 69.04  | 2.05 | 2.00 | 2.10 | 1.90    | 2.05 |
| Primrose Finishing.....               | 69.04  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Sea Green Finishing.....              | 69.05  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Robin's Egg Blue Finishing.....       | 69.06  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Shell Pink Finishing.....             | 69.07  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Emerald Green Finishing.....          | 69.08  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Silver Gray Finishing.....            | 69.12  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Rose Pink Finishing.....              | 69.13  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Willow Green Finishing.....           | 69.18  | 2.00 | 2 10 | 1 90 | 1 75    | 1 85 |
| French Permanent Green Finishing..... | 69.11  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Carmine Finishing.....                | 69.12  | 2.25 | 2 35 | 2 15 | 2 00    | 2 20 |
| Vermilion Finishing.....              | 69.19  | 2.25 | 2 35 | 2 15 | 2 00    | 2 20 |
| Dead Ebony Black Finishing.....       | 69.41  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Maroon.....                           | 69.46  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Baby Blue.....                        | 140.15 | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |
| Apple Green, L., M. and D. X.....     | 65.70  | 1.85 | 1 95 | 1 85 | 1.60    | 1 70 |

## VERNIS MARTIN FINISH, BAKING

For bedsteads, furniture, novelty work and decorating

|                      | per pound | B         |
|----------------------|-----------|-----------|
| Bronze (Dry).....    | 333 Dry   | 1.00 1 25 |
| Bronzing Liquid..... | 08.01     | 2 25      |
| Finishing.....       | 77.13     | 4 00      |
| Satin Finish.....    | 77.53     | 4 00      |

## ALUMINUM BRONZE (DRY)

Screw-top cans

|               | 1s      | B    | 5s | B  | per pound | B  |
|---------------|---------|------|----|----|-----------|----|
| No. 8000..... | 292 Dry | 1 25 | 85 | 95 | 84        | 90 |

## DRY BRONZE

|                               | 1s   | B | 5s | B | 1-ounce papers | 1, 2 and 4-ounce bottles |
|-------------------------------|------|---|----|---|----------------|--------------------------|
| C. M. F. L. Aluminum XXX..... | 3 00 |   |    |   | per ounce      |                          |
| C. M. F. L. Aluminum A.....   | 2 50 |   |    |   | 40             |                          |
| Brilliant Aluminum.....       | 1 00 |   |    |   | 35             |                          |
| Silver Bright Aluminum.....   | 80   |   |    |   | 30             |                          |
| C. M. F. L. Gold XXX.....     | 2 50 |   |    |   |                |                          |
| C. M. F. L. Gold A.....       | 2 00 |   |    |   |                |                          |
| No. 10,000 Gold.....          | 1 25 |   |    |   |                |                          |
| No. 5,000 Gold.....           | 1 30 |   |    |   |                |                          |
| No. 1,000 Gold.....           | 1 00 |   |    |   |                |                          |

## ALUMINUM PAINT 29.

## FACTORY COATING

Cold-water paint for inside use in factories, etc. Five pounds of powder, mixed with water, will make a gallon, which will cover approximately 200 square feet.

Per pound.....

barrels  
2 3/4 B  
3

## HANDCRAFT STAINS (LIQUID)

For producing artistic effects on furniture, modern interiors, etc.

|                          | 1s    | 5s   | barrels |
|--------------------------|-------|------|---------|
| Antwerp Oak.....         | 14501 | 2 25 | 2 B 50  |
| Bog Oak.....             | 14502 | 2 00 | 2 00    |
| Brown Oak.....           | 14503 | 2 00 | 2 00    |
| Cathedral Oak.....       | 14504 | 2 00 | 2 00    |
| Early English Oak.....   | 14505 | 2 00 | 2 00    |
| Flemish Oak.....         | 14506 | 2 00 | 2 00    |
| Fumed Oak.....           | 14507 | 2 00 | 2 00    |
| Old English Oak.....     | 14508 | 2 00 | 2 00    |
| Tavern Oak.....          | 14509 | 2 00 | 2 00    |
| Weathered Oak.....       | 14510 | 2 00 | 2 00    |
| Green Weathered Oak..... | 14511 | 2 00 | 2 00    |
| Mahogany.....            | 14512 | 2 00 | 2 00    |
| Walnut.....              | 14513 | 2 00 | 2 00    |

## MAHOGANY STAINS (SPECIAL)

|                                                    | 1s   | 5s   | barrels |
|----------------------------------------------------|------|------|---------|
| 14519 Handcraft Mahogany, Extra Dark No. 7550..... | 1 75 | 2 00 | 1 85    |
| 14514 Handcraft Mahogany, Dark No. 7491.....       | 2 00 | 2 00 | 1 85    |
| 14785 Permanent Mahogany Stain No. 700, Light..... | 1 00 | 1 00 | 90      |
| 14538 Permanent Mahogany Stain No. 700, Dark.....  | 1 00 | 1 00 | 90      |

No. 7550 is also Handcraft quality, but is darker than either Handcraft Mahogany (standard) or Handcraft Mahogany Dark No. 7491.

No. 7491 is of Handcraft quality, but considerably redder than our standard Handcraft Mahogany.

No. 700 Stains, generally known as Acid Type Stains, are of the best possible shade and tone for all first-class finished woodwork, including pianos and high-grade furniture of birch or mahogany. They are absolutely permanent and fast when exposed to strong light. Intermediate shades between light and dark can be obtained by the mixture of the two stains in varying proportions until the desired shade is procured. These Stains are intended for the highest type of Mahogany finish on birch and mahogany, and will have a tendency to slightly raise the grain of the wood. Because of their tendency to do this, their use should be recommended accordingly.

## WOODCRAFT STAINS (LIQUID)

|                      | 1s    | 5s   | barrels |
|----------------------|-------|------|---------|
| Early English.....   | 14699 | 1 75 | 1 85    |
| Weathered Oak.....   | 14698 | 1 60 | 1 40    |
| Mahogany, Light..... | 14697 | 1 60 | 1 40    |
| Mahogany, Dark.....  | 14696 | 1 50 | 1 40    |
| Cherry.....          | 14695 | 1 60 | 1 40    |
| Fumed Oak.....       | 14694 | 1 60 | 1 40    |
| Modern English.....  | 14693 | 1 50 | 1 40    |
| Green Weathered..... | 14692 | 1 50 | 1 40    |

## GOLDEN OAK STAIN (LIQUID)

For sundry staining uses

|       | 1s   | 5s   | barrels |
|-------|------|------|---------|
| ..... | 0636 | 1 05 | 1 35    |
| ..... |      | 9 5  | 1 25    |
| ..... |      |      | 8 5     |

## FURNITURE WAX (PASTE)

For furniture finishing, etc.

|       | 2s | 5s | 25s | kegs   |
|-------|----|----|-----|--------|
| ..... | 58 | 25 | 25  | 21 1/2 |

# **FURNITURE GRAINING INK (PASTE)**

For imitating oak on plain woods

|                 | 5s    | B  | 25s | B  | 100s | B |
|-----------------|-------|----|-----|----|------|---|
| Golden Oak..... | 20549 | 22 | 20  | 19 |      |   |

## **S-W FILLERS (PASTE)**

For filling open-grained woods

|                       | 25s   | B     | 100s  | B | 1/2 barrels and barrels | B     |
|-----------------------|-------|-------|-------|---|-------------------------|-------|
| Antique Oak.....      | 4     | 7 1/2 | 6 1/2 | 7 | 6                       | 6 1/2 |
| Golden Oak.....       | 5     | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Golden Oak, Dark..... | 3574  | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Light Oak.....        | 1     | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Red Oak.....          | 3     | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Transparent.....      | 20049 | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Mahogany.....         | 6     | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Walnut.....           | 2     | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |
| Early English.....    | 20015 | 7 1/2 | 7     | 7 | 6                       | 6 1/2 |

# INSULATING MATERIALS

## AJAX INSULATING VARNISHES

(Use Benzine thinner for all except Black and Clear Finishing Varnishes)

Clear Air-Drying No. 1.....0873 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Adapted for use in repair-shops not equipped with baking facilities. Air-dries in five to six hours. Is fair in point of flexibility, moisture and oil-proof qualities. Used on armature, field and magnet-coils.

Clear Air-Drying No. 2.....01146 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Used similarly to No. 1, but is superior to it in flexibility, moisture-proof and oil-proof qualities and heavier in body. Air-dries in eighteen to twenty hours and should be recommended wherever consumer can allow this period for drying.

Clear Quick Baking.....01146 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
For quick repairs to motor transformer and generator windings. Bakes in three hours at 200 degrees Fahrenheit. Is oil-proof and water-proof, elastic and a high insulator. Acid-proof and free from acids.

Clear Elastic Baking.....0346 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
A tough and very elastic high heat-resisting varnish. Is oil-proof, water-repellent and has an insulating value of 1000 to 1200 volts per 1-1000 inch thickness. Bakes in six hours at 200 degrees Fahrenheit. Made particularly for insulating armature and field-coils but is also used in making varnish cambric and other sheet insulations.

Black Air-Drying.....0721 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
A jet black, glossy and moisture-proof varnish, possessing the maximum amount of elasticity possible in a material of this character and air-drying in one half-hour. Used for dipping new armature and field-coils and for repair-work requiring a varnish which will air-dry quickly.

Black Quick Baking.....0876 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Bakes in four hours at 200 degrees Fahrenheit. Is elastic, oil and water-proof, possesses high gloss, is a good insulator and has a tenacious film. For quick repairs to motors, generators and transformers.

Black Elastic Baking.....0670 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Particularly suitable for insulating high voltage generator windings, oil-cooled transformer coils and street railway motor armature and field-coils, which are subjected to continued vibration and varying loads. Bakes in eight hours at 200 degrees Fahrenheit. Is exceedingly elastic, absolutely impervious to oil and water and is excellent in resistance to high temperatures. Resistance to puncture 1200 volts per 1-1000 inch thickness.

Ajax Finishing Varnish Black Air-Drying.....01132 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Used as a finishing-coat on all kinds of electrical apparatus to prevent absorption of lubricating oils and moisture. This is a spirit varnish which air-dries in ten to fifteen minutes, is deep black in color with a good high gloss. Oil-proof, water-proof, durable and keeps in perfect solution. Thin with Denatured Alcohol.

Ajax Clear Finishing Varnish Air-Drying.....01096 ~~1.00~~ 1s B ~~1.00~~ 5s B barrels B  
Used in same manner as Black Finishing and except for color has same general characteristics. Thin with Denatured Alcohol.

Underwriters Black Acid-resisting Insulating Paint 01174 ~~1.00~~ pta B ~~1.00~~ qta B 1s B 5s B barrels B  
Used for meter-boards, switch-boards, mouldings, aerial and underground cables, service-boxes, street-car trucks and fenders, controller-boxes, trolley-stands and poles, motor-frames, and as a general product for protective and insulating purposes. Air-dries in one half-hour, is impervious to moisture and flame-resisting. Possesses good acid-resisting qualities, gives a high-gloss finish, compact coating and is a fair insulator. Thin with benzine.

1s B 5s barrels B  
 Ajax Black Acid-Proof Paint.....01136..... 70 80 70 80  
 Designed for use on battery-boxes to resist action of Sulphuric and other acids. Air-dries in eight hours, is acid-proof, water-proof, flame-resisting and has good insulation. Thin with benzine.

#### Ajax Clear Elastic Cambric Varnishes (Baking)

Used in large quantities for the manufacture of varnish cambric or (varnish cloth), and for treating other sheet insulations, such as silks, bond, express and Hercules Papers. We have a good volume of business established on the above products, but as the requirements of all consumers vary somewhat, business of this character should be referred to the Insulating Department for recommendations and prices.

1s B 5s barrels B  
 Ajax Coillac .....01164..... 70 80 70 80  
 A Black Baking Insulating Varnish for general coil work and insulating purposes. Combines high gloss with great elasticity and puncture resistance. Can be either baked at 190 degrees Fahrenheit for from 4 to 5 hours or air-dried within twenty to twenty-four hours. Should be sold in competition with materials such as "Armalac," etc.

1s B 5s barrels B  
 Ajax Lustro-Lac .....01165..... 70 80 70 80  
 A quick Air-Drying Black Insulating Varnish similar to Ajax Black Air-Drying, but somewhat quicker in drying. Can be used for armature and field-coil work, and is particularly valuable as a varnish for general repair-work. Should be recommended in competition with material such as "Enamelac."

### CORE PLATE VARNISHES

1s B 5s barrels B  
 Ajax Core Plate Varnish Black Air-Drying.....14028..... 70 80 70 80  
 For insulation of armature, field and air-cooled transformer punchings, or laminations. A tenacious and high heat-resisting black varnish, which contains an insulating pigment and produces a perfectly uniform coating. Will stand 45 per cent reduction with benzine. Air-dries in five minutes.

1s B 5s barrels B  
 Ajax Core Plate Varnish Oil-Proof Baking.....0908..... 70 80 70 80  
 For insulating high voltage generator laminations and for insulating and separating laminations used in building up cores of oil-cooled transformers. Is elastic, tenacious, heat-resisting and proof against oil, water and acids. Bakes in five minutes at 250 degrees Fahrenheit. Reduce with benzine.

1s B 5s barrels B  
 Ajax Clear Ignition Cable Varnish.....0977..... 70 80 70 80  
 Used by manufacturers of Ignition Cable for applying saturating and finishing-coats to ignition cable of all sizes. Bakes in one and one-half hours at 200 degrees Fahrenheit. Reduce with benzine.

1s B 5s barrels B  
 Ajax Magnet Wire Enamel Baking.....14022..... 70 80 70 80  
 An elastic, oil-proof insulating enamel, intended especially for insulating all sizes of magnet and copper wire. Can supply in either clear or black. Applied by special machinery, each manufacturer having his own particular method of manipulating the enamel. On account of the special character of this business the Insulating Department should be consulted in reference to all prospects.

1s B 5s barrels B  
 Ajax Magnet Black.....14022..... 70 80 70 80  
 Used as an exterior coat on Magnets and Magnet Spools as an insulator and to prevent absorption of moisture. Is black, durable, tenacious, has high gloss and air-dries in twelve hours. Thin with benzine.

### AJAX IMPREGNATING COMPOUNDS

Impregnating Compounds are used only in an impregnating apparatus. It will be impossible, therefore, to sell Impregnating Compounds to prospects who are not equipped with this apparatus or who are not willing to install it.

Drums B  
 Black Impregnating Compound.....0965..... 70 80  
 Is designed for use in the vacuum drying and impregnating process for all work where oil-proof qualities are not essential. This includes railway field, motor-coils and all coils where a high-grade insulating compound is essential. This compound can be furnished in practically any drip point desired, but we regularly send it out with a drip point of approximately 210 degrees Fahrenheit. It is very satisfactory in the treating-tanks; does not liver up and get chunky; drains from the coils very freely; has very high insulating and very good penetrating qualities.

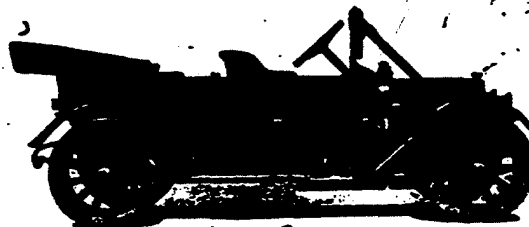




# **MANUFACTURERS' SALES DEPARTMENT**

**REPRESENTATIVES' CONFIDENTIAL PRICE-LIST**

**QUICK-DRYING COLORS  
FREE-FLOWING COLOR VARNISHES  
SOLID-RUBBING COLOR VARNISHES  
AUTOMOBILE AND CARRIAGE UNDER-COATINGS**



B33- K13 277

0007-SWP-000010855

## INDEX

### QUICK-DRYING COLORS, ETC., FOR AUTO AND CARRIAGE TRADE

|                                                  | Page                 |
|--------------------------------------------------|----------------------|
| Q.-D. Blacks.....                                | Paste 202            |
| Q.-D. Blues.....                                 | Paste 203            |
| Q.-D. Browns.....                                | Paste 204            |
| Q.-D. Colors in Tubes.....                       | Paste 206            |
| Q.-D. Grounds.....                               | Paste 203            |
| Q.-D. Grays.....                                 | Paste 203            |
| Q.-D. Greens.....                                | Paste 204            |
| Q.-D. Lakes.....                                 | Paste 203            |
| Q.-D. Reds.....                                  | Paste 202            |
| Q.-D. Standard Express Line and Mail Colors..... | Paste 205            |
| Q.-D. Whites.....                                | Paste 203            |
| Q.-D. Wines.....                                 | Paste 202            |
| Q.-D. Yellows.....                               | Paste 205            |
| Glazing Putty.....                               | Paste 209            |
| Free-Flowing Color Varnishes.....                | Liquid 207           |
| Free-Flowing Vehicle Color Varnishes.....        | Liquid 207           |
| Solid Rubbing Color Varnishes.....               | Liquid 207           |
| P. M. Body Primers.....                          | Liquid 209           |
| P. M. Body Fillers (rough stuff).....            | Liquid 209           |
| P. M. Gear Primers.....                          | Liquid 209           |
| P. M. Gear Surfacers.....                        | Liquid 209           |
| P. M. Gear Fillers.....                          | Liquid 209           |
| Auto and Carriage Under-coatings.....            | Paste and Liquid 208 |

# SPECIAL PRICES TO CONSUMERS ON QUICK-DRYING COLORS

(GROUND IN JAPAN)

FOR CONFIDENTIAL USE OF REPRESENTATIVES ONLY

"A" prices are rock bottom to the largest buyers for colors in 5 PC.

"B" prices are for large buyers entitled to less than the regular dealers' discount of 25 per cent off list on colors and 20 per cent off list on blacks.

Smaller buyers should not be sold at lower prices than 25 per cent off list on colors and 20 per cent off list on blacks, and net prices should always be made instead of list with discount.

Small trade should not be sold from this list. For such trade, use the Quick-Drying list in Trade Sales Price-List.

## BLACKS (GROUND IN JAPAN)

Prices per pound—net weight

|                         |     |    | B  | list |
|-------------------------|-----|----|----|------|
| Ivory Drop, XXX         | 121 | 31 | no | 52   |
| Ivory Drop, XX          | 122 | 36 | ny | 42   |
| Ivory Drop, X           | 123 | 19 | an | 32   |
| English Coach, A        | 124 | 16 | bd | 27   |
| Special                 | 125 | 16 | bd | 27   |
| Chemically Refined Lamp | 126 | 16 | bd | 27   |
| Special Black           | 127 | 16 | br | 27   |
| Special Lamp Black, 20s | 128 | 16 | hn | 20   |
| Special Black           | 129 | 16 |    |      |

## REDS (GROUND IN JAPAN)

|                                |     |     |     |     |
|--------------------------------|-----|-----|-----|-----|
| No. 40 French Carmine (Glaze)  | 149 | 350 | sty | 700 |
| French Carmine, L. (Glaze)     | 150 | 250 | nyy | 450 |
| Spanish Carmine (Glaze)        | 151 | 175 | ayy | 300 |
| Special Carmine (Glaze)        | 152 | 130 | hty | 250 |
| English Vermilion, L. and D.   | 153 | 115 | hty | 250 |
| Empress Scarlet                | 154 | 35  | hty | 250 |
| Iroquois, L. and D.            | 155 | 35  | hty | 250 |
| Carriage Painters              | 156 | 35  | hty | 250 |
| Artoc (Glaze)                  | 157 | 35  | hty | 250 |
| Hessian, L.                    | 158 | 35  | hty | 250 |
| American Vermilion, L. and D.  | 159 | 35  | hty | 250 |
| Striping, No. 4804 (Solid)     | 160 | 35  | hty | 250 |
| Striping, No. 4728             | 161 | 35  | hty | 250 |
| Opaque Claret                  | 162 | 35  | hty | 250 |
| Astral, L. and D.              | 163 | 35  | hty | 250 |
| Royal Durbar, M. and D.        | 164 | 35  | hty | 250 |
| Royal Durbar Red, L. No. 72    | 165 | 35  | hty | 250 |
| Automobile, L. and D.          | 166 | 35  | hty | 250 |
| Mohawk, L. and D.              | 167 | 35  | hty | 250 |
| Gear                           | 168 | 35  | hty | 250 |
| Brilliant Vermilion, L. and D. | 169 | 35  | hty | 250 |
| Orinoco Vermilion, D.          | 170 | 35  | hty | 250 |
| Special, L. (4896)             | 171 | 35  | hty | 250 |
| English Rose Pink              | 172 | 35  | hty | 250 |
| Carriage                       | 173 | 35  | hty | 250 |
| Century                        | 174 | 35  | hty | 250 |
| Special, L. (4878)             | 175 | 35  | hty | 250 |
| Special, D. (4800)             | 176 | 35  | hty | 250 |
| Turkey                         | 177 | 35  | hty | 250 |
| Carmine, L. and D.             | 178 | 35  | hty | 250 |
| Tuscan                         | 179 | 35  | hty | 250 |
| Indian                         | 180 | 35  | hty | 250 |
| Royal (Venetian)               | 181 | 35  | hty | 250 |
| Turkey, D.                     | 182 | 35  | hty | 250 |
| Striping                       | 183 | 35  | hty | 250 |

## WINES (GROUND IN JAPAN)

|                   |     |    |     |     |
|-------------------|-----|----|-----|-----|
| Wine Color, D.    | 250 | 35 | nyy | 800 |
| Special, No. 4800 | 251 | 35 | nyy | 800 |
| Wine Color, B.    | 252 | 35 | nyy | 800 |

4/25/45

# LAKES (GROUND IN JAPAN)

Prices per pound—net weight

|                                                  |      |     | B   | list     |
|--------------------------------------------------|------|-----|-----|----------|
| *English Purple, Deep and Extra Deep xxx (Glaze) | 154  | 378 | 375 | 6 00 605 |
| *English Crimson, xxx (Glaze)                    | 150  | 328 | 325 | 6 00 "   |
| *English Scarlet, xxx (Glaze)                    | 160  | 328 | 325 | 5 00 505 |
| *Munich, xxx (Glaze)                             | 158  | 278 | 275 | 4 50 455 |
| *Carmine, xxx (Glaze)                            | 154  | 178 | 175 | 3 00 305 |
| *Mauve (Glaze)                                   | 8093 | 153 | 150 | 2 50 255 |
| *Yellow, xxx (Glaze)                             | 176  | "   | "   | 2 50 255 |
| *Green (Glaze)                                   | 4090 | "   | "   | 2 50 255 |
| *Purple (Glaze)                                  | 8550 | 98  | 95  | 1 50 155 |
| *English Rose, xxx (Glaze)                       | 1625 | 53  | 50  | 1 20 125 |
| *Chatimuc (Glaze)                                | 171  | "   | "   | 1 00 105 |
| *Maroon (Glaze)                                  | 174  | "   | "   | 1 00 105 |
| Covering                                         | 167  | "   | "   | 1 00 105 |
| Claret (Glaze)                                   | 168  | 48  | 45  | 99 95    |
| Carriage                                         | 166  | 38  | 35  | 65 70    |

Colors marked \* not carried in stock, but will be ground to order.

# GROUNDS (GROUND IN JAPAN)

|                            |           |    |    |       |       |
|----------------------------|-----------|----|----|-------|-------|
| Carmine, Special           | 8835      | 2  | 77 | af 34 | 55 54 |
| Carmine, D                 | 4028      | 20 | 25 | af 35 | 55 54 |
| Hercules Red, L. and D.    | 8222-8726 | 28 | 27 | af 37 | 55 54 |
| Vermilion                  | 4720      | 22 | 21 | af 31 | 44 48 |
| Red, L. Special            | 1124      | 1  | "  | af 30 | 42 46 |
| Red, L. and D.             | 4820-4871 | "  | "  | af 31 | 44 48 |
| Carriage-Painters' Red, L. | 4609      | "  | "  | af 30 | 42 46 |
| Mohawk Red, D.             | 4609      | "  | "  | af 30 | 42 46 |
| Iroquois Red, D.           | 4609      | "  | "  | af 30 | 42 46 |
| Chatimuc Lake              | 8428      | 24 | 23 | af 30 | 42 46 |
| Aztec Red                  | 4609      | 22 | 21 | af 30 | 42 46 |
| Green, Light               | 1777      | 22 | 21 | af 30 | 42 46 |
| Wine                       | 4401      | 21 | 20 | af 30 | 42 46 |
| Blue, L No. 31             | 8431      | 26 | 25 | af 32 | 44 48 |
| Blue, M No. 72             | 8432      | 26 | 25 | af 32 | 44 48 |
| Blue, D No. 57             | 8433      | 26 | 25 | af 32 | 44 48 |
| Blue, Special No. 18       | 8818      | 26 | 25 | af 32 | 44 48 |

# GRAYS (GROUND IN JAPAN)

|                            |           |    |    |       |       |
|----------------------------|-----------|----|----|-------|-------|
| Automobile Gray, L. and D. | 8291-8308 | 28 | 27 | af 39 | 50 52 |
| Special Gray, No. 8510     | 8510      | "  | "  | af 39 | 50 52 |
| Auto Drab                  | 8512      | "  | "  | af 39 | 50 52 |
| Torpedo Gray               | 8919      | "  | "  | af 39 | 50 52 |
| Silver Gray                | 8358      | "  | "  | af 39 | 50 52 |
| Armor Gray                 | 1421      | "  | "  | af 39 | 50 52 |
| Arabian Gray               | 1421      | "  | "  | af 39 | 50 52 |
| Harrison Gray              | 8918      | "  | "  | af 39 | 50 52 |
| Mercedes Gray              | 1218      | "  | "  | af 39 | 50 52 |
| Bottle ship Gray           | 1424      | "  | "  | af 39 | 50 52 |
| Sp. Turke Gray             | 1421      | "  | "  | af 39 | 50 52 |

# WHITES (GROUND IN JAPAN)

|                        |      |    |    |       |       |
|------------------------|------|----|----|-------|-------|
| Ivory                  | 4388 | 29 | 28 | af 34 | 50 52 |
| Flake                  | 144  | 29 | 28 | af 34 | 50 52 |
| Special Flake          | 4579 | 29 | 28 | af 34 | 50 52 |
| French Zinc in Varnish | 4581 | 29 | 28 | af 34 | 50 52 |
| Hearse                 | 252  | 29 | 28 | af 34 | 50 52 |
| French Zinc            | 4369 | 29 | 28 | af 34 | 50 52 |
| Silver                 | 143  | 29 | 28 | af 34 | 50 52 |
| White Lead             | 4607 | 29 | 28 | af 34 | 50 52 |

# BLUES (GROUND IN JAPAN)

|                     |           |    |    |       |       |
|---------------------|-----------|----|----|-------|-------|
| Majestic Purple     | 8550      | 29 | 28 | af 34 | 50 52 |
| Cobalt (Glaze)      | 211       | 29 | 28 | af 34 | 50 52 |
| Brilliant           | 4583      | 29 | 28 | af 34 | 50 52 |
| Sapphire, L. and D. | 4274-6146 | "  | "  | af 34 | 50 52 |
| Imperial, L. and D. | 4274-6146 | "  | "  | af 34 | 50 52 |
| Chinese             | 743       | "  | "  | af 34 | 50 52 |

**BLUES (GROUND IN JAPAN)—Continued**

|                           |             | Prices per pound—net weight |     |
|---------------------------|-------------|-----------------------------|-----|
|                           |             | B                           | fst |
| Copenhagen.....           | 87.83       | 41                          | 49  |
| Prussian.....             | 147         | 41                          | 49  |
| Limousine.....            | 88.59       | 48                          | 49  |
| Regal.....                | 87.41       | 43                          | 49  |
| Ensign, L. and D.....     | 429.1-431.9 | 38                          | 35  |
| Royal.....                | 417.3       | 38                          | 35  |
| Kingsbury.....            | 87.35       | 43                          | 49  |
| Victoria.....             | 83.44       | 43                          | 49  |
| Coach-Painters' Blue..... | 140.6       | 43                          | 49  |
| Ultramarine (Glaze).....  | 148         | 43                          | 49  |
| Yale, L. and D.....       | 425.6-500.9 | 33                          | 30  |
| Azure.....                | 241         | 31                          | 28  |
| B. and O. Express.....    | 410.2       | 34                          | 35  |

**BROWNS (GROUND IN JAPAN)**

|                            |                   |    |    |
|----------------------------|-------------------|----|----|
| Golden.....                | 84.56             | 24 | 24 |
| Antique, L., M. and D..... | 437.9-438.0-438.1 | 24 | 24 |
| Chocolate.....             | 12.3              | 29 | 29 |
| Hoffman.....               | 420.0             | 29 | 29 |
| Bay.....                   | 426.3             | 29 | 29 |
| Golden Tan.....            | 411.7             | 29 | 29 |
| Seal.....                  | 154.9             | 29 | 29 |
| Quaker.....                | 48.61             | 29 | 29 |
| Pullman.....               | 439.0             | 29 | 29 |
| Raw and Burnt Sienna.....  | 12.8-12.9         | 29 | 29 |
| Vandyke.....               | 18.2              | 29 | 29 |
| Raw and Burnt Umber.....   | 13.0-13.1         | 29 | 29 |
| Portland Amber.....        | 41.09             | 29 | 29 |
| <i>Large Brown</i>         | 1315              | 29 | 29 |

**GREENS (GROUND IN JAPAN)**

|                                 |                |    |    |
|---------------------------------|----------------|----|----|
| Milori, L., M. and D.....       | 135            | 48 | 45 |
| Marshall Field.....             | 439.2          | 43 | 40 |
| Fern Leaf, L. and M.....        | 438.3-438.4    | 37 | 35 |
| Rockaway.....                   | 81.51          | 27 | 25 |
| Olive, L. and M.....            | 46.70-458.1    | 11 | 11 |
| Carriage Part, L. and D.....    | 801.7-429.5    | 11 | 11 |
| Nonpareil, L. and D.....        | 4620-4622      | 11 | 11 |
| Peerless, L., M. and D.....     | 4474-4476-4428 | 11 | 11 |
| Brewster, L., M. and D.....     | 4620-830.5     | 26 | 26 |
| English Brewster, No. 8859..... | 816.3          | 26 | 26 |
| Automobile, L. and D.....       | 4733-4535      | 27 | 25 |
| Bronze.....                     | 25.7           | 24 | 24 |
| Newport, L. and D.....          | 4521-4525      | 27 | 25 |
| Palmetto, D.....                | 471.2          | 27 | 25 |
| English Surrey, L. and D.....   | 479.4-471.6    | 27 | 25 |
| Calla.....                      | 462.5          | 27 | 25 |
| Cerro, M.....                   | 438.7          | 11 | 11 |
| Quaker, L., M. and D.....       | 136-471.8      | 11 | 11 |
| Royal, L. and D.....            | 4835-476.2     | 26 | 24 |
| Extra Coach, L., M. and D.....  | 124.2-71.8     | 11 | 11 |
| Adams Express.....              | 813.2          | 27 | 25 |
| Ohio.....                       | 461.2          | 27 | 25 |
| Trojan, L. and D.....           | 4623-4624      | 11 | 11 |
| New Merrimac, L. and D.....     | 4623-4624      | 11 | 11 |
| Special, No. 4694.....          | 4694           | 11 | 11 |
| Victoria.....                   | 461.6          | 27 | 25 |
| Napier.....                     | 425.7          | 27 | 25 |
| Special, No. 4451.....          | 4451           | 27 | 25 |
| Gear Olive.....                 | 4120           | 4  | 4  |
| <i>Continental Green</i>        | 898.9          | 30 | 28 |
| <i>Continental Green</i>        | 1235           | 30 | 28 |

# YELLOWS (GROUND IN JAPAN)

|                                 |                     | Prices per pound—net weight |          |
|---------------------------------|---------------------|-----------------------------|----------|
|                                 |                     | B                           | list     |
| Naples.....                     | 140                 | ot 18                       | 1 00 105 |
| French (Glaze).....             | 139                 | tt 58                       | 75 80    |
| Gold Imitation.....             | 177                 | ny 33                       | 50 55    |
| Dutch Pink (Glaze).....         | 169                 | nt 38                       | 50 "     |
| Automobile, L. M. and D.....    | 138 1/2 M.D.        | na 35                       | 50 "     |
| Brilliant, L. and D.....        | 4633 4762           | na "                        | 50 "     |
| Pneumatic.....                  | 4562                | na "                        | 50 "     |
| Perfect.....                    | 4762                | na "                        | 50 "     |
| Chrome, L. M. O. and DO.....    | 139 1/2 M.O.        | na "                        | 50 "     |
| Brimstone; L. M. D. and DD..... | 4277-3283-4346-4566 | na "                        | 50 "     |
| Canary.....                     | 4762                | na "                        | 50 "     |
| Jamestown.....                  | 4762                | na "                        | 50 "     |
| Primrose.....                   | 4762                | ny 33                       | 43 50    |
| Palo Alto.....                  | 4762                | ny "                        | 43 "     |
| Straw Color.....                | 4762                | aa 25                       | 33 40    |
| Yellow Ochre.....               | 1343                | bo 20                       | 25 30    |
| Metropolitan Cream.....         | 8784                | na 26                       | 50 55    |
| Golden Ochre.....               | 1452                | aa 25                       | 30 35    |
| Virginia Cream.....             | 8784                |                             | 465      |

# STANDARD EXPRESS LINE AND MAIL COLORS (GROUND IN JAPAN)

|                                                 |         |    |       |       |
|-------------------------------------------------|---------|----|-------|-------|
| U. S. Mail Red.....                             | 1634    | 34 | sy    | 60    |
| U. S. Mail White.....                           | 142     | 29 | sy 34 | 46 51 |
| U. S. Mail Blue.....                            | 142     | 48 | 48 69 | 48 76 |
| Adams Express Standard Green.....               | 142     | 25 | ao    | 40    |
| Adams Express Standard Vermilion.....           | 142     | 31 | sy    | 60    |
| American Express Standard Blue.....             | 142     | 43 | sy 54 | 46 51 |
| American Express Standard Vermilion.....        | 1536    | 33 | sy    | 60    |
| Pacific Express Standard Vermilion.....         | 1536    | 11 | sy    | 60    |
| Pacific Express Standard Yellow.....            | 1280    | 27 | na 34 | 48 54 |
| Southern Express Standard Green.....            | 4710    | 25 | ao    | 40    |
| Southern Express Standard Vermilion.....        | 1536    | 33 | sy 20 | 60    |
| U. S. Express Standard Vermilion.....           | 145     | 45 | na    | 50    |
| U. S. Express Standard Yellow.....              | 138 1/2 | 27 | na    | 50    |
| Wells Fargo Express Standard Blue.....          | 1344    | 43 | sy 34 | 48 54 |
| Wells Fargo Express Standard Vermilion.....     | 142     | 35 | sy    | 60    |
| Armour & Co., Standard Yellow.....              | 1470    | 27 | na 34 | 48 54 |
| Swift & Co., Standard Vermilion.....            | 1401    | 30 | sy    | 60    |
| W. S. Tavel Print. Co. & D. Co. Print. Co. 4609 | 4001    | 21 | 27    | 30    |
| H. S. Tavel Print. Co. & D. Co. Print. Co. 4609 | 4001    | 30 | 38    | 50    |
| H. S. Tavel Print. Co. & D. Co. Print. Co. 4609 | 4001    | 24 | 30    | 48    |
| H. S. Tavel Print. Co. & D. Co. Print. Co. 4609 | 4001    | 20 | 38    | 50    |

## NET PRICES TO LARGE CONSUMERS ON QUICK-DRYING COLORS (IN TUBES)

**SMALL TRADE MUST NOT BE SOLD FROM THIS LIST**  
**FOR SUCH TRADE, SEE QUICK-DRYING TUBE LIST IN TRADE SALES PRICE-LIST**

|                                                       | Net Price<br>per dozen<br>Tubes |
|-------------------------------------------------------|---------------------------------|
| No. 40 French Carmine (Glaze) ¼-pound Tubes, net..... | \$15 00                         |
| French Carmine, L. (Glaze) ¼-pound Tubes, net.....    | 9 00                            |
| Spanish Carmine (Glaze).....                          | 3 50                            |
| English Vermilion, L. and D.....                      | 4 25                            |
| Striping Red, No. 4504 (Solid).....                   | 3 75                            |
| Striping Red, No. 4728.....                           | 2 25                            |
| Iroquois Red, L. and D.....                           | 2 25                            |
| Carriage-Painters' Red.....                           | 2 25                            |
| Automobile Red, L. and D.....                         | 2 25                            |
| Aztec Red (Glaze).....                                | 2 25                            |
| Mohawk Red, L. and D.....                             | 1 50                            |
| Empress Scarlet.....                                  | 2 25                            |
| Naples Yellow.....                                    | 3 00                            |
| Chrome Yellow, L. M. O. and DO.....                   | 1 70                            |
| Perfect Yellow.....                                   | 1 70                            |
| Brimstone Yellow, L. M. D. and DD.....                | 1 70                            |
| Gold Imitation.....                                   | 1 50                            |
| Striping Black.....                                   | 1 50                            |
| Green Lake (Glaze).....                               | 3 00                            |
| Milori Green, L., M. and D.....                       | 2 70                            |
| Extra Coach Green, L., M. and D.....                  | 1 50                            |
| Fern Leaf Green, L. and M.....                        | 1 50                            |
| Cerro Green, M.....                                   | 1 50                            |
| Verdigris Green.....                                  | 3 75                            |
| Prussian Blue.....                                    | 2 25                            |
| Ultramarine Blue (Glaze).....                         | 1 50                            |
| Imperial Blue, L. and D.....                          | 1 50                            |
| Azure Blue.....                                       | 1 50                            |
| Striping Purple.....                                  | 2 25                            |
| Bay Brown.....                                        | 1 50                            |
| Flake White.....                                      | 1 50                            |
| Silver White.....                                     | 1 50                            |
| Ivory White.....                                      | 1 50                            |
| Special Flake White for striping.....                 | 1 50                            |

*all tubes advanced 15¢ by Bulletin 301 6/2/5*

The above colors are put up in large size collapsible tubes, varying in weight according to the bulk of the color.

No. 40 and French Carmine, L., are put up in ¼-pound tubes net weight.

Only the colors named above are put up in tubes.

MFRS. SALES DEPARTMENT.

Bulletin No. 314

December 7, 1915

Subject - Advance in Prices

Supplementing Bulletin No. 313, we are quoting below the new prices on materials listed in the Manufacturers Section of the Price List, comprising Quick-Drying Colors, Color Varnishes, Automobile and Carriage Under-coatings, etc. All these new prices are effective immediately.

Q.-D. REDS

Prices only on the following Reds will be changed:

|                                         | A   | B  | List |
|-----------------------------------------|-----|----|------|
| Q.-D. Special Red, L, No. 4578, Rx 4578 | .36 | ST | .60  |
| Q.-D. Special Red, D, No. 4609, Rx 4609 | .44 | TT | .75  |

The prices on the balance of the listed Q.-D. Reds will be the same as last announced.

Q.-D. GROUND COLORS

The following Red Grounds only will be increased in price; the prices on the balance of the Grounds will be the same as last advised.

|                                             | A   | B  | List |
|---------------------------------------------|-----|----|------|
| Q.-D. Red, L and D, Rx 4870 - 4871          | .25 | AD | .48  |
| Q.-D. Hercules Red, L and D, Rx 8222 - 8226 | .36 | ST | .60  |
| Q.-D. Vermilion, Rx 4720                    | .26 | NY | .48  |

Q.-D. GRAYS

The prices on all Grays will be as follows:-

|  | A   | B  | List |
|--|-----|----|------|
|  | .31 | SY | .56  |

Q.-D. WHITES

The following Rxes only will be advanced; the balance of this line will remain as last advised:

|                                       | A   | B  | List |
|---------------------------------------|-----|----|------|
| Q.-D. French Zinc in Varnish, Rx 4681 | .31 | SY | .56  |



Q.-D. GREENS

Inasmuch as the prices on several of these Rxes will be increased, we are giving below the new and present prices on the entire line:-

|                                         | A   | B  | List |
|-----------------------------------------|-----|----|------|
| Milori Green, L, Rx 135-L               | .48 | TD | .85  |
| Milori Green, M, Rx 135-M               | .53 | FR | .90  |
| Milori Green, D, Rx 135-D               | .60 | OT | 1.00 |
| Marshall Field Green, Rx 4392           | .60 | OT | 1.00 |
| Fern Leaf, L and M, Rx 4383-84          | .87 | SN | .64  |
| Rockaway, Rx 8151                       | .27 | NN | .54  |
| Olive, L and M, Rx 4670-4581            | .27 | NN | .54  |
| Carriage Part, L and D, Rx 8012-4705    | .27 | NN | .54  |
| Nonpariel, L and D, Rx 4620-4622        | .27 | NN | .54  |
| Peerless, L, M and D, Rx 4474-76-78     | .27 | NN | .54  |
| Brewster, L, M and D, Rx 4620-8305-4622 | .26 | NN | .54  |
| English Brewster, No. 8859, Rx 8863     | .32 | SY | .54  |
| Automobile, L and D, Rx 4733-4535       | .27 | NN | .54  |
| Bronze, Rx 257                          | .26 | NF | .60  |
| Newport, L and D, Rx 4581-4535          | .27 | NN | .54  |
| Palmetto, D, Rx 4712                    | .32 | NR | .54  |
| English Surrey, L and D, Rx 4794-4716   | .27 | NR | .54  |
| Calla, Rx 4625                          | .32 | NR | .54  |
| Gerro, M, Rx 4387                       | .32 | NR | .54  |
| Quaker, L, M and D, Rx 136-L-M-D        | .32 | NR | .54  |
| Royal, L and D, Rx 4435-8267            | .28 | NF | .60  |

|                                   | A   | B  | List |
|-----------------------------------|-----|----|------|
| Extra Coach, L, Rx 134-L          | .29 | NO | .50  |
| Extra Coach, M, Rx 134-M          | .30 | NR | .52  |
| Extra Coach, D, Rx 134-D          | .32 | ND | .54  |
| Adams Express, Rx 8852            | .39 | SD | .65  |
| Ohio, Rx 4610                     | .34 | SA | .56  |
| Trojan, L and D, Rx 4623-24       | .22 | NY | .44  |
| New Merrimac, L and D, Rx 4623-24 | .22 | NY | .44  |
| Special, No. 4694, Rx 4694        | .21 | NS | .50  |
| Victoria, Rx 4616                 | .27 | NF | .60  |
| Napier, Rx 8359                   | .37 | SN | .64  |
| Special, No. 4451, Rx 4451        | .22 | NY | .44  |
| Gear Olive, Rx 4120               | .22 | NY | .44  |
| Cadillac, Rx 1525                 | .33 | SY | .59  |
| Continental, Rx 8989              | .39 | SD | .65  |

Q.-D. YELLOWS

Advance "A" prices only 1/2¢ per pound, making new prices as follows:-

|                                          | A   | B  | List   |
|------------------------------------------|-----|----|--------|
| Naples, Rx 140                           | .67 | OR | \$1.05 |
| French (Glaze), Rx 139                   | .47 | TR | .80    |
| Gold Imitation, Rx 177                   | .27 | NN | .55    |
| Dutch Pink (Glaze), Rx 169               | .32 | NR | .55    |
| Automobile, L, M and D, Rx 138, L, M & D | .27 | NT | .55    |
| Brilliant, L and D, Rx 4633-4262         | .27 | NT | .55    |
| Pneumatic, Rx 4567                       | .27 | NT | .55    |
| Perfect, Rx 4262                         | .27 | NT | .55    |

|                                                        | A   | B                              | List                            |
|--------------------------------------------------------|-----|--------------------------------|---------------------------------|
| Chrome, L, M, O and DO, Rx 138-L, M, D & DO,           | .27 | <del>40</del><br><del>NT</del> | <del>51</del><br><del>.85</del> |
| Brimstone, L, M, D, and DD, Rx 4327-8203-<br>4346-4566 | .27 | NT                             | .55                             |
| Canary, Rx 4262                                        | .27 | NT                             | .55                             |
| Jamestown, Rx 4262                                     | .29 | NT                             | .55                             |
| Primrose, Rx 8289                                      | .27 | NN                             | .50                             |
| Palo Alto, Rx 4567                                     | .27 | NN                             | .50                             |
| Straw Color, Rx 4158                                   | .22 | AT                             | .40                             |
| Yellow Ochre, Rx 1343                                  | .17 | AY                             | .30                             |
| Metropolitan Cream, Rx 8784                            | .29 | NT                             | .55                             |
| Golden Ochre, Rx 142                                   | .20 | AT                             | .35                             |

STANDARD EXPRESS LINE AND MAIL COLORS

|                                          |     |    |     |
|------------------------------------------|-----|----|-----|
| Adams Express Standard Green, Rx 8852    | .39 | SD | .65 |
| U. S. Parcels Post Coach Green, Rx 8021  | .38 | SO | .65 |
| U. S. Parcels Post Cardinal Red, Rx 4609 | .44 | TT | .75 |

Balance of line remains same as last advised.

FREE FLOWING COLOR VARNISHES

|                         | B      |
|-------------------------|--------|
|                         | 1.0    |
| Auto Gray, D, Rx 7851   | \$3.10 |
| Platinum Gray, Rx 7847  | 3.10   |
| Arabian Gray, Rx 7853   | 3.10   |
| Mercedes Gray, Rx 7854  | 3.10   |
| Virginia Cream, Rx 7841 | 3.10   |

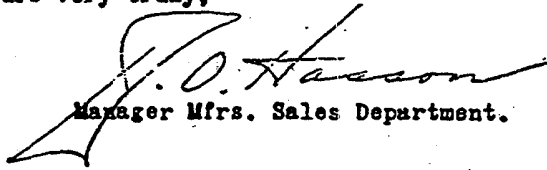
"A" prices 25¢ per gallon less.

The balance of the line excepting Reds and Carmines; also Vermilions, will not be changed. On the latter, as per Bulletin No. 313, all prices are to be secured from this office.

We refer you to Bulletin No. 313 regarding the conditions under which we can accept orders for Reds, Greens, etc.

The new Price List is now on the press and will be ready in the next few days.

Yours very truly,

  
Manager Mfrs. Sales Department.

AWS/EN

Dist. Sales & Pro. Mgrs.  
All Representatives  
PLM HJH CGB AJB WHC  
HJD LBQ WRS HLG JWG  
CML ADJ RWL OET JGW  
ARW OAH RVB WJL

PAGE 206

Q-D COLORS IN TUBES:

At present we are not listing any Gray Striping Colors and, inasmuch as Grays are now very popular for striping, we have added the following to our line of Q-D Colors in tubes, the price will be as indicated opposite each :

|                       |                        |
|-----------------------|------------------------|
| Auto Gray L - Rx 8291 | \$1.65 per dozen tubes |
| Torpedo Gray " 8919   | \$1.65 " " "           |
| Mercedes Gray " 8918  | \$1.65 " " "           |

The above prices are net. The three materials which we have selected represent a range of shades, Auto Gray, L. being the lightest, Torpedo Gray, Medium, and Mercedes Gray the deepest.

These materials, incidentally, are all illustrated on our Q-D Color Folder, Form QP.

A new printing of the Price List is now being prepared, showing the above corrections and additions, and will be ready for distribution very shortly. A sufficient supply of new inserts will be sent each District. In the meantime, please see that all lists are promptly corrected.

Yours very truly,

AWS/L

Manager Mfrs' Sales Department.

# SOLID RUBBING COLOR VARNISHES

## ELASTIC DRYING

All Color Varnishes are put up in 1-gallon varnish cans.  
Solid Rubbings dry to rub in 48 hours.

Solid Rubbing and Free-Flowing Colors listed under same name are approximately identical in shade.

|                                                 |        |      | B    |
|-------------------------------------------------|--------|------|------|
| *Vermilion.....                                 | 7220   | 30.9 | 3 50 |
| *Durbar Red, L.....                             | 704.1  | 20.9 | 2 50 |
| Durbar Red, D.....                              | 67.5   | 11   | 2 50 |
| *Carmine-Maroon.....                            | 67.18  | 7    | 2 50 |
| *Gem Red Rubbing, L.....                        | 142.60 | 17.5 | 1 90 |
| *Gem Red Rubbing, D.....                        | 140.88 | 14   | 1 90 |
| *English Surrey Green, D.....                   | 604.7  | 14   | 2 00 |
| *Peerless Green, L.....                         | 601.8  | 13.0 | 1 75 |
| Green, L. and D.....                            | 604.9  | 11   | 1 75 |
| *Four Day Ebony.....                            | 725.8  | 21.5 | 2 40 |
| *Black Body Japan.....                          | 075.8  | 24.0 | 2 65 |
| Jet-Black Body Rubbing.....                     | 705.8  | 14.0 | 2 15 |
| Black.....                                      | 605.0  | 12.5 | 1 90 |
| Imperial-Black Rubbing.....                     | 784.9  | 12.5 | 1 90 |
| Peerless Black Quick Rubbing.....               | 784.9  | 12.5 | 1 90 |
| *Special Black Varnish for Interior Bodies..... | 004    | 12.5 | 1 50 |
| Inside Body Black No. 209.....                  | 142.09 | 7.0  | 1 15 |
| Durbar Red, L.....                              | 728.1  | 27.0 | 3.60 |
| Peerless Black Rubbing.....                     | 678.7  | 14.0 | 1.75 |
| Superfine Copy Black.....                       | 678.7  | 20.0 | 2.25 |

Colors marked \* not carried in stock, but will be ground to order.

*Free Flowing London Smoke*

# FREE-FLOWING COLOR VARNISHES

## ELASTIC DRYING

Free-Flowing Color Varnishes work easier, and cover more surface than Solid Rubbing. Dry to  
moss in 18 hours. Can be rubbed with pumice-stone and water in 36 to 48 hours.

Put up in 1-gallon varnish cans.

|                               |        |      | B         |
|-------------------------------|--------|------|-----------|
| Vermilion.....                | 7038   | 31.5 | 3 65      |
| Rose Lake.....                | 712.1  | 24.0 | 3 15      |
| Dark Carmine.....             | 68.90  | 22.5 | 2 50      |
| *Scarlet Carmine.....         | 701.4  | 24.0 | 2 90      |
| National Red, L.....          | 78.65  | 2.50 | 2.40 2.75 |
| National Red, D.....          | 78.66  | 2.50 | 2.40 2.75 |
| *Royal Durbar Red, L.....     | 703.3  | 2.50 | 2.40 2.75 |
| Royal Durbar Red, D.....      | 675.3  | 2.50 | 2.40 2.75 |
| *Dragon Red, L.....           | 144.6  | 2.50 | 2.40 2.75 |
| *Dragon Red, D.....           | 140.88 | 2.50 | 2.40 2.75 |
| Carmine Maroon.....           | 78.66  | 2.50 | 2.40 2.75 |
| Auto Gray, D.....             | 78.66  | 2.50 | 2.40 2.75 |
| Platinum Gray.....            | 78.66  | 2.50 | 2.40 2.75 |
| *Arabian Gray.....            | 78.66  | 2.50 | 2.40 2.75 |
| *Mercedes Gray.....           | 78.66  | 2.50 | 2.40 2.75 |
| Virginia Cream.....           | 78.66  | 2.50 | 2.40 2.75 |
| Meteor Blue.....              | 78.66  | 2.50 | 2.40 2.75 |
| Limousine Blue.....           | 78.66  | 2.50 | 2.40 2.75 |
| *Richelieu Blue.....          | 78.66  | 2.50 | 2.40 2.75 |
| Auto Yellow.....              | 78.66  | 2.50 | 2.40 2.75 |
| English Brewster Green.....   | 78.66  | 2.50 | 2.40 2.75 |
| Peerless Green.....           | 78.66  | 2.50 | 2.40 2.75 |
| Brewster Green, L. and D..... | 701.3  | 2.50 | 2.40 2.75 |
| Green, L. and D.....          | 701.3  | 2.50 | 2.40 2.75 |
| Black.....                    | 78.66  | 2.50 | 2.40 2.75 |
| Jet-Black.....                | 701.3  | 2.50 | 2.40 2.75 |
| Charcoal.....                 | 78.66  | 2.50 | 2.40 2.75 |
| Dark Carmine Blue.....        | 78.66  | 2.50 | 2.40 2.75 |

Colors marked \* not carried in stock but will be ground to order.

## FREE-FLOWING VEHICLE COLOR VARNISHES

Free-Flowing Vehicle Color Varnishes-work easier and cover more surface than Solid Rubbing  
Dry to moss in 18 hours. Can be rubbed with pumice-stone and water in 36 to 48 hours.  
Put up in 1-gallon varnish cans.

|                         |        |         |                |
|-------------------------|--------|---------|----------------|
| Light Green No. 35..... | 1700 8 | 150     | B              |
| Dark Green No. 63.....  | 786 3  | "       | 1 65           |
| Light Red No. 88.....   | 618 8  | 210 765 | 1 65           |
| Dark Red No. 89.....    | 618 9  | 240 200 | 1 80 2 20      |
| Black No. 87.....       | 618 7  | 150     | 2 15 3 5       |
|                         |        |         | 1 65 9 8 1 2 5 |

## AUTO AND CARRIAGE UNDER-COATINGS

THESE PRICES FOR LARGE TRADE ONLY

### METAL BODY PRIMERS (LIQUID)

|                   | 1s    | 5s  | B        |
|-------------------|-------|-----|----------|
| Gray.....         | 14276 | 790 | 1 95 2 5 |
| Red.....          | 14187 | 790 | 1 95 2 5 |
| Black.....        | 14793 | 115 | 1 95 2 5 |
| Gray, No. 99..... | 14899 | 175 | 1 95 2 5 |
| Red, No. 98.....  | 17004 | 175 | 1 95 2 5 |

### COACH BODY PRIMER

|                        |      |     |   |
|------------------------|------|-----|---|
| (Liquid Brushing)..... | 6775 | 135 | B |
|------------------------|------|-----|---|

### BODY UNDER-COATS (PASTE)

|                                             | 25s         | 1s      | 5s     | B      |
|---------------------------------------------|-------------|---------|--------|--------|
| Coach Body Rough Stuff Dark.....            | 8776 44     | 9 9 1/2 | 8 1/2  | 8 1/2  |
| Coach Body Rough Stuff Yellow.....          | 8753 12 1/2 | 13      | 12 1/2 | 11 1/2 |
| Coach Body Rough Stuff White.....           | 8754 14 1/2 | 15 1/2  | 14 1/2 | 13 1/2 |
| Coach Body Rough Stuff First Coat Dark..... | 8478 9 1/2  | 10      | 9 1/2  | 9      |
| Coach Body Rough Stuff First Coat Red.....  | 8762        | 10      | 9 1/2  | 9      |

### COACH GEAR PRIMERS (LIQUID BRUSHING)

|                                  | 1s    | 5s       | B         |
|----------------------------------|-------|----------|-----------|
| Coach Gear Primer Dark Gray..... | 14987 | 150 1 65 | 1 50 1 60 |
| Coach Gear Primer Dark.....      | 6538  | 150 1 65 | 1 50 1 60 |
| Coach Gear Primer Red.....       | 7424  | 150 1 65 | 1 50 1 60 |
| Coach Gear Primer Maroon.....    | 14093 | 150 1 65 | 1 50 1 60 |

### COACH GEAR FILLERS (LIQUID BRUSHING)

|                               | 1s   | 5s       | B         |
|-------------------------------|------|----------|-----------|
| Coach Gear Filler Black.....  | 7443 | 150 1 65 | 1 50 1 60 |
| Coach Gear Filler Red.....    | 7442 | 150 1 65 | 1 50 1 60 |
| Coach Gear Filler Maroon..... | 7512 | 150 1 65 | 1 50 1 60 |

### COACH GEAR FILLERS (PASTE)

|                    | 25s         | 1s      | 5s     | B      |
|--------------------|-------------|---------|--------|--------|
| Black.....         | 8662        | 9 9 1/2 | 8 1/2  | 8 1/2  |
| Red, L. and D..... | 8498 27 3/4 | 11 1/2  | 10 1/2 | 9 1/2  |
| Bright Red.....    | 4901        | 10 1/2  | 10 1/2 | 10 1/2 |
| Yellow.....        | 5423        | 11 1/2  | 10 1/2 | 10 1/2 |
| Cream.....         | 8767        | 9 1/2   | 10 1/2 | 10 1/2 |
| Maroon.....        | 8505        | 9 1/2   | 10 1/2 | 10 1/2 |
| Rich Maroon.....   | 8899        | 10 1/2  | 10 1/2 | 10 1/2 |
| Gray.....          | 8874        | 10 1/2  | 10 1/2 | 10 1/2 |
| Blue.....          | 8923        | 11 1/2  | 10 1/2 | 10 1/2 |

### SANDING FILLERS FOR GEARS (PASTE)

|           | 25s  | 1s     | 5s     | B      |
|-----------|------|--------|--------|--------|
| Red.....  | 8790 | 11 1/2 | 10 1/2 | 9 1/2  |
| Dark..... | 8797 | 10 1/2 | 9 1/2  | 10 1/2 |

### COACH GEAR PRIMERS (LIQUID DIPPING)

|                                  | 5s    | 1 1/2 bbls. | 4 bbls.   |
|----------------------------------|-------|-------------|-----------|
| Coach Gear Primer Dark Gray..... | 14943 | 130 1 25    | 1 40 1 50 |
| Coach Gear Primer Dark.....      | 7503  | 130 1 25    | 1 40 1 50 |
| Coach Gear Primer Red.....       | 7448  | 130 1 25    | 1 40 1 50 |
| Coach Gear Primer Maroon.....    | 7814  | 130 1 25    | 1 40 1 50 |

## AUTO AND CARRIAGE UNDER-COATINGS—Continued

### CHASSIS AND GEAR FILLERS (PASTE)

|                    |       | 25s                         |        | kits   |        |
|--------------------|-------|-----------------------------|--------|--------|--------|
|                    |       | Prices per pound—net weight |        | B      |        |
| Black.....         | 866.2 | 9 1/2                       | 9 3/4  | 9.     | 9 3/4  |
| Red, L. and D..... | 849.8 | 10 1/2                      | 10 3/4 | 10.    | 10 3/4 |
| Bright Red.....    | 860.1 | 10 1/4                      | 10 3/4 | 10.    | 10 3/4 |
| Yellow.....        | 842.3 | 10 1/4                      | 10 3/4 | 10.    | 10 3/4 |
| Cream.....         | 876.7 | 10 1/4                      | 10 3/4 | 10.    | 10 3/4 |
| Maroon.....        | 858.5 | 9 1/2                       | 9 3/4  | 9.     | 9 3/4  |
| Rich Maroon.....   | 869.9 | 10 1/4                      | 10 3/4 | 10.    | 10 3/4 |
| Gray.....          | 867.4 | 10 1/4                      | 10 3/4 | 10.    | 10 3/4 |
| Blue.....          | 892.3 | 14.                         | 14 1/2 | 13 1/2 | 14 1/2 |

*all shades advanced 1/2 lb. 4/21/15 J.H.*

## PERFECT METHOD UNDER-COATINGS (LIQUID)

### BODY PRIMERS

|             |       | 1s  | B    | 5s  | B    |
|-------------|-------|-----|------|-----|------|
| Black.....  | 490.1 | 130 | 1 45 | 120 | 1 30 |
| Yellow..... | 484.6 | 11. | 1 45 | 11. | 1 30 |

### BODY FILLERS (ROUGH STUFF)

|                 |       |     |      |     |      |
|-----------------|-------|-----|------|-----|------|
| First Coat..... | 497.6 | 125 | 1 35 | 115 | 1 25 |
| Black.....      | 496.0 | 11. | 1 35 | 110 | 1 25 |

### GEAR PRIMERS

|            |       |     |      |     |      |
|------------|-------|-----|------|-----|------|
| Black..... | 490.2 | 130 | 1 45 | 120 | 1 30 |
| Red.....   | 490.7 | 11. | 1 45 | 11. | 1 30 |

### GEAR SURFACERS

|            |       |     |      |     |      |
|------------|-------|-----|------|-----|------|
| Black..... | 497.4 | 130 | 1 45 | 120 | 1 30 |
| Red.....   | 497.5 | 11. | 1 45 | 11. | 1 30 |

### GEAR FILLERS

|                  |       |     |      |     |      |
|------------------|-------|-----|------|-----|------|
| Black.....       | 490.3 | 130 | 1 45 | 120 | 1 30 |
| Red.....         | 491.8 | 11. | 1 45 | 11. | 1 30 |
| Ebony Black..... | 491.6 | 150 | 1 70 | 145 | 1 55 |

### GLAZING PUTTY (PASTE)

|             |       | Prices per pound—net weight |    |       |
|-------------|-------|-----------------------------|----|-------|
|             |       | 1s and 5s                   | B  | List  |
| Dark.....   | 468.4 | 11.                         | 14 | 20 24 |
| Red.....    | 468.9 | 11.                         | 14 | 20 7  |
| Yellow..... | 471.3 | 11.                         | 14 | 20 11 |

*bulletin 44300 4/21/15*



ADDITIONS TO CARRIAGE & AUTO SALES DEPT.

|                                |         |     |        |
|--------------------------------|---------|-----|--------|
| Metal Primer Yellow            | 14922   | 1s  | \$1 73 |
| Yellow Wood Body Primer        | X9628 B | 1s  | 2 40   |
| Gray Rough Stuff (Wiley's Std) | 8927    | 25c | 14 1/2 |
| Gear Filler Brown              | 1307    | 25c | 14     |
| Gear Filler Dark Gray          | 760     | 25c | 10 1/2 |
| Gear Filler Tan                | 759     | 25c | 14     |
| Gear Filler Canary Yellow      | 8782    | 25c | 10 1/2 |
| Gear Filler Medium Yellow      | 25509   | 25c | 11     |
| Gear Filler White              | X9611   | 25c | 14 1/2 |
| Gear Filler Medium Gray        | X9015   | 25c | 14 1/2 |
| Gear Filler Dark Gray          | X9040   | 25c | 14 1/2 |
| Gear Filler Light Yellow       | 8782    | 25c | 14 1/2 |
| Gear Filler Cream              | 8875    | 25c | 14 1/2 |
| Gear Filler New Black          | 25500   | 25c | 14 1/2 |
| Gear Filler New Green          | 25501   | 25c | 14 1/2 |
| Gear Filler New Blue           | 25503   | 25c | 14 1/2 |
| Sanding Surfacer Dark Gray     | 23012   | 25c | 14     |

0007-SWP-000010872

Are You Having Trouble  
Getting

**REDS?**

If So — Requisition

**SHERWIN-WILLIAMS**

**Visual  
Red**

For Cabooses and  
Semaphore Blades

PERMANENT — SOLID COVERING — SHARP AND  
BRIGHT — VISIBLE AT LONG DISTANCE



**THE SHERWIN-WILLIAMS CO.**

RAILWAY PAINT AND VARNISH MAKERS

FACTORIES:

CLEVELAND, CHICAGO, NEWARK, MONTREAL, LONDON, ENG.

SALES OFFICES AND WAREHOUSES IN PRINCIPAL CITIES



B433 C16 789

0007-SWP-000010873

Bulletin No. 173

March 31, 1916 191

Subject VISUAL RED - Addition to the line

EASTERN

Railroads use a lot of Red for various purposes, among which are painting cabooses and semaphore blades. They use a lot of Red in connection with the "Safety First" movement which has spread nation wide, and since the European War they have had trouble in securing satisfactory Reds for these purposes.

We have developed a new Red - "Visual Red," making the dye color ourselves and you may offer this Red to your trade with every assurance that it will meet their every requirement.

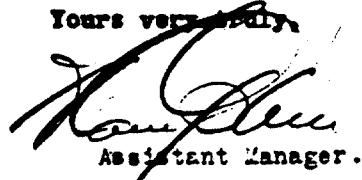
Visual Red is a sharp, bright color, covers splendidly and is furnished in Varnish (Liquid), in Oil (Liquid Form), in Oil (Paste Form) and in Japan (Paste Form). The Rxs and prices are as follows:

|                                |          |                 |
|--------------------------------|----------|-----------------|
| Visual Red in Varnish (Liquid) | Rx 17346 | \$2.75 per gal. |
| Visual Red in Oil (Liquid)     | " 16371  | 2.75 " "        |
| Visual Red in Oil (Paste)      | " 21768  | .35 per lb.     |
| Visual Red in Japan (Paste)    | " 25125  | .40 " "         |

We have a good supply of the enclosing slips, one of which is attached to this bulletin, and we are looking forward to a splendid distribution of this product through your taking it up with all of the accounts on your territory who are likely to be interested in it.

The material has a great deal of merit and the price is low. Don't forget to show and talk "Visual Red" to everybody.

Yours very truly,

  
Assistant Manager.

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# ***VARNISHES***

***FOR THE FURNITURE MANUFACTURING  
AND OTHER TRADES***

***REPRESENTATIVES' CONFIDENTIAL PRICE-LIST***

# INDEX

## VARNISHES FOR THE FURNITURE MANUFACTURING AND OTHER TRADES

|                                               | Page |
|-----------------------------------------------|------|
| Aluminum Bronzing Liquid.....                 | 310  |
| Amberlac.....                                 | 304  |
| "A" Asphaltum.....                            | 309  |
| Asphaltum No. 1.....                          | 309  |
| Baking Varnishes.....                         | 308  |
| Bar-Top Finish.....                           | 304  |
| Body Finishing Varnishes.....                 | 311  |
| Cabinet or Gloss Finishing Varnishes.....     | 304  |
| Canoe Spar.....                               | 308  |
| Carriage Body Finishing.....                  | 311  |
| Chair Coach.....                              | 305  |
| Coach-Painters' Japan.....                    | 313  |
| Crystal Piano Polishing.....                  | 303  |
| Driers, Asphaltums and Bronzing Liquids.....  | 309  |
| Drying Japan.....                             | 313  |
| Dry-o-nite.....                               | 309  |
| Durable Wagon Finishing.....                  | 307  |
| Elastic Gear Finishing.....                   | 311  |
| Elastic Implement Coach.....                  | 308  |
| Elastic Refrigerator Coach.....               | 308  |
| Enamel Baking (Exterior).....                 | 309  |
| Engine Finishing.....                         | 307  |
| Engine and Machinery Finishing Varnishes..... | 307  |
| Extra Elastic Coach.....                      | 304  |
| Extra Pale Agricultural Coach.....            | 307  |
| Extra Pale Body Rubbing.....                  | 312  |
| Extra Pale Coach.....                         | 305  |
| Extra Pale Enamel Baking (Exterior).....      | 308  |
| Extra Pale Express Coach.....                 | 312  |
| Extra Pale Mixing.....                        | 307  |
| Extra Quick Furniture Rubbing.....            | 304  |
| Fine Cabinet Polishing.....                   | 304  |
| Finest Turpentine Asphaltum.....              | 309  |
| First-Coaters, Clear.....                     | 306  |
| Flat-Drying or Dull Finish Varnishes.....     | 311  |
| Free-Flowing Coach.....                       | 305  |
| Furniture Coach No. 921.....                  | 305  |
| Gear Finishing Varnishes.....                 | 311  |
| Gear Rubbing.....                             | 312  |
| Golden Oak Surfacer.....                      | 306  |
| Gold Size Japan.....                          | 312  |
| Hard-Drying Coach.....                        | 305  |
| Hard-Drying Coater No. 361.....               | 306  |
| Hard-Drying First-Coater No. 1081.....        | 306  |
| Hard-Drying Gear.....                         | 312  |
| Hard-Drying Trunk.....                        | 305  |
| Hard Machinery Finishing.....                 | 307  |
| Heavy Cabinet Finishing.....                  | 304  |
| Heavy Pale Polishing.....                     | 304  |
| Heavy Washing-Machine Coach.....              | 308  |
| Hercules Drier.....                           | 309  |
| Imperial Coach Japan.....                     | 312  |
| Japans and Driers.....                        | 312  |
| Japan Drier.....                              | 309  |
| Medium Mixing.....                            | 307  |
| Metal Furniture Baking.....                   | 309  |
| Mission-lac.....                              | 306  |
| Mixing "A".....                               | 307  |
| Mixing Varnishes.....                         | 307  |
| No. 1 Bronzing Liquid.....                    | 310  |
| No. 2 Bronzing Liquid.....                    | 310  |
| No. 3 Bronzing Liquid.....                    | 310  |
| No. 1 Flint Surfacer.....                     | 306  |
| Pale Durable Implement Coach.....             | 308  |
| Pale Enamel Baking (Exterior).....            | 308  |

# *INDEX—Continued*

|                                              |             |
|----------------------------------------------|-------------|
| Pale First-Coater No. 1057.....              | Page<br>306 |
| Pale Flowing Surfacer.....                   | 306         |
| Pale Implement Mixing.....                   | 307         |
| Pale Machinery Finishing.....                | 307         |
| Pale Mixing.....                             | 307         |
| Pale Novelty Finishing.....                  | 306         |
| Pale Piano Polishing.....                    | 303         |
| Pale Quick-Rubbing.....                      | 312         |
| Pale Waterproof Coach.....                   | 308         |
| Pale Perfection Gear.....                    | 311         |
| Piano Polishing Varnishes.....               | 303         |
| Pigment Surfacer.....                        | 306         |
| Quick-Drying Coach.....                      | 305         |
| Quick-Rubbing.....                           | 312         |
| Quick Transparent Polishing.....             | 303         |
| Refrigerator Coach, No. 1009.....            | 308         |
| Refrigerator Varnishes.....                  | 308         |
| Rubbing Varnishes.....                       | 312         |
| Rubbing and Polishing Varnishes.....         | 303         |
| Transparent Coach.....                       | 305         |
| Tripolac.....                                | 304         |
| Velvet Finish No. 7539 (Pigment).....        | 311         |
| Velvet Finish No. 1044 (Clear).....          | 311         |
| Wagon Coach.....                             | 312         |
| Wagon and Implement Varnishes.....           | 307         |
| Waterproof, Spar and Exterior Varnishes..... | 308         |
| Wearing Body Finishing.....                  | 311         |
| Whitest Body Finishing.....                  | 311         |
| Whitest Body Rubbing.....                    | 312         |
| Whitest Gear Finishing.....                  | 311         |
| White Liquid Drier.....                      | 309         |
| White Maple Polishing.....                   | 303         |
| White Reed Finishing.....                    | 305         |
| Whitest Enamel Baking (Interior).....        | 309         |
| Zanzibar Piano Polishing.....                | 303         |

## **PIANO POLISHING VARNISHES**

### **ZANZIBAR PIANO POLISHING**

Finest grade of piano polishing that can be made for the highest grade piano work. It is medium in color, working, flowing and drying properties being perfect. Dries dust-free in 1 hour, to recoat in 5 to 7 days, to rub in 8 to 10 days. Flowing-coat dries to polish in 10 to 12 days.

### **CRYSTAL PIANO POLISHING**

The best all around satisfactory piano varnish to be had for the highest and medium grade piano work. It is perfectly transparent, beautifully magnifying and bringing out the tone and character of the work. Dries dust-free in 1 hour, to recoat in 4 to 6 days, to rub in 6 to 8 days. Flowing-coat dries to polish in 8 to 10 days.

### **QUICK TRANSPARENT POLISHING**

A very pale, high-grade quick-drying varnish intended for piano and the highest grades of furniture work. Dries dust-free in 1 hour, to recoat every other day, to rub in 4 to 5 days, taking and retaining for the greatest length of time the most beautifully permanent polish.

### **PALE PIANO POLISHING**

A pale, heavy bodied piano polishing for medium and good grade work. It has splendid working, flowing and drying properties. A very tough and permanently elastic varnish, taking a splendid polish. Dries dust-free in 1 hour, hard to recoat in 4 to 6 days, to rub in 6 to 8 days. Flowing-coat dries to polish in 8 to 10 days.

## **RUBBING AND POLISHING VARNISHES**

### **WHITE MAPLE POLISHING**

A perfectly transparent varnish that dries hard, making it capable of taking and retaining the highest polish. It works and flows out exceptionally well. It is designed for high-grade furniture work where a colorless varnish is required. Dries dust-free in 1 hour, to recoat in 3 days, to rub in 5 to 6 days, and can be polished next day. This varnish is less inclined to turn yellow with age than any other varnish made.

### **QUICK TRANSPARENT POLISHING**

A very pale, high-grade quick-drying varnish intended for piano and the highest grades of furniture work. Dries dust-free in 1 hour, to recoat every other day, to rub in 4 to 5 days, taking and retaining for the greatest length of time the most beautiful permanent polish.



### **HEAVY PALE POLISHING**

The most satisfactory heavy bodied rubbing and polishing varnish in the line for all grades of furniture and medium grade piano work. Unquestionably the toughest and most permanently elastic varnish that can be found. Pale enough in color for use over the lightest shades. Dries dust-free in 45 minutes to 1 hour, hard to recoat in 3 days, to rub in 5 days and polish the 6th.

### **FINE CABINET POLISHING**

A splendid varnish medium in color, standard in body and of exceptional value. It is intended for fine and medium grade organs and furniture work. This is a particularly safe varnish for hurried work. Dries dust-free in 1 hour, to recoat in 2 to 3 days, to rub in 3 to 4 days, to polish the following day.

### **AMBERLAC**

A perfectly transparent varnish light in body. The most economical varnish ever produced for turning out work of the highest type in the shortest possible time. Under favorable drying conditions, a coat of Amberlac can be applied every 24 hours without the slightest danger of cracking or becoming brittle. The best finish on the market at anywhere near the price for finishing Circassian Walnut, Mahogany and other work of the finest grade where a perfectly dead rubbed finish is desired. Dries dust-free in 30 minutes, to rub in 48 hours.

### **TRIPOLAC**

A highly satisfactory all around quick-drying varnish for first, intermediate and finishing-coats on furniture. It is medium pale, works easily and is of standard body. It is impossible to make, for anything like the price, a varnish more perfectly suited to medium and good grade furniture and other finished woodwork. Dries dust-free in 30 minutes, hard to recoat in 48 hours, to rub in 3 to 4 days, and polish on the day following.

### **EXTRA QUICK FURNITURE RUBBING**

One of the best varnishes in the line. Can be used as an intermediate coater or for all the coats, as a rubbing and polishing varnish for rushed work. This varnish dries very quick and hard, but does not become brittle. A good safe varnish for quick work. Dries dust-free in 1/2-hour, to recoat in about 48 hours, to rub in 3 days, polishing on the 4th.

## **CABINET OR GLOSS FINISHING VARNISHES**

### **BAR-TOP FINISH**

This varnish is made especially for bar-tops, cafe tables and other surfaces subjected to severe usage, and will not turn white, spot or crack when exposed to alcohol or water. It is pale in color, of standard body and free-working. Dries dust-free in 6 to 8 hours, to recoat in about 3 days.

### **EXTRA ELASTIC COACH**

The best varnish that can be made for high-grade refrigerators, coolers, plumbers' woodwork, etc. Is very elastic, works splendidly, is not affected by water or dampness, and will stand extreme exposure. Dries with a full, beautiful lustre. Dries dust-free in 8 to 10 hours, hard in 2 to 3 days.

### **HEAVY CABINET FINISHING**

A high-grade extra pale, heavy bodied, free-working varnish for the best grades of furniture and other finished woodwork where a fine, deep gloss finish is desired. The finish produced by this varnish is exceptionally elastic and durable. If desired, can be very lightly water rubbed. Dries dust-free in 1 hour, hard in 36 to 48 hours.

### **WHITE REED FINISHING**

A colorless, hard-drying, yet elastic reed finishing. Suitable for brushing or dipping on best grades of reed work. Dries dust-free in 1 hour, to pack in 36 hours.

### **EXTRA PALE COACH**

Very similar to Heavy Cabinet Finish, not quite so high grade, but very satisfactory for all good grade furniture and finished woodwork left in the gloss.

### **FURNITURE COACH NO. 921**

A good grade furniture coach varnish, not quite so pale in color as the above. A splendid varnish for all around gloss finishing work. Dries well in 24 to 36 hours.

### **FREE-FLOWING COACH**

A very pale, easy-working gloss varnish intended for medium and cheap grades of furniture work. Flows perfectly on any size panel and will not powder or mar easily. Dries dust-free in 1 hour, hard in 36 to 48 hours.

### **QUICK-DRYING COACH**

A hard, quick-drying gloss varnish, standard in body, intended for general furniture work where finish is left in the gloss (not rubbed or polished). Dries exceptionally hard but is not brittle. Will not soften up or print when packed. Dries dust-free in 1 hour, hard to pack in 36 to 48 hours.

### **TRANSPARENT COACH**

A transparent varnish intended for use on work where it is desirable not to discolor the natural color of the work. Adapted for use in dipping chairs, for churns, toys, washing-machines, handles, etc. It is light in color, very elastic, will stand exposure and will not crack or mar easily. Should not be recommended as a brushing varnish on very long surfaces. Dries dust-free in 1 hour, hard in 24 hours.

### **PALE NOVELTY FINISHING**

Is pale in color, medium body, free-working, and dries with a high lustre. Can be dipped or brushed, and is intended for a finishing-coat on toy and novelty work, where a very pale varnish at a moderate price is demanded. Dries dust-free in 1 hour, hard in 24 hours.

### **CHAIR COACH**

A very pale, elastic varnish of standard body. Can be either dipped or brushed on chairs or small surfaces. Will not powder or mar easily. Dries dust-free in  $\frac{3}{4}$ -hour, hard in 24 to 36 hours.

### **HARD-DRYING COACH**

A varnish of similar character to Transparent Coach, although darker in color, about the same in body, dries harder and will successfully withstand longer exposure. Intended for the same purposes except where a varnish of very pale color is wanted. Is a splendid varnish for churns, washing-machines and similar work.

### **HARD-DRYING TRUNK**

Medium in color and body, works well, dries hard, and stands well under exposure. Will not crack or mar readily. Dries dust-free in 8 hours, hard in 24 hours.

## **FIRST-COATERS, CLEAR**

### **MISSION-LAC**

Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Is intended as a finishing-coat on surfaces stained in Mission effects. One coat on top of stain producing a finish similar to that obtained with a coat of shellac and coat of furniture wax. Will not wash up, scour or bleed any well-made stain. Does not become ropy when standing open and can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

### **PALE FIRST-COATER NO. 1057**

A pale, exceptionally tough and elastic first-coater for use on all furniture and other finished woodwork. It will dry perfectly hard to sand and recoat in 24 to 36 hours. One of the best first-coaters in the line and similar to Hard-Drying Coater, except being considerably paler in color.

### **HARD-DRYING COATER NO. 361**

A perfectly safe, clear first-coater for the best grades of work. Is very elastic, therefore will not crack, powder or dust up while sanding like ordinary first-coaters. It sands down smoothly and does not allow subsequent coats to sink away or perish. Can be satisfactorily brushed or reduced and dipped. Will make a good, durable finish that will not mar or print on cheap or medium chairs when used for finishing-coat. Medium in color and body. Dries dust-free in  $\frac{1}{4}$ -hour, to sand and recoat in 24 hours.

### **HARD-DRYING FIRST-COATER NO. 1081**

Very similar to Pale First-Coater. A highly satisfactory first-coater for the price.

## **PIGMENT SURFACERS**

### **No. 1 FLINT SURFACER**

A very pale, free-flowing, flat drying Pigment First-Coater. Because of these characteristics, it works more easily and requires less sanding than any similar goods on the market, thus showing greater economy in use. Possesses superior hardening qualities, pigment holds up well in suspension, showing little, if any, tendency to settle out. Designed for all kinds of work, except Maple. Work coated today ready to sand and recoat tomorrow. Sufficiently heavy in body to stand some reduction for brushing.

### **PALE FLOWING SURFACER**

Possesses all good qualities of No. 1 Flint Surfacers, but is lighter in color and can, therefore, be used on all kinds of work, including the lighter colors, such as White Maple, etc. Work coated today ready to sand and recoat tomorrow.

### **GOLDEN OAK SURFACER**

Similar in character, working and drying quality to No. 1 Flint Surfacers, except stained to a medium dark Golden Oak shade. Intended for dipping purposes on cheap chairs, tables, novelties, etc. Shade may be varied by thinning with benzine, spirits turpentine, suitable varnish, or a combination of any of them.

## **MIXING VARNISHES**

### **EXTRA PALE MIXING**

An extra pale, quick-drying mixing varnish for japan or oil colors. Will dry dust-free in 4 to 5 hours. Especially recommended for carriage and automobile trade.

### **MEDIUM MIXING**

Very similar to the above, except not quite so pale in color. A very quick drier and is recommended for the same purpose as Extra Pale Mixing, but not for the lighter colors.

### **MIXING "A"**

A free-working varnish adapted for general shop mixing uses. It is medium in color and body, is elastic and will not cause brittleness in mixtures with which it is used. Dries dust-free in 3 to 4 hours, hard in 36 to 48 hours.

### **PALE MIXING**

A pale mixing of very good quality for japan or oil colors.

### **PALE IMPLEMENT MIXING**

A free-working varnish which mixes readily with japan or oil colors. It is medium in color and body. Dries dust-free in 1 hour, hard in 24 hours.

## **ENGINE AND MACHINERY FINISHING VARNISHES**

### **HARD MACHINERY FINISHING**

An easy-working, hard-drying, durable varnish. Will not soften readily under lubricating oils. Splendid lustre. Dries dust-free in 5 to 6 hours, hard in 30 to 36 hours.

### **PALE MACHINERY FINISHING**

Intended for use over light colors. Pale in color, free-working, and elastic. Rich lustre. Dries dust-free in 2 to 3 hours, hard in 24 to 36 hours.

### **ENGINE FINISHING**

A hard-drying, yet elastic varnish capable of withstanding high temperature without growing brittle. Medium in color and body. Especially adapted for use over hot surfaces. Dries dust-free in 3 to 5 hours, hard in 24 to 36 hours.

## **WAGON AND IMPLEMENT VARNISHES**

### **EXTRA PALE AGRICULTURAL COACH**

A free-flowing, heavy bodied varnish sufficiently pale not to discolor the delicate shades used in implement work. Will successfully withstand all necessary outside exposure. Dries dust-free in 5 to 6 hours, to handle in 15 hours, hard to pack and ship in 36 hours.

### **DURABLE WAGON FINISHING**

A pale, very durable, easy-working varnish suitable for wagons and similar work. It will withstand extreme exposure tests successfully, and is without question the most durable wagon varnish on the market. Dries dust-free in 5 to 6 hours, hard in 36 to 48 hours.

### **ELASTIC IMPLEMENT COACH**

A very pale and all around satisfactory implement and wagon finishing varnish which will successfully withstand exterior exposure and hard usage. Dries dust-free in 4 to 5 hours, hard to handle in about 15 hours, to pack in 24 to 36 hours.

### **PALE DURABLE IMPLEMENT COACH**

The most durable and quickest drying Pale Implement Varnish for brushing and dipping that can be made at anywhere near the price. Possesses unusual moisture-resisting qualities. Dries hard to handle in 24 hours.

## **REFRIGERATOR VARNISHES**

### **ELASTIC REFRIGERATOR COACH**

Quality and price should make this the most satisfactory refrigerator finishing varnish that can be found. It is pale enough in color to be used over any work except white, and will withstand to the greatest possible extent the severe tests, such as unheated warehouse storage, submerged in water, etc. It has splendid body, working, flowing and drying qualities. Dries dust-free in 4 to 5 hours, hard to recoat in 2 to 3 days, to wrap in 3 days, to crate in 2 days.

### **REFRIGERATOR COACH NO. 1009**

A good varnish made for refrigerators, coolers, plumbers' woodwork, etc. Is very elastic, works splendidly, is not affected by water or dampness, and will stand extreme exposure. Dries with a full, beautiful lustre. Dries dust-free in 8 to 10 hours, hard in 2 to 3 days.

## **WATERPROOF, SPAR AND EXTERIOR VARNISHES**

### **HEAVY WASHING-MACHINE COACH**

One of the best varnishes that can be made for the price for use on high-grade washing-machines, churns, and similar work. It is heavy in body, pale in color and will successfully withstand months of exposure to the elements. Dries to handle and pack in 24 hours.

### **CANOE SPAR**

Unquestionably the best Waterproof Varnish obtainable. It will stand submersion in water without turning white, is heavy in body, and especially designed for canoes, boats, etc.

### **PALE WATERPROOF COACH**

A cheaper grade waterproof varnish for same purposes as above.

## **BAKING VARNISHES**

### **EXTRA PALE ENAMEL BAKING (EXTERIOR)**

The highest grade of Extra Pale Baking, intended for use over very delicate tints. Very elastic and durable. Over white and light colors should be baked at 160 degrees to 175 degrees Fahrenheit from 5 to 6 hours.

### **PALE ENAMEL BAKING (EXTERIOR)**

A very high grade of Pale Enamel Baking. Same character as Extra Pale Enamel Baking (Exterior), but a trifle darker in color. Very elastic and durable. Should be baked at 160 degrees to 170 degrees Fahrenheit from 2½ to 3 hours.

### **ENAMEL BAKING (EXTERIOR)**

An elastic, durable Enamel Baking, intended for use over the darker colors. Should be baked at 160 degrees to 175 degrees Fahrenheit from 2½ to 3 hours.

### **METAL FURNITURE BAKING**

A high-grade baking varnish for use on metal furniture. It is very elastic and durable. Should be baked at 215 degrees to 225 degrees from 4 to 6 hours.

### **WHITEST ENAMEL BAKING (INTERIOR)**

A white, elastic, durable varnish, intended for use over white and the most delicate tints which are not subjected to exterior wear; especially adapted for such work as furniture, novelties, etc. Should be baked over white at 140 degrees to 150 degrees Fahrenheit from 2½ to 3 hours. Over tints at 150 degrees to 170 degrees Fahrenheit from 2 to 2½ hours.

## **DRIERS, ASPHALTUMS AND BRONZING LIQUIDS**

### **WHITE LIQUID DRIER**

The strongest and most powerful White Liquid Drier that can be made from the best obtainable materials. It is unequalled for drying and mixing qualities. It will dry linseed oil perfectly, when mixed in the proportions of about one gallon of drier to twenty gallons of oil. This drier will mix with oil without any indications of curdling or separation, and will not affect the most delicate shades or tints.

### **HERCULES DRIER**

A pale high-grade drier of exceptional strength. It mixes readily with oil and will not curdle or separate. Will dry paste fillers promptly and perfectly. Owing to its heavy body, good color and great drying strength, it is the most economical for the master painter, also furniture and manufacturing trades.

### **DRY-O-NITE**

The master painters' ideal drier; the only perfectly safe drier for general use. It mixes readily with oil, paints, etc., will not separate, precipitate, burn, saponify or curdle, but thoroughly dries oil, paint, etc., leaving an elastic, smooth and wear-resisting surface. Unlike most driers, the painting materials to which it has been added as directed, will dry perfectly from the inside out, thus entirely precluding the possibility of surface drying. There is no drier made which will more readily and thoroughly mix with linseed oil and oil paints without separation, and is the most economical drier that can be purchased.

### **JAPAN DRIER**

A strong, economical drier in no way to be compared with the cheaper qualities offered by others under a similar name.

### **FINEST TURPENTINE ASPHALTUM**

A strictly pure turpentine asphaltum. Made from the finest black asphaltum and pure spirits turpentine. The best asphaltum varnish that can be produced.

### **No. 1 ASPHALTUM**

A very good and easy-working black varnish. Has good body, is very black and elastic.

### **"A" ASPHALTUM**

A heavy-bodied black varnish, which can be thinned with benzine for dipping work. Does not grow brittle like cheaper grades.

**No. 1 BRONZING LIQUID**

A bronzing liquid of the highest quality, which possesses no offensive banana-like odor. It can be used with the finest bronzes and should command a large output with high-grade trade where a superior quality is demanded.

**No. 2 BRONZING LIQUID**

A satisfactory article which, like the above, is free from any objectionable odor, works well and dries with a good lustre.

**No. 3 BRONZING LIQUID**

A competitive article equal to any similar goods on the market.

**ALUMINUM BRONZING LIQUID**

A highly satisfactory bronzing liquid for use in mixing dry aluminum.

## **FLAT DRYING OR DULL FINISH VARNISHES**

### **VELVET FINISH No. 7539 (PIGMENT)**

A varnish specially intended as a last or finishing-coat on medium grade interiors in imitation of a rubbed finish. It is free-working and dries in 36 to 48 hours with a soft, velvety finish, closely resembling rubbed work, thereby saving the labor of rubbing necessary in the use of ordinary varnishes.

### **VELVET FINISH No. 1044 (CLEAR)**

The same character of varnish as Velvet Finish (Pigment), except that it is clear and does not carry any pigment. Its use will produce the same character of finish as above, being exceptionally waterproof and well suited to all grades of furniture and finished woodwork.

## **CARRIAGE VARNISHES—BODY FINISHING**

### **WHITEST BODY FINISHING**

Absolutely the palest and highest grade body finishing varnish, unsurpassed for durability, transparency, depth of finish, also working and flowing qualities. For use as a final coat for highest grade of work on bodies over white and the most delicate colors. Also highly recommended for use over all other colors, as its transparency brings out the full rich tone of the color which is so desirable. Under favorable conditions, it dries dust-free in 6 to 8 hours, hard in about 3 days. One coat flowed on over Whitest Body Rubbing results in a full, well rounded out finish.

### **WEARING BODY FINISHING**

A pale varnish of exceptional brilliancy for finishing coats on best work where extreme durability is required. It is sufficiently pale to permit of use over light and delicate colors. On account of its very easy-working and flowing qualities, ample time is afforded to secure a perfect job on the largest panels. For best results, we recommend one coat over Extra Pale Body Rubbing. Dries dust-free in 6 to 8 hours and hard in about 2 days.

### **CARRIAGE BODY FINISHING**

As pale in color as Wearing Body Finishing, and designed particularly for one-coat finishing. Has excellent body, works and flows very freely under the brush, and dries with a full, rich, well rounded out finish. Under favorable conditions, will dry dust-free in 8 to 10 hours and hard in about 2 days.

## **CARRIAGE VARNISHES—GEAR FINISHING**

### **WHITEST GEAR FINISHING**

Superfine quality for use over white and delicate colors. In point of color, is similar to our Whitest Body Finishing. As a pale gear finishing, it surpasses all others for color, brilliancy, working, flowing and durability. It is designed for use on running parts of high-grade work. Intended for use over Color Varnish or our Whitest Gear Rubbing. Under favorable conditions, will dry dust-free in 4 to 5 hours, to handle in 24 hours, and hard in about 2 days.

### **ELASTIC GEAR FINISHING**

Unquestionably the highest grade all-around gear finishing varnish made. Not quite as pale in color as Whitest Gear Finishing. It is unexcelled from the standpoint of lustre, durability, working and flowing qualities. Under favorable conditions, will dry dust-free in 6 to 8 hours, and hard in about 2 days.

### **PALE PERFECTION GEAR**

A very pale, durable, elastic finishing varnish for running parts on a good grade of work over delicate colors, and on account of color, unusual working and flowing qualities, body and rich lustre, it is the selection of many carriage and automobile shops. Will dry dust-free in about 6 hours, hard enough to handle in 36 hours, and hard in 2 days.



### **HARD-DRYING GEAR**

A very durable, hard-drying varnish, medium pale in color, excellent body; works freely and flows out perfectly; dries overnight with a rich, high lustre. This is a varnish that we can recommend highly. Dries dust-free in 5 to 6 hours and hard in 2 days.

### **EXTRA PALE EXPRESS COACH**

A pale, durable varnish, very elastic. Has excellent body, works and flows freely on large surfaces; and is especially adapted for use on express and delivery-wagons, the gears of which are subjected to the hardest usage. Dries dust-free in 6 to 8 hours, hard enough to handle in 36 to 40 hours.

### **WAGON COACH**

A very durable finishing varnish for wagons and repair-work. It is light in color, has good body and lustre, works freely and dries dust-free in about 6 to 8 hours, hard in 2 days.

## **RUBBING**

### **WHITEST BODY RUBBING**

Designed for use under Whitest Body Finishing on finest grades of work over white or delicate colors. Particularly commendable and universally used on the darker shades, as this varnish will avoid any discoloration and bring out to the best advantage the full, rich tone of the color. Very elastic, dries dust-free in 6 to 8 hours, and hard to rub, without sweating, in 36 to 48 hours.

### **EXTRA PALE BODY RUBBING**

A very high grade rubbing, extremely pale in color, works easily and levels perfectly; very elastic; dries dust-free in 4 to 5 hours and hard to rub in 2 to 3 days, without danger of sweating.

### **PALE QUICK RUBBING**

A pale, Quick Rubbing Varnish of dependable quality. Used for quick work, flows and works freely, can be rubbed in 36 to 48 hours without danger of sweating.

### **QUICK-RUBBING**

A very quick rubbing varnish, medium in color, so designed that it can be rubbed in 24 to 36 hours and retain its full measure of elasticity and durability. A splendid general purpose rubbing; under favorable conditions can be rubbed in 24 to 36 hours.

### **GEAR RUBBING**

Intended for use on gears on medium and cheaper grades of work. Medium in color, works freely, flows nicely; dries dust-free in 4 hours and hard to rub in 2 days.

## **JAPANS AND DRIERS**

### **GOLD SIZE JAPAN**

This is a superior, pale, heavy bodied article, is very economical, owing to its strength, and is perfectly safe to use with any mixture. It is a binder which can be used with delicate colors without injury to them. It will properly harden rough stuff and facilitate the drying of all under-coats; it is safe and certain.

### **IMPERIAL COACH JAPAN**

Will dry oil in from 12 to 18 hours, and by itself on glass becomes dust-free in 20 minutes. It does not become brittle, and is an absolutely satisfactory article for use in carriage or car-shops. In the manufacture of rough stuff, it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so uniformly elastic that it prevents cracking of the under-coats.

# CONFIDENTIAL VARNISH PRICES

## FOR MANUFACTURERS' TRADE

NET PRICES TO LARGE CONSUMERS ONLY

### PIANO POLISHING VARNISHES

|                                  | 1s   | B    | 5s  | B    | Barrels | B    |
|----------------------------------|------|------|-----|------|---------|------|
| Zanzibar Piano Polishing.....    | 0319 | 3 65 | 340 | 3 60 | 225     | 3 40 |
| Crystal Piano Polishing.....     | 0680 | 3 00 | 275 | 2 90 | 250     | 2 75 |
| Quick Transparent Polishing..... | 0354 | 3 00 | 275 | 2 90 | 250     | 2 75 |
| Pale Piano Polishing.....        | 0970 | 2 60 | 225 | 2 40 | 200     | 2 25 |

### RUBBING AND POLISHING VARNISHES

|                                    |       |      |     |      |     |      |
|------------------------------------|-------|------|-----|------|-----|------|
| White Maple Polishing.....         | 0933  | 3 75 | 340 | 3 65 | 315 | 3 40 |
| Quick Transparent Polishing.....   | 0354  | 3 00 | 275 | 2 90 | 250 | 2 75 |
| Heavy Pale Polishing.....          | 01039 | 2 00 | 175 | 1 80 | 150 | 1 65 |
| Fine Cabinet Polishing.....        | 0804  | 2 25 | 200 | 2 15 | 175 | 2 00 |
| Amberlac.....                      | 0811  | 1 85 | 155 | 1 70 | 140 | 1 60 |
| Tripolac.....                      | 0665  | 1 80 | 150 | 1 65 | 135 | 1 50 |
| Extra Quick Furniture Rubbing..... | 0888  | 1 60 | 130 | 1 45 | 115 | 1 30 |

### CABINET OR GLOSS FINISHING VARNISHES

|                              |       |      |     |      |     |      |
|------------------------------|-------|------|-----|------|-----|------|
| Bar-Top Finish.....          | 07    | 2 60 | 225 | 2 40 | 200 | 2 25 |
| Extra Elastic Coach.....     | 0347  | 2 45 | 215 | 2 30 | 195 | 2 15 |
| Heavy Cabinet Finishing..... | 11442 | 1 70 | 140 | 1 55 | 125 | 1 40 |
| White Reed Finishing.....    | 0952  | 1 45 | 115 | 1 30 | 100 | 1 15 |
| Extra Pale Coach.....        | 0837  | 1 45 | 115 | 1 30 | 100 | 1 15 |
| Furniture Coach No. 921..... | 0721  | 1 35 | 105 | 1 20 | 90  | 1 05 |
| Free-Flowing Coach.....      | 0790  | 1 30 | 100 | 1 15 | 85  | 1 00 |
| Quick-Drying Coach.....      | 0637  | 1 35 | 105 | 1 20 | 90  | 1 05 |
| Transparent Coach.....       | 0604  | 1 30 | 100 | 1 15 | 85  | 1 00 |
| Pale Novelty Finishing.....  | 0106  | 1 30 | 100 | 1 15 | 85  | 1 00 |
| Chair Coach.....             | 0111  | 1 30 | 100 | 1 15 | 85  | 1 00 |
| Hard-Drying Coach.....       | 0605  | 1 20 | 90  | 1 05 | 75  | 90   |
| Hard-Drying Trunk.....       | 0620  | 1 20 | 90  | 1 05 | 75  | 90   |

### FIRST-COATERS, CLEAR

|                                        |       |      |     |      |     |      |
|----------------------------------------|-------|------|-----|------|-----|------|
| Mission-lac.....                       | 0679  | 1 60 | 130 | 1 45 | 115 | 1 30 |
| Pale First-Coater No. 1057.....        | 01057 | 1 35 | 105 | 1 20 | 90  | 1 05 |
| Hard-Drying Coater No. 361.....        | 0361  | 1 35 | 105 | 1 20 | 90  | 1 05 |
| Hard-Drying First-Coater No. 1081..... | 01081 | 1 25 | 95  | 1 10 | 80  | 95   |

### PIGMENT SURFACERS

|                             |       |      |     |      |     |      |
|-----------------------------|-------|------|-----|------|-----|------|
| No. 1 Flint Surfacers.....  | 14400 | 1 30 | 100 | 1 20 | 90  | 1 10 |
| Pale Flowing Surfacers..... | 14164 | 1 10 | 80  | 1 00 | 80  | 90   |
| Golden Oak Surfacers.....   | 7170  | 1 30 | 110 | 1 20 | 100 | 1 10 |

### MIXING VARNISHES

|                            |      |      |     |      |     |      |
|----------------------------|------|------|-----|------|-----|------|
| Extra Pale Mixing.....     | 0966 | 2 25 | 190 | 2 10 | 175 | 1 90 |
| Medium Mixing.....         | 0829 | 2 15 | 185 | 2 00 | 170 | 1 85 |
| Mixing "A".....            | 0678 | 1 50 | 110 | 1 30 | 90  | 1 10 |
| Pale Mixing.....           | 0914 | 1 60 | 120 | 1 40 | 100 | 1 20 |
| Pale Implement Mixing..... | 0677 | 1 35 | 95  | 1 15 | 75  | 95   |

all varnish advanced 10¢ per gal  
Bulletin 4 350 1/10 Q.A.N.

# ENGINE AND MACHINERY FINISHING VARNISHES

|                               | 1s   | B    | 3s  | B    | Barrels | B    |
|-------------------------------|------|------|-----|------|---------|------|
| Hard Machinery Finishing..... | 0857 | 2 10 | 175 | 1 90 | 16.0    | 1 75 |
| Pale Machinery Finishing..... | 0647 | 1 85 | 155 | 1 70 | 14.0    | 1 55 |
| Engine Finishing.....         | 0805 | 1 80 | 150 | 1 65 | 13.5    | 1 50 |

# WAGON AND IMPLEMENT VARNISHES

|                                    |       |      |     |      |      |      |
|------------------------------------|-------|------|-----|------|------|------|
| Extra Pale Agricultural Coach..... | 01082 | 1 55 | 125 | 1 40 | 11.0 | 1 25 |
| Durable Wagon Finishing.....       | 077   | 1 55 | 120 | 1 40 | 11.0 | 1 25 |
| Elastic Implement Coach.....       | 0971  | 1 25 | 105 | 1 10 | 9.0  | 1 00 |
| Pale Durable Implement Coach.....  | 0992  |      | 95  | 85   | 7.5  | 80   |

# REFRIGERATOR VARNISHES

|                                  |       |      |     |      |      |      |
|----------------------------------|-------|------|-----|------|------|------|
| Elastic Refrigerator Coach.....  | 01041 | 1 80 | 150 | 1 65 | 13.5 | 1 50 |
| Refrigerator Coach No. 1009..... | 01050 | 1 85 | 125 | 1 20 | 9.0  | 1 05 |

# WATERPROOF, SPAR AND EXTERIOR VARNISHES

|                                  |       |      |     |      |      |      |
|----------------------------------|-------|------|-----|------|------|------|
| Heavy Washing-Machine Coach..... | 01080 | 1 35 | 105 | 1 20 | 9.0  | 1 05 |
| Canoe Spar.....                  | 01079 | 2 00 | 175 | 1 90 | 16.0 | 1 75 |
| Pale Waterproof Coach.....       | 0694  | 1 15 | 85  | 1 00 | 7.0  | 85   |

# BAKING VARNISHES

|                                          |       |      |     |      |      |      |
|------------------------------------------|-------|------|-----|------|------|------|
| Extra Pale Enamel Baking (Exterior)..... | 0218  | 3 95 | 365 | 3 80 | 35.0 | 3 65 |
| Pale Enamel Baking (Exterior).....       | 0217  | 3 45 | 315 | 3 30 | 30.0 | 3 15 |
| Enamel Baking (Exterior).....            | 0219  | 2 10 | 175 | 1 90 | 16.0 | 1 75 |
| Metal Furniture Baking.....              | 01005 | 2 45 | 215 | 2 30 | 20.0 | 2 15 |
| Whitest Enamel Baking (Interior).....    | 0915  | 2 00 | 165 | 1 80 | 15.0 | 1 65 |

Shovel Varnish (V564) 55% bbls

Broom Handle Finishing drums cash 9/14

Perfect method Paint oil 601217

Transoline 01243

Paint Thinning oil 012

0248- 15 5  
150 140  
0966- 160 150  
0994- 180 170  
0605- 110 100

Furniture Wax

690-587 A. B. 815  
24 28 letter to Cash 9/14

bls. 365 380 350 365  
A B A B  
58 61 55 58  
bls 455  
34 2 34 2  
letter to Cash  
from P.M. 11/16

1266  
135  
145  
165  
95 P.F.K. letter to Cash 9/14

# CONFIDENTIAL PRICES OF CARRIAGE VARNISHES

NET PRICES TO LARGE MANUFACTURERS' ONLY

*Trans center - Seat Arranging 12 125*  
*{012007* *Primary 7/11/16*

## BODY FINISHING VARNISHES

|                              |       | 1s  | B    | 5s  | B    | Barrels | B     |
|------------------------------|-------|-----|------|-----|------|---------|-------|
| Whitest Body Finishing.....  | 0843  | 250 | 4 25 | 235 | 4 10 | .....   | ..... |
| Wearing Body Finishing.....  | 01171 | 300 | 4.00 | 285 | 3 85 | .....   | ..... |
| Carriage Body Finishing..... | 0121  | 225 | 2 80 | 210 | 2 35 | .....   | ..... |

## GEAR FINISHING VARNISHES

|                               |      |     |      |     |      |       |       |
|-------------------------------|------|-----|------|-----|------|-------|-------|
| Whitest Gear Finishing.....   | 0947 | 300 | 3 75 | 285 | 3 50 | ..... | ..... |
| Elastic Gear Finishing.....   | 094  | 275 | 3 00 | 260 | 2 85 | ..... | 2 75  |
| Pale Perfection Gear.....     | 0913 | 250 | 2 75 | 235 | 2 65 | ..... | 2 35  |
| Hard-Drying Gear.....         | 0923 | 175 | 2 00 | 160 | 1 85 | ..... | 1 75  |
| Extra Pale Express Coach..... | 0946 | 225 | 2 50 | 210 | 2 35 | ..... | 2 25  |
| Wagon Coach.....              | 0924 | 150 | 1 80 | 135 | 1 70 | ..... | 1 60  |

## RUBBING VARNISHES

|                              |      |     |      |     |      |       |       |
|------------------------------|------|-----|------|-----|------|-------|-------|
| Whitest Body Rubbing.....    | 0155 | 375 | 3 50 | 315 | 3 35 | ..... | ..... |
| Extra Pale Body Rubbing..... | 023  | 225 | 2 50 | 210 | 2 35 | ..... | ..... |
| Pale Quick-Rubbing.....      | 0150 | 175 | 2 00 | 160 | 1 85 | ..... | 1 75  |
| Quick-Rubbing.....           | 0174 | 175 | 2 00 | 160 | 1 85 | ..... | 1 75  |
| Gear Rubbing.....            | 0324 | 135 | 1 80 | 125 | 1 50 | ..... | 1 35  |

## JAPANS AND DRIERS

|                            |      |     |      |     |      |     |      |
|----------------------------|------|-----|------|-----|------|-----|------|
| Gold Size Japan.....       | 098  | 200 | 2 35 | 185 | 2 20 | 175 | 1 85 |
| Imperial Coach Japan.....  | 0266 | 165 | 1 95 | 150 | 1 85 | 140 | 1 75 |
| Coach-Painters' Japan..... | 069  | 155 | 1 70 | 135 | 1 60 | 125 | 1 50 |
| Drying Japan.....          | 014  | 135 | 1 55 | 125 | 1 45 | 115 | 1 35 |

## DRIERS, ASPHALTUMS AND BRONZING LIQUIDS

|                                  |       |      |     |      |     |      |
|----------------------------------|-------|------|-----|------|-----|------|
| White Liquid Drier.....          | 01040 | 1 35 | 115 | 1 25 | 100 | 1 15 |
| Hercules Driers.....             | 0204  | 1 45 | 125 | 1 35 | 115 | 1 25 |
| Dry-o-nite.....                  | 0229  | 85   | 70  | 75   | 65  | 70   |
| Japan Drier.....                 | 023   | 80   | 60  | 70   | 55  | 60   |
| Finest Turpentine Asphaltum..... | 027   | 1 40 | 125 | 1 30 | 110 | 1 20 |
| No. 1 Asphaltum.....             | 0257  | 85   | 65  | 70   | 40  | 50   |
| "A" Asphaltum.....               | 0235  | 75   | 55  | 60   | 45  | 50   |
| No. 1 Bronzing Liquid.....       | 0220  | 1 65 | 150 | 1 55 | 135 | 1 50 |
| No. 2 Bronzing Liquid.....       | 0297  | 1 00 | 90  | 95   | 75  | 90   |
| No. 3 Bronzing Liquid.....       | 0272  | 85   | 75  | 80   | 60  | 70   |
| Aluminum Bronzing Liquid.....    | 0201  | 80   | 60  | 70   | 50  | 60   |

## FLAT-DRYING OR DULL FINISH VARNISHES

|                                       |       |      |     |       |       |       |
|---------------------------------------|-------|------|-----|-------|-------|-------|
| Velvet Finish No. 7539 (Pigment)..... | 7539  | 2 25 | 185 | ..... | ..... | ..... |
| Velvet Finish No. 1044 (Clear).....   | 01044 | 1 85 | 165 | 1 75  | ..... | ..... |

0007-SWP-000010891

## MARINE ENAMEL FOR INTERIORS

|                        | per gal. |
|------------------------|----------|
| White.....             | 3 00     |
| Wine.....              | 3 00     |
| Cardinal.....          | 3 25     |
| All Other Colors.....  | 2 40     |
| Non-Bilging White..... | 2 00     |

## BARGE AND LIGHTER PAINTS

|                           |      |
|---------------------------|------|
| No. 2910 Red.....         | 95   |
| No. 2911 Brown.....       | 95   |
| No. 2912 Green.....       | 1 00 |
| No. 2913 Light Green..... | 2 00 |
| No. 2914 Gray.....        | 1 45 |
| No. 2915 Black.....       | 95   |

## FLAXOAP

Prices on application.

## MARINE PAINT FOR SIDE LIGHTS

|                            | per 1/2-pt. pkg. |
|----------------------------|------------------|
| Signal Red, Rex 17436..... | 25               |
| Signal Green.....          | 25               |

## MARINE PAINT FOR DECKS

|                       | 5s   | 1s   |
|-----------------------|------|------|
| No. 2877.....         | 1 40 | 1 45 |
| No. 2877 Special..... | 1 00 | 1 05 |
| No. 2878.....         | 1 25 | 1 30 |
| No. 2879.....         | 1 25 | 1 30 |
| No. 2881.....         | 1 50 | 1 55 |
| No. 2882.....         | 1 25 | 1 30 |
| No. 2883.....         | 1 25 | 1 30 |
| No. 2887.....         | 1 50 | 1 55 |

## DECK VARNISH CLEAR

5s  
70

## DECK ENAMEL BLACK, FOR STEEL DECKS

5s  
1 05

## TAXITE

1s, 5s & bbls.  
1 42 1/2

## COMPOSITION FOR STEEL BOTTOMS

|                                              | 1-gal. cans and<br>5-gal. drums |
|----------------------------------------------|---------------------------------|
| No. 1 First Coat Brown (Anti-Corrosive)..... | 1 50                            |
| No. 2 Second Coat Red (Anti-Fouling).....    | 3 25                            |
| S-W Boot-Top Water-Line Red.....             | 1 40                            |

## ANTI-FOULING AND RACING COMPOUNDS

|                                    | 1s   | 1/2s  | 1/4s    | pts.  |
|------------------------------------|------|-------|---------|-------|
| Corinthian Green.....              | 6 00 | 6 05  | 6 10    | 6 25  |
| Royal Green.....                   | 4 25 | 4 30  | 4 35    | ..... |
| Beacon White Racing Compound.....  | 6 00 | ..... | 6 10    | ..... |
| Liquid Bronze Racing Compound..... | 9 00 | 9 05  | 9 10 ea | ..... |

## COPPER PAINTS

|            | qts. | 1/2 gals. | gals. |
|------------|------|-----------|-------|
| Brown..... | 2 70 | 2 65      | 2 60  |
| Green..... | 3 10 | 3 05      | 3 00  |
| Red.....   | 2 70 | 2 65      | 2 60  |

## ATLANTIC COPPER PAINTS

|            |      |      |      |
|------------|------|------|------|
| Brown..... | 2 00 | 1 95 | 1 90 |
| Red.....   | 2 00 | 1 95 | 1 90 |

## CANVAS PRESERVATIVE

|            | per gal. |
|------------|----------|
| White..... | 85       |

## METALASTIC (SEMI-PASTE)

|                  | lbs.    | 5s      | 1s      |
|------------------|---------|---------|---------|
| Black.....       | 1 20    | 1 25    | 1 30    |
| Brown.....       | 1 20/30 | 1 25/30 | 1 30/40 |
| Green.....       | 1 20/40 | 1 25/40 | 1 30/50 |
| Gray.....        | 1 40    | 1 45    | 1 50    |
| Red.....         | 1 20    | 1 25    | 1 30    |
| Olive Green..... | 1 50    | 1 55    | 1 60    |

# METALASTIC LIQUIDS

|       |      |      |
|-------|------|------|
| Black | 1.50 | 1.50 |
| Brown | 1.50 | 1.50 |
| Green | 1.50 | 1.50 |
| Gray  | 1.50 | 1.50 |

## MARINE WHITE, MARINE WHITE ZINC

|              |      |
|--------------|------|
| Marine White | 0.95 |
| Marine Zinc  | 1.17 |

## MARINE PAINT FOR SMOKE STACKS

|                                |      |
|--------------------------------|------|
| Smoke Stack Black              | 1.50 |
| Smoke Stack Blue               | 1.75 |
| Smoke Stack Red                | 1.75 |
| U. S. Navy Standard            | 1.75 |
| Smoke Stack Yellow, L. M. & D. | 2.00 |
| Smoke Stack Red Lead           | 2.00 |

## MARINE LUSTRAL ENAMELS

|                             |      |
|-----------------------------|------|
| Black                       | 1.50 |
| Brown                       | 1.75 |
| Green, (Light Green Enamel) | 1.65 |
| Green, D.                   | 1.65 |
| Maroon, Dark                | 2.50 |
| Medium Blue                 | 1.75 |
| U. S. Navy Standard         | 2.25 |
| Vermilion                   | 2.50 |

## MARINE VARNISH STAINS

|            |      |
|------------|------|
| Per gallon | 2.00 |
|------------|------|

## ALUMINUM PAINT

|            |      |
|------------|------|
| Per gallon | 4.35 |
|------------|------|

## BUOY RED

|            |      |
|------------|------|
| Per gallon | 1.50 |
|------------|------|

## RED LEAD COLOR

|                      |      |
|----------------------|------|
| Price on application | 1.50 |
|----------------------|------|

## LIQUID RED LEAD

|                      |      |
|----------------------|------|
| Price on application | 1.50 |
|----------------------|------|

## RED LEAD PASTE

|                      |      |
|----------------------|------|
| Price on application | 1.50 |
|----------------------|------|

## FLAT-TONE

|                |      |
|----------------|------|
| White          | 2.00 |
| Regular Colors | 2.00 |
| Pompeian Red   | 2.50 |
| Rich Maroon    | 2.50 |

## BRAS-BRITE

|            |      |
|------------|------|
| Per gallon | 1.50 |
|------------|------|

## MARINE BRASS POLISH (Non-Inflammable)

|            |      |
|------------|------|
| Per gallon | 1.70 |
|------------|------|

## DECOTINT WALL FINISH

|                                    |  |
|------------------------------------|--|
| Use Trade Sales Dealers Net Prices |  |
|------------------------------------|--|

## PERMENTO

|                                    |  |
|------------------------------------|--|
| Use Trade Sales Dealers Net Prices |  |
|------------------------------------|--|

## FACTORY COATING

|         |      |
|---------|------|
| Barrels | 0.95 |
|---------|------|

## NOTE CAREFULLY:

Prices given in this bulletin are effective this date and subject to change without notice. All orders must be taken subject to our ability to fill them.

Refer all inquiries and orders for special goods and business involving large quantities to headquarters before quoting prices or accepting orders.

Preserve this sheet and return to District Manager upon request. Renewal prices will be promptly upon receipt of this one.

# ***RAILWAY AND STREET RAILWAY SALES DEPARTMENT***

***REPRESENTATIVES' CONFIDENTIAL PRICE-LIST***



# PAINTS AND VARNISHES FOR RAILWAY AND STREET RAILWAY TRADE

## PASSENGER EQUIPMENT

|                                           | Page    |
|-------------------------------------------|---------|
| Body Colors.....                          | 407     |
| Flaxoap.....                              | 410     |
| Floor Paints.....                         | 409     |
| Hand-Rail Black.....                      | 408     |
| Headlining Colors.....                    | 409     |
| Inside Baggage and Caboose Colors.....    | 410     |
| Mission-lac.....                          | 428     |
| Modern Method Car Painting System.....    | 406     |
| Old Dutch Railway Enamel.....             | 404-406 |
| Passenger-Car Black, Asphaltums, etc..... | 408     |
| Rattan Seat Enamel.....                   | 410     |
| Roof Paints.....                          | 410-411 |
| Taxite.....                               | 429     |
| Truss Plank Enamels.....                  | 409     |
| Truck Colors.....                         | 408-409 |
| Under-coats—Primers, Surfacers, etc.....  | 406     |
| Varnishes, Gold Size, Japans, etc.....    | 427-429 |
| Velvet Finish.....                        | 429     |
| Wall and Ceiling Colors.....              | 410     |

## FREIGHT EQUIPMENT

|                                             |     |
|---------------------------------------------|-----|
| Brine-Proof Truck and Underframe Black..... | 411 |
| Caboose Colors.....                         | 411 |
| Freight-Car Paint Thinning Oil.....         | 412 |
| Gondola Blacks.....                         | 412 |
| Inside Refrigerator Finish.....             | 411 |
| Letters, Shields, etc.....                  | 413 |
| Metalastic.....                             | 412 |
| Perfect Method Freight-Car Paints.....      | 412 |
| Perfect Method Oil.....                     | 429 |
| Refrigerator and Line Car Colors.....       | 411 |
| Special Paste Paints.....                   | 413 |
| Special Black for Ironwork.....             | 413 |
| Standard Steel Truck Color.....             | 412 |

## LOCOMOTIVES

|                                                        |         |
|--------------------------------------------------------|---------|
| Engine Finish.....                                     | 414     |
| Front End Finish.....                                  | 415     |
| Inside Engine-Cab Colors.....                          | 414     |
| Imitation Gold for Lettering.....                      | 414     |
| Locomotive Primer, Surfacers, etc.....                 | 414     |
| Modern Method Locomotive Leveling Coat, Dark Lead..... | 414     |
| Side Rod and Tire Enamel.....                          | 414     |
| Smoke-Stack Black.....                                 | 415     |
| Truck and Frame Black.....                             | 415     |
| Varnishes.....                                         | 427-429 |

## ROADWAY EQUIPMENT

|                                          |         |
|------------------------------------------|---------|
| Bridge Paints.....                       | 419     |
| Concrete Wall Finish.....                | 416     |
| Concrete Floor Paint.....                | 417     |
| Enameloid.....                           | 417     |
| Flat-Tone.....                           | 417     |
| Pole Paints.....                         | 419-420 |
| Preservative Shingle Stains.....         | 417     |
| Red Leads in Oil (Paste and Liquid)..... | 419     |
| Sign-Board White.....                    | 418     |
| Station Paints.....                      | 416     |
| Target and Semaphore Finishes.....       | 418     |
| Varnishes.....                           | 427-429 |
| Wall and Ceiling Finishes.....           | 418     |

## INDEX—Continued

### MISCELLANEOUS

|                                        | Page    |
|----------------------------------------|---------|
| Aluminum Paint.....                    | 423     |
| Bras-Brite.....                        | 424     |
| Chlorocene.....                        | 424     |
| Cold Water Paints.....                 | 424     |
| Colors in Oil.....                     | 421     |
| Colors in Japan.....                   | 422     |
| Deco-Paste.....                        | 424     |
| Distemper.....                         | 423     |
| Flaxoap.....                           | 410     |
| Graining Colors.....                   | 423     |
| Handcraft Stains.....                  | 423     |
| Insulating Varnishes.....              | 425-426 |
| Liquid Gold.....                       | 423     |
| Lustral Enamels.....                   | 415     |
| Machine Fillers.....                   | 415     |
| Paint and Varnish Remover, Taxite..... | 429     |
| Stains (Varnish and Oil).....          | 423     |
| Varnishes.....                         | 427-429 |
| Wood Paste Fillers.....                | 423     |

## PACKING HOUSE FINISHES.

Effective immediately, and until further notice, the following prices will apply on Packing House Whites:

No. 2401 - Packing House Flat White

|           |      |
|-----------|------|
| "A" Price | H AT |
| "B" Price | 1 40 |

No. 2402 - Packing House Flat White

|           |      |
|-----------|------|
| "A" Price | H AT |
| "B" Price | 1 40 |

No. 2403 - Packing House Solar Flat White

|           |      |
|-----------|------|
| "A" Price | H TY |
| "B" Price | 1 65 |

No. 2404 - Packing House Gloss White Enamel

|           |      |
|-----------|------|
| "A" Price | H TY |
| "B" Price | 1 65 |

Special Brewers' & Packers' White Enamel, Rx 17550

|           |      |
|-----------|------|
| "A" Price | H HT |
| "B" Price | 1 30 |

The above prices are for the material in barrels. Ten cents per gallon advance will apply for shipment in 5's and 15¢ per gallon when furnished in 1's.

There are exceptional opportunities on every territory for the sale of these finishes to packing houses, creameries, breweries and many other types of industrial buildings where moisture and damp-resisting white finishes are not only desired but required. This line of five products covers the range of everything required in treatment of walls in producing sanitary conditions and we urge that every representative make the most of the possibilities.

These prices are very favorable and with the quality of the goods, which are being used regularly by some of the largest packers with the greatest success, we look forward to a good healthy increase in our output and a consequent increase in your volume of sales.

P.L. Maury Bulletin #513  
9 - 26 - 16.

November 19, 1915

**Subject - Packing House Whites**

#2401 - PACKING HOUSE FLAT WHITE, R<sub>x</sub>15870

#2402 - PACKING HOUSE FLAT WHITE, Rxl6212

#2403 - PACKING HOUSE FLAT WHITE, Rx15954

#2404 - PACKING HOUSE GLOSS WHITE ENAMEL, Rxl7095

**Our low limit prices which are subject to change, are as follows:**

|                                                 | A                    | B                     |
|-------------------------------------------------|----------------------|-----------------------|
| #2401 PACKING HOUSE FLAT WHITE, Rxl5870         | \$1.15 <sup>20</sup> | \$1.30 <sup>135</sup> |
| #2402 PACKING HOUSE FLAT WHITE, Rxl6212         | 1.30 <sup>130</sup>  | 1.38 <sup>145</sup>   |
| #2403 PACKING HOUSE FLAT WHITE, Rxl5954         | 1.30 <sup>155</sup>  | 1.45 <sup>170</sup>   |
| #2404 PACKING HOUSE GLOSS WHITE ENAMEL, Rxl7095 | 1.30 <sup>150</sup>  | 1.45 <sup>165</sup>   |

Yours very truly,

PLN/LS

## RAILWAY SALES DEPARTMENT

Bulletin No. 464

December 9, 1915

Subject - Advance in Prices

Supplementing former bulletins, the following prices are in effect immediately on goods as listed in the Railway Section of our Trade Sales Price List:

## Car Body Colors, Page 407

|                 |       |       |              |         |     |
|-----------------|-------|-------|--------------|---------|-----|
| Fast Mail White |       |       |              | Rx 4369 | .40 |
| No. 521         | Extra | Coach | Green, Light | 134-L   | .35 |
| " 522           | "     | "     | Medium       | 134-M   | .35 |
| " 523           | "     | "     | Dark         | 134-D   | .35 |
| " 532           | -     | -     | -            | 4056    | .60 |
| " 533           | -     | -     | -            | 4189    | .80 |
| " 551           | -     | -     | -            | 4884    | .55 |
| " 552           | -     | -     | -            | 8003    | .65 |
| " 571           | -     | -     | -            | 25057   | .60 |

## Head Lining Colors, Page 409

All colors listed, 25¢ per pound. We will make a price of 20¢ per pound on orders for fifty-pound or one hundred-pound lots, to be taken at one time.

## Flaxoap, Page 410

|   |       |                     |             |
|---|-------|---------------------|-------------|
|   | Bbls. | $\frac{1}{2}$ bbls. | 50-lb. cans |
| A | 7¢    | 7 $\frac{1}{2}$ ¢   | 8¢          |
| B | 6¢    | 6 $\frac{1}{2}$ ¢   | 7¢          |

## Wall and Ceiling Colors, Page 410

All shades - - \$1.75

## Railway and Street Railway Roof Paints, Page 410

|       |           |        |
|-------|-----------|--------|
| White | A quality | \$1.70 |
|       | B "       | 1.70   |

Colors, Rx 9627 - 9637 inclusive A quality \$1.65  
B " 1.40

Catalogue No. 668, Rx 13352 is changed to Rx 5781

|           |        |
|-----------|--------|
| A quality | \$1.65 |
| B "       | 1.65   |

## Standard Caboose Colors, Page 411

Safety Red in Oil, Rx 15842, \$2.75

Gondola Tank and Coal Car Paint, Page 412

Red Lead Paste, Rx 15878 - - \$2.75

Add to your list Liquid Red Lead No. 52, Rx 16352  
5s and bbls. - - \$1.50 per gal.

This is to be sold strictly as a competitive article where price is the consideration of the user. The pigment of this material contains 50% of Red Lead and we find there is a demand for such a product.

Locomotive Cab Colors, Page 414

|                                               |     |
|-----------------------------------------------|-----|
| Std. Dark Brunswick Green, in Japan, Rx 1407  | .31 |
| Light Swedish Green, in Japan, Rx 7370        | .35 |
| French Crown Green, Medium, in Japan, Rx 7210 | .35 |
| Indian Red, D, in Japan, Rx 124D              | .27 |

Front Ends Paint, Page 415

Discontinue Loco. Front End Polish (Semi-Paste), Rx 1600

Lustral Enamels, Page 415

|                       |      |
|-----------------------|------|
| Green, Light, Rx 6712 | 1.65 |
| Green, Dark, Rx 6372  | 1.60 |

Target and Semaphore Finishes, Page 418

|                                  |      |
|----------------------------------|------|
| Target White in Varnish, Rx 7248 | 3.50 |
| " Green in Japan, Rx 134-M       | .35  |

Red Leads, Page 419

|                                |                     |
|--------------------------------|---------------------|
| Pure Red Lead, Paste, Rx 15878 | - \$2.75 per gallon |
| Liquid Red Lead, Rx 5479 bbls. | 1.95                |
| 5s                             | 2.00                |
| 1s                             | 2.05                |

Special Pole Paints, Page 420

|                |      |
|----------------|------|
| White, Rx 5855 | 1.40 |
| All Colors     | 1.10 |

Colors in Japan, Quick-Drying, Page 422

|                                                 |     |
|-------------------------------------------------|-----|
| Extra Coach Green, L. M. & D., Rx 134 L. M. & D | .35 |
| Milori Green, L. Rx 135-L                       | .35 |
| " " M. Rx 135-M                                 | .69 |
| " " D. Rx 135-D                                 | .75 |
| French Zinc White Rx 4869                       | .40 |
| Golden Ochre Rx 142                             | .25 |
| Yellow " Rx 1343                                | .20 |

Oil Stain, Page 423

|                    |           |
|--------------------|-----------|
| All Regular Colors | 1.35 net. |
|--------------------|-----------|

It must be understood that these advances and all others recently announced shall be in effect under whatever label or name the several products listed by Rx numbers shall be sold, and when any advances in prices are announced on any particular product, that advance must be put into effect on whatever orders that Rex may be applied. These prices are subject to change without notice.

If you are selling special unlisted goods to any of your Railway, Street Railway or Marine Trade, it will be necessary for us to have, through our Division Managers, a complete list with Rx numbers, name of goods, size packages, the average size of the orders and the estimated annual requirements, together with the name of the customer, so that we can look into the subject of costs.

Bulletin covering the further advances in our Marine Line will be issued tomorrow.

Yours very truly,

  
Manager.

FLM/P

## **OLD DUTCH RAILWAY ENAMEL—Continued**

The operations covered by these instructions are not as difficult as they may seem. By following them closely, a fine appearing, durable job will be secured.

We would advise not washing the car for about four weeks, so as to give the Enamel time to become thoroughly hardened which will insure much better wear. This is especially desirable in using the dark colors.

For under-coating work on jobs that are not burned off, follow the schedules of Modern Method Car Painting System and use the Old Dutch Railway Enamel in the same way as you would use the color coats in the Modern Method complete system. In the use of Old Dutch Railway Enamels, clear varnish is neither necessary nor advisable.

Where the Modern Method Car Primer is used on wood, it must be tempered to suit the conditions of the different surfaces with Elastic Reducer as instructed in the schedule for Modern Method Car Painting.

## **MATERIAL CALLED FOR IN THE SHERWIN-WILLIAMS MODERN METHOD CAR PAINTING SYSTEM**

S-W Modern Method Car Primer—in 1-gallon cans.  
S-W Modern Method Car Surfacer—in 1-gallon cans.  
S-W Modern Method Knifing Coat—in  $\frac{1}{4}$ -gallon,  $\frac{1}{2}$ -gallon and 1-gallon cans.  
Standard Quick-Drying Car Body Colors—in 5-pound press cans and 5, 10 and 25-pound pails.  
Enamelastic Color Coat—in 1-gallon cans.  
S-W Enamelastic Finishing Varnish—in 1-gallon and 5-gallon cans.  
S-W Elastic Reducer—in 1-gallon cans.  
Old Dutch Railway Enamel.  
Old Dutch Railway Enamel Striping Colors.

## **ADDITIONAL MATERIAL USED IN PAINTING CARS**

S-W Inside Railway Scar-not Varnish—in 1-gallon and 5-gallon cans.  
S-W Car Roof Paints—in 1-gallon and 5-gallon cans and barrels.  
S-W Car Floor Paints—in 1-gallon and 5-gallon cans and barrels.  
S-W Standard Truck Colors—in 1-gallon and 5-gallon cans.  
S-W Hand Rail Black in Varnish—in 1-gallon and 5-gallon cans.



# PASSENGER EQUIPMENT

## SHERWIN-WILLIAMS METHOD FOR SURFACING CARS WHERE A RUBBING SYSTEM IS DESIRED (LIQUID)

Put up in gallon cans.

*Bulletin #48 8/1/5 P. M. M. M.*

S-W Wood Car Primer is intended for first coat on new wood or burnt off cars. Primer should be allowed to stand 2 days, on the second of which the car may be puttied. For steel cars and steel parts on wooden cars, use S-W Steel Car Primer or Modern Method Car Primer. Three coats of Surfacers should be applied, allowing a day for each coat. Use Surfacers, Dark, under reds, greens and all dark colors; Surfacers, Light, under yellows and light colors. This Surfacers should be sold where it is desired to rub out with brick and water.

|                              |       | per gal. |
|------------------------------|-------|----------|
| S-W Co. Wood Car Primer      | 7243  | \$2 50   |
| S-W Co. Steel Car Primer     | 17033 | 2 50     |
| S-W Co. Car Surfacers, Dark  | 4898  | 2 50     |
| S-W Co. Car Surfacers, Light | 4897  | 2 50     |

## SHERWIN-WILLIAMS MODERN METHOD CAR PAINTING SYSTEM

Put up in 1-gallon cans, except knifing coats, which is also put up in 1/2-gallon cans.

|                                                                                       |       | per gal. |
|---------------------------------------------------------------------------------------|-------|----------|
| Modern Method Car Primer, Light                                                       | 17103 | \$2 50   |
| Modern Method Car Primer, Dark                                                        | 17033 | 2 50     |
| S-W Elastic Reducer. (The use of this in M. M. Car Primer on Wood is very important)  | 17101 | 2 00     |
| Modern Method Car Surfacers, Light                                                    | 17101 | 2 50     |
| Modern Method Car Surfacers, Orange                                                   | 17102 | 2 50     |
| Modern Method Knifing Coat, Light (Paste)                                             | 9052  | 3 00     |
| Modern Method Knifing Coat, Orange (Paste)                                            | 9053  | 3 00     |
| Modern Method Car Surfacers, Red                                                      | 17103 | 2 50     |
| Modern Method Knifing Coat, Red (Paste)                                               | 9050  | 3 00     |
| Modern Method Car Surfacers, Dark                                                     | 17104 | 2 50     |
| Modern Method Knifing Coat, Dark (Paste)                                              | 9051  | 3 00     |
| Enamelastic Color Coat, Semi-gloss (Cut-In-Color) (on colors that sell under 35c lb.) |       | 2 75     |
| Enamelastic Car Body Color, Full-gloss (on colors that sell under 35c lb.)            |       | 2 75     |
| Enamelastic Color Coat, Semi-gloss (Cut-In-Color) (on colors that sell over 35c lb.)  |       | 3 00     |
| Enamelastic Car Body Color, Full-gloss (on colors that sell over 35c lb.)             |       | 3 00     |
| Enamelastic Finishing Varnish                                                         |       | 3 00     |

Enamelastic Car Body Colors are Varnish Color Coats and are furnished in shades of Quick-Drying Car Body Colors. In ordering, specify Rex. of Car Body Quick-Drying Color which Enamelastic Car Body Color is to match.

*Modern Method Car Surfacers, Dark 9053*  
*Knifing coat 9054*

## OLD DUTCH RAILWAY ENAMEL

Put up in 1-gallon cans and 1/2-gallon cans.

|                                                                                     |       | per gal. |
|-------------------------------------------------------------------------------------|-------|----------|
| Pullman Standard Green                                                              | 6690  | \$3 50   |
| Traction Green                                                                      | 6689  | 3 50     |
| Permanent Tuscan Red                                                                | 6691  | 3 50     |
| Traction Red                                                                        | 6687  | 3 50     |
| Royal Durbar Red                                                                    | 6692  | 3 50     |
| Chrome Yellow, Light                                                                | 6693  | 3 50     |
| Chrome Yellow, Medium                                                               | 6694  | 3 50     |
| Chrome Yellow, Orange                                                               | 6695  | 3 50     |
| Straw Color                                                                         | 6696  | 3 50     |
| Cream Color                                                                         | 6697  | 3 50     |
| White (for Headlinings)                                                             | 17091 | 3 50     |
| Black                                                                               | 6698  | 3 50     |
| Special Shades to match Railway Standards, made to order in six-gallon lots or over |       | 3 50     |

*1044 yellow*

*6690 substitute for 6692. E. M. C.*

## OLD DUTCH RAILWAY ENAMEL STRIPING COLORS

Put up in large tubes.

|                    |                           | per tube |
|--------------------|---------------------------|----------|
| Imitation Gold     | 124 1438 E. M. C. 7/27/16 | 25       |
| Imitation Aluminum | 4082                      | 25       |
| Tuscan Red         | 4083                      | 25       |
| Mahogany           | 4084 E. M. C. 7/27/16     | 25       |
| Black              | 1437                      | 25       |
| Royal Durbar Red   | 4085                      | 25       |

## RAILWAY STANDARD CAR BODY COLORS, QUICK-DRYING

Standard Car Body Colors are maintained absolutely uniform in shade and quality. They will bear reduction with more spirits turpentine to the pound of color, spread farther and cover better than any other colors made. Unlike japan colors of other makes, they do not require the addition of oil or varnish as a binder. We therefore recommend that they be thinned for use with pure spirits turpentine only. In japan, put up in 5 and 10-pound pails or press cans. Where these Colors are desired in Varnish, use Enamelastic Car Body Colors.

| Ry.<br>Catalogue<br>No. |                                        |        | per pound<br>in japan<br>paste |       |
|-------------------------|----------------------------------------|--------|--------------------------------|-------|
|                         |                                        |        | A                              | B     |
| 141                     | Permanent Tuscan Red                   | 141    |                                | 40    |
| 2019                    | Fast Mail White                        | 436.9  |                                | 27    |
| 2024                    | Orange (Big 4)                         | 130.3  |                                | 30    |
| 2026                    | Royal Blue (B. & O.)                   | 440.0  |                                | 37    |
| 2034                    | Chrome Yellow, M.                      | 138.77 |                                | 30    |
| 2051                    | Tuscan Red                             | 125    |                                | 26    |
| 4861                    | Pullman, Old                           | 416.1  |                                | 22    |
| 8390                    | Pullman, New                           | 239.0  |                                | 22    |
|                         | Pennsylvania R. R. Standard Tuscan Red |        |                                | 25.50 |
|                         | <i>any fine yellow</i>                 | 61.5   |                                |       |

## STREET RAILWAY CAR BODY COLORS, QUICK-DRYING

| St. Ry.<br>Cat. No. |                                  |        | net prices<br>per lb. |       |
|---------------------|----------------------------------|--------|-----------------------|-------|
|                     |                                  |        | A                     | B     |
| 500                 |                                  | 444.5  |                       | \$ 27 |
| 501                 |                                  | 456.6  |                       | 30    |
| 502                 |                                  | 466.0  |                       | 27    |
| 504                 |                                  | 426.2  |                       | 32    |
| 505                 |                                  | 440.6  |                       | 34    |
| 507                 |                                  | 432.2  |                       | 32    |
| 508                 |                                  | 424.5  |                       | 34    |
| 510                 |                                  | 21.1   |                       | 24    |
| 511                 | Chrome Yellow, Dark Orange       | 138.77 |                       | 30    |
| 513                 | Chrome Yellow, Light             | 138.77 |                       | 30    |
| 514                 | Chrome Yellow, Medium            | 138.77 |                       | 30    |
| 515                 | Chrome Yellow, Orange            | 138.77 |                       | 30    |
| 519                 |                                  | 43.51  |                       | 38    |
| 520                 |                                  | 20.14  |                       | 30    |
| 521                 | Extra Coach Green, Light         | 124.6  |                       | 28    |
| 522                 | Extra Coach Green, Medium        | 134.77 |                       | 28    |
| 523                 | Extra Coach Green, Dark          | 124.6  |                       | 28    |
| 524                 |                                  | 42.00  |                       | 27    |
| 526                 |                                  | 25.7   |                       | 30    |
| 528                 |                                  | 24.1   |                       | 35    |
| 530                 | (No groundwork necessary)        | 14.50  |                       | 1 25  |
| 532                 | (Use Special Red Ground No. 570) | 40.56  |                       | 43    |
| 533                 | (Use Special Red Ground No. 571) | 41.89  |                       | 70    |
| 534                 | (Use Special Red Ground No. 571) | 43.49  |                       | 70    |
| 536                 | (No groundwork necessary)        | 15.36  |                       | 45    |
| 538                 | French Carmine Light (Glaze)     | 426.3  |                       | 3 00  |
| 543                 |                                  | 26.55  |                       | 27    |
| 544                 |                                  | 23.27  |                       | 32    |
| 545                 |                                  | 45.77  |                       | 27    |
| 546                 |                                  | 20.09  |                       | 43    |
| 547                 |                                  | 20.06  |                       | 58    |
| 548                 |                                  | 43.81  |                       | 30    |
| 549                 |                                  | 20.01  |                       | 58    |
| 550                 |                                  | 20.00  |                       | 45    |
| 551                 | (Use Special Red Ground No. 570) | 48.74  |                       | 50    |
| 552                 | (Use Special Red Ground No. 570) | 20.03  |                       | 57    |
| 553                 | (Use Special Red Ground No. 571) | 42.55  |                       | 45    |
| 554                 |                                  | 14.1   |                       | 40    |
| 556                 |                                  | 43.87  |                       | 37    |
| 557                 |                                  | 20.13  |                       | 28    |
| 558                 |                                  | 47.12  |                       | 37    |
| 559                 |                                  | 14.3   |                       | 22    |
| 560                 | Cadmium Yellow                   | 20.95  |                       | 22    |
| 561                 |                                  | 23.90  |                       | 22    |
| 565                 |                                  | 43.51  |                       | 22    |
| 566                 |                                  | 21.33  |                       | 22    |
| 567                 |                                  | 44.70  |                       | 22    |
| 569                 |                                  | 28.26  |                       | 22    |
| 570                 | Special Red Ground No. 570       | 250.59 |                       | 22    |
| 571                 | Special Red Ground No. 571       | 220.57 |                       | 22    |

## STREET RAILWAY SPECIAL TRACTION COLORS, QUICK-DRYING

Put up in 5 and 10-pound pails and 5-pound press cans

These are the best colors, each of its kind, possible to produce. It is desirable both from the customer's standpoint and our own that these be sold for car body work wherever possible.

Where these colors are desired in varnish, always use Enamelastic Car Body Color

|                               | net prices<br>per lb. |
|-------------------------------|-----------------------|
| Special Traction Green.....   | 30                    |
| Special Traction Orange.....  | 30                    |
| *Special Traction Red.....    | 60                    |
| *Special Traction Yellow..... | 30                    |
| *Traction Red Ground.....     | 27                    |

## HAND-RAIL BLACK IN VARNISH 6371

Put up in gallon cans

Dries quickly and hard with a beautiful enamel-like finish. For hand-rails, brake-wheels, and all such metal parts as require an excellent varnish finish.

Per gallon.....\$1 50

## PASSENGER-CAR BLACK 0710

Put up in 1 and 5-gallon cans and barrels

An excellent black of asphaltum character. Although moderate in price, can be used with perfect assurance of good results.

Per gallon.....\$ 75

## FINEST TURPENTINE ASPHALTUM 097

A strictly pure turpentine asphaltum, made from finest black asphaltum and pure spirits turpentine. For use on fenders, trolley-poles, etc., where a good grade of asphaltum is desired.

Per gallon.....\$1 25

## "A" ASPHALTUM 0715

A low-priced piece of goods for use on fenders, trolley-poles, etc.

Per gallon.....\$ 50

Low limit in barrels.....

## FENDER BLACK 0700

Put up in 1 and 5-gallon cans, and barrels

A popular black for fenders, draw-bars, etc., where a quick-drying, high lustre black is desired at a moderate cost.

|                 |         |    |    |
|-----------------|---------|----|----|
|                 | barrels | 5s | 1s |
| Per gallon..... | 30      | 35 | 40 |

## RAILWAY TRUCK AND PLATFORM COLORS

| Ry. Catalogue<br>No.       |      | 1s<br>Truck<br>Color<br>Liquid | 5s only<br>Truck<br>Color<br>Semi-Paste |
|----------------------------|------|--------------------------------|-----------------------------------------|
| 1439 P. R. R.....          | 9014 | \$1 25                         | \$1 25                                  |
| 2028 Brown.....            | 6331 | 1 25                           | 1 25                                    |
| 2070 Pullman, Old.....     | 6331 | 1 25                           | 1 25                                    |
| 2071 Olive Green.....      | 6489 | 1 25                           | 1 25                                    |
| 4820 Vanderbilt Lines..... | 6785 | 1 25                           | 1 25                                    |
| 4860 Pullman, New.....     | 6515 | 1 25                           | 1 25                                    |

Note—The Semi-Paste material will stand reduction with P. M. Reducer at the rate of 1½ to 1.

Price on P. M. Gloss Reducer.....1 50

## STREET RAILWAY TRUCK AND PLATFORM COLORS

| St. Ry.<br>Catalogue No. |      | 1s<br>Truck<br>Color<br>Liquid | 5s only<br>Truck<br>Color<br>Semi-Paste |
|--------------------------|------|--------------------------------|-----------------------------------------|
| 601.....                 | 6331 | \$1 25                         | \$1 25                                  |
| 604.....                 | 6454 | 1 25                           | 1 25                                    |
| 613.....                 | 6739 | 1 25                           | 1 25                                    |
| 614.....                 | 7192 | 1 25                           | 1 25                                    |
| 615.....                 | 6524 | 1 25                           | 1 25                                    |
| 616.....                 | 6510 | 1 25                           | 1 25                                    |

Note—The Semi-Paste material will stand reduction with P. M. Reducer at the rate of  $1\frac{1}{2}$  to 1.

Price on P. M. Gloss Reducer..... 50

## RAILWAY FLOOR PAINTS

| Put up in 1 and 5-gallon cans |     | per gallon | per gallon |
|-------------------------------|-----|------------|------------|
| Ry. Cat.<br>No.               |     | 1s         | 5s         |
| 2526 Yellow.....              | 376 | 1-30 1-00  | 1-25 35    |
| 2585 Red.....                 | 453 | 1-30 1-20  | 1-25 125   |
| 2808 Slate.....               | 468 | 1-30 1-00  | 1-25 135   |
| 2809 Dust.....                | 469 | 1-30       | 1-25       |
| 2610 Light Brown.....         | 462 | 1-30       | 1-25       |
| 2622 Tan.....                 | 418 | 1-30       | 1-25       |

## STREET RAILWAY FLOOR PAINTS

| Put up in 1 and 5-gallon cans |      | per gallon | per gallon |
|-------------------------------|------|------------|------------|
| St. Ry.<br>Cat. No.           |      | 1s         | 5s         |
| 683.....                      | 487  | 1-30 1-40  | 1-25 35    |
| 684.....                      | 469  | 1-30       | 1-25       |
| 685.....                      | 468  | 1-30       | 1-25       |
| 686.....                      | 466  | 1-30       | 1-25       |
| 687.....                      | 453  | 1 30 1-20  | 1 25 25    |
| 688.....                      | 1820 | 1-30 1-20  | 1-25 35    |

|                                                                                                                      |            |
|----------------------------------------------------------------------------------------------------------------------|------------|
| 1905 Semi-Paste Floor Paint Red. To be reduced for use, two gallons Floor Paint Gloss Reducer to one gallon Red..... | per gallon |
| Floor Paint Gloss Reducer.....                                                                                       | 5s         |
|                                                                                                                      | 1 25       |
|                                                                                                                      | 50         |

## HEADLINING COLORS

| Put up in paste form, in 5-pound pails                                                       |       | per lb.<br>paste |
|----------------------------------------------------------------------------------------------|-------|------------------|
| These colors are selected with special reference to their adaptability for car ceiling work. |       |                  |
| 2215.....                                                                                    | 8764  | 20               |
| 2216.....                                                                                    | 25040 | 20               |
| 2217.....                                                                                    | 25041 | 20               |
| 2218.....                                                                                    | 25042 | 20               |
| 2219.....                                                                                    | 2853  | 20               |
| 2220.....                                                                                    | 2802  | 20               |
| 2221.....                                                                                    | 25048 | 20               |
| 2222.....                                                                                    | 25044 | 20               |
| 2223.....                                                                                    | 2681  | 20               |
| 2224.....                                                                                    | 2683  | 20               |
| 2225.....                                                                                    | 25043 | 20               |
| 2226.....                                                                                    | 25039 | 20               |

## TRUSS-PLANK ENAMELS

Put up in gallon cans  
Is an easy-working varnish paint. Will cover perfectly one coat over a previously painted surface, and is very durable. For use on truss-planks, heater-pipes, foot-rests, etc.

| Ry. and St. Ry.<br>Cat. No. |       | per gal. |
|-----------------------------|-------|----------|
| 2108.....                   | 14037 | \$1 60   |
| 2109.....                   | 14038 | 2 60     |

## RATTAN SEAT ENAMEL 6460

Put up in gallon cans

For renovating and preserving rattan seats. Imitates the natural color. Dries hard overnight. Ordinarily one coat will answer.

Per gallon.....\$2 50

## FLAXOAP

An absolutely pure linseed oil soap, especially adapted for the cleaning of cars, wood-work, etc. Contains no animal fat or free alkali.

| barrels    |            | $\frac{1}{2}$ barrels |            | 50-pound cans   |         |
|------------|------------|-----------------------|------------|-----------------|---------|
| A          | B          | A                     | B          | A               | B       |
| 5<br>7 1/2 | 7<br>9 1/2 | 6 1/2<br>8            | 7 1/2<br>9 | 8 1/2<br>10 1/2 | 9<br>11 |

## WALL AND CEILING COLORS

Put up in gallon cans

For inside walls and ceilings of baggage, mail, express-cars and cabooses. We recommend the use of these colors ground in varnish. Work easily, cover well and dry with a good varnish gloss, which can be easily kept clean. Are very durable. For ordinary repair work one coat will suffice.

| Ry. Catalogue No. |       | per gal. in varnish |
|-------------------|-------|---------------------|
| 2502.....         | 14418 | 1 50                |
| 2505.....         | 14419 | 1 50                |
| 2508.....         | 14420 | 1 50                |
| 2619.....         | 14421 | 1 50                |
| 2627.....         | 14422 | 1 50                |
| 2629.....         | 14423 | 1 50                |
| .....             | ..... | .....               |
| .....             | ..... | .....               |

## CANVAS ROOF PRESERVATIVE PRIMER 15505

A priming coat for new canvas on roofs of steam and electric cars. For best results, lay the canvas dry.

Per gallon.....1s and 5s  
1 30

## METAL ROOF PRIMER 6500

Dark Gray in color. For use on galvanized iron roofs. Very elastic and durable.

Per gallon.....\$1 60

## RAILWAY AND STREET RAILWAY ROOF PAINTS

Very durable. Not affected by extremes of heat and cold. Suitable for canvas, wood and metal roofs.

| St. Ry. Cat. No. | Put up in 1 and 5-gallon cans and barrels | A Quality per gal. | B Quality per gal. |
|------------------|-------------------------------------------|--------------------|--------------------|
| 650 White.....   | 771                                       | 1 55               | 1 35               |
| 651.....         | 7627                                      | 1 50               | 1 25               |
| 652.....         | 7628                                      |                    |                    |
| 653.....         | 7629                                      |                    |                    |
| 655.....         | 7630                                      |                    |                    |
| 658.....         | 7631                                      |                    |                    |
| 662.....         | 7632                                      |                    |                    |
| 663.....         | 7633                                      |                    |                    |
| 664.....         | 7634                                      |                    |                    |
| 665.....         | 7635                                      |                    |                    |
| 666.....         | 7636                                      |                    |                    |
| 667.....         | 7637                                      | 1 50               | 1 50               |
| 668.....         | 7638                                      |                    |                    |

## RAILWAY AND STREET RAILWAY ROOF PAINTS—Continued

| Ry. Catalogue No. |                                                           | bbls. | 5s and 1s |
|-------------------|-----------------------------------------------------------|-------|-----------|
| ....              | Canvas Roof Paint, Brown.....5993                         | 1 25  | 1 30      |
| ....              | Canvas Roof Paint, Black.....5891                         | 1 25  | 1 30      |
| ....              | Canvas Roof Paint, Green.....15465                        | 1 25  | 1 30      |
| ....              | *Brown (Pullman Standard).....5658                        | 1 15  | ....      |
| ....              | *Black (Pullman Standard).....5457                        | 1 15  | ....      |
| 1746              | *Special Heavy Roof Paint.....1246                        | 80    | ....      |
| 2106              | *Standard Paint P. M. No. 5, Gray.....5778                | ....  | 1 25      |
| 2107              | *Standard Paint P. M. No. 5, Green.....5772               | ....  | 1 25      |
| 2110              | *Standard Paint P. M. No. 5, Red.....5776                 | ....  | 1 25      |
| 2111              | *Standard Paint P. M. No. 5, Olive Green.....5779         | ....  | 1 25      |
| ....              | Metal Roof Paint Primer for Steel Passenger Cars.....1783 | ....  | 2 50      |
| ....              | Metalastic Green (Liquid).....9269                        | ....  | 1 15      |
| ....              | Metalastic Gray (Liquid).....9250                         | ....  | 1 15      |
| ....              | Metalastic Black (Liquid).....5891                        | ....  | 1 15      |
| ....              | Metalastic Brown (Liquid).....5993                        | ....  | 1 15      |

For metal roofs, we recommend Standard Paint P. M. No. 5 and Pullman Standard Black and Brown, and regular Liquid Metalastic.

\*Standard Paint P. M. No. 5, Special Heavy Roof Paint and Pullman Standard Roof Paints; Black and Brown are made in semi-paste form, and should be reduced with one gallon pure boiled linseed oil to each gallon of paint.

## CABOOSES, REFRIGERATORS, LINE CARS, ETC.

### STANDARD CABOOSE COLORS

These colors are selected with especial reference to their adaptability for caboose work. We especially recommend "Safety Red" as the most durable bright red which has ever been put on the market. To get best results it should be used over Safety Red Primer.

Put up in varnish in gallon cans; in japan, in 5 and 10-pound pails and press cans; in oil, in 5 and 25-pound pails.

| Ry. Cat. No. |                                      | per gal. in oil liquid | per gal. in varnish liquid | per lb. in japan paste | per lb. in oil paste |
|--------------|--------------------------------------|------------------------|----------------------------|------------------------|----------------------|
| 2002         | Standard Caboose Color, Red.....6573 | 3.00                   | 1.41                       | .47                    | 3.79                 |
| 2034         | Chrome Yellow, M.....6486            | 3.00                   | 1.27                       | .30                    | 2.33                 |
| 2040         | Chrome Yellow, DO.....6714           | 3.00                   | 1.28                       | .30                    | 2.34                 |
| ....         | Safety Red.....1544                  | 2.25                   | 1.42                       | .50                    | 2.72                 |
| ....         | †Safety Red, Primer.....             | ....                   | ....                       | ....                   | .05                  |
| ....         | ....                                 | ....                   | ....                       | ....                   | 2.85                 |

(†Ground in oil, paste form)

### STANDARD REFRIGERATOR AND LINE CAR COLORS

| Ry. Cat. No. | Put up in 1 and 5-gallon cans and barrels | per gal. |
|--------------|-------------------------------------------|----------|
| 2011         | Red.....9987                              | 65       |
| 2512         | Green.....362                             | 1.90     |
| 2550         | Blue.....381                              | 1.60     |
| 2100         | *Yellow, Perfect Method 2, L.....5680     | 1.60     |
| 2101         | *Yellow, Perfect Method 2, M.....5681     | 1.60     |
| 2102         | *Yellow, Perfect Method 2, O.....5642     | 1.60     |
| ....         | *Armour Yellow.....2242                   | 1.60     |
| 2500         | White.....471                             | 1.55     |

\*Should be thinned with one gallon of boiled linseed oil to each gallon of paint.

### BRINE-PROOF TRUCK AND UNDERFRAME COATING

|      |            |    |
|------|------------|----|
| .... | Black..... | 80 |
|------|------------|----|

### INSIDE REFRIGERATOR FINISH 0619

| Per gallon | Put up in 1 and 5-gallon cans and barrels | 75 |
|------------|-------------------------------------------|----|
|------------|-------------------------------------------|----|

# BOX, GONDOLA AND STEEL CARS

## STANDARD FREIGHT-CAR PAINT, PERFECT METHOD No. 3

Put up in 5-gallon cans and barrels

The only perfect method of painting freight-cars yet produced. Most economical in quantity required, time for turning out work, and because it gives the most durable results. For 3-coat work, thin as follows with pure boiled linseed oil or S-W Freight-Car Paint Thinning Oil:

First coat, 4 gallons oil to 1 of paint  
Second coat, 3 gallons oil to 1 of paint  
Third coat, 3 gallons oil to 1 of paint  
For 2-coat work thin as follows:  
First coat, 3 gallons oil to 1 of paint  
Second coat, 3 gallons oil to 1 of paint

Ry. Catalogue  
No.

|      |                                                | per gal. |
|------|------------------------------------------------|----------|
| 1618 | Princes Metallic.....                          | 60       |
| 1670 | 1/2 Venetian Red, 1/2 Princes Metallic.....    | 60       |
| 1721 | Venetian Red.....                              | 60       |
| 5509 | Magnetic Mineral.....                          | 60       |
| .... | Special Freight-Car Paint, Metallic Brown..... | 50       |

## FOR GONDOLAS, TANK AND COAL-CARS

Put up in 1 and 5-gallon cans and barrels

Ry. Cat.  
No.

|      |                                              | per gal. |
|------|----------------------------------------------|----------|
| 408  | Black.....                                   | 1 00     |
| 2106 | Standard Paint P. M. No. 5, Gray.....        | 1 25     |
| 2107 | Standard Paint P. M. No. 5, Green.....       | 1 25     |
| 2110 | Standard Paint P. M. No. 5, Red.....         | 1 25     |
| 2111 | Standard Paint P. M. No. 5, Olive Green..... | 1 25     |
| 2103 | Metastatic Black (Semi-Paste).....           | 1 15     |
| 2104 | Metastatic Brown (Semi-Paste).....           | 1 15     |
| .... | Red Lead (Paste).....                        | 2 65     |

Above should be thinned for use with one gallon of pure boiled linseed oil or S-W Linsoline to each gallon of paint.

Perfect Method Gondola Black..... 75  
Should be thinned for use with three gallons of thinner to each gallon of paint.

Metastatic Steel Car Coating Black (Liquid)..... 85  
Metastatic Steel Car Coating Brown (Liquid)..... 85  
Metastatic Steel Car Coating Green (Liquid)..... 85

Ry. Cat.  
No.

|      |                                       | per gal. |
|------|---------------------------------------|----------|
| .... | Metastatic Green (Liquid).....        | 1 15     |
| .... | Metastatic Gray (Liquid).....         | 1 15     |
| 2912 | Metastatic Black (Liquid).....        | 1 15     |
| 2913 | Metastatic Brown (Liquid).....        | 1 15     |
| .... | Non-Corrodible Graphite (Liquid)..... | 1 15     |

## LINSOLINE 61543

Put up in barrels

Our reducing oil for freight-car paint. It is not necessary to add linseed oil to this oil as it contains the necessary amount. Makes a very durable quick-drying paint.

per gal.

## STANDARD STEEL TRUCK COLOR

Put up in 1 and 5-gallon cans and barrels

For Steel Trucks of Freight-cars, etc. Requires to be thinned for use with one gallon pure boiled linseed oil to each gallon of paint.

.... Grayish Black..... 1 15

LOC 001452

**BRAKE-WHEELS. TRUSS-RODS. ETC.**

**LETTERS. SHIELDS. ETC.**

**Put up in 25-pound pails**

*<76-1000 - Platform order  
150 Bk. Maynard  
letter JTB 4/3/91*



# LOCOMOTIVES

STAIN. BOLD. JMC392

## THE SHERWIN-WILLIAMS METHOD FOR SURFACING LOCOMOTIVES (LIQUID)

Put up in gallon cans

|                                                              |         |          |
|--------------------------------------------------------------|---------|----------|
| The S-W Co. Locomotive Primer.....                           | 1.70 33 | per gal. |
| The S-W Co. Locomotive Surfacers.....                        | 4.88 8  | 2 50     |
| This surfacer is intended to be rubbed with brick and water. |         |          |

## S-W MODERN METHOD LOCOMOTIVE LEVELING COAT

Put up in 5, 10 and 25-pound pails

Used mostly on wheels and rough metal parts which require a knifing or plaster-coat. Can also be thinned with turpentine, applied with a brush, and sanded to a surface.

|                                                       |        |          |
|-------------------------------------------------------|--------|----------|
| ..... Modern Method Knifing Coat Dark Lead Color..... | 8.72 8 | per gal. |
|                                                       |        | 3 00     |

## DURABLE ENGINE FINISH

Put up in 1 and 5-gallon cans

These are perfect finishes for locomotives. Work easily under the brush, flow out smoothly, dry quickly and hard with a beautiful full gloss, and are very durable.

|                                            |        |          |
|--------------------------------------------|--------|----------|
| ..... Black.....                           | 5.20   | per gal. |
| ..... Green.....                           | 6.76   | 2 50     |
| ..... Russia Jacket Enamel.....            | 7.20 6 | 1 75     |
| ..... Special Engine Finish Black.....     | 7.78 3 | 1 75     |
| ..... Water-proof Engine Finish Black..... |        | 1 75     |

## FOR LETTERING

Put up in 1-pound cans and 5-pound pails

|                                          |      |         |
|------------------------------------------|------|---------|
| ..... Imitation Gold (Quick-Drying)..... | 1.77 | per lb. |
|                                          |      | 30      |

## LOCOMOTIVE SIDE ROD AND TIRE ENAMEL

|                        | per gal.<br>in varnish | per lb.<br>in japan     |
|------------------------|------------------------|-------------------------|
| ..... Steel Color..... | 6.88                   | liquid 2 50<br>paste 19 |

## LOCOMOTIVE OR ENGINE-CAB COLORS

We recommend the use of Engine-Cab Colors ground in varnish. The varnish in which these colors are ground is exceedingly elastic and durable, and withstands the strain and racking to which a locomotive is subjected.

Put up in varnish in gallon cans; in japan, in 5 and 10-pound pails and press cans.

| Ry. Catalogue No.                       |         | per gal.<br>in varnish | per lb.<br>in japan |
|-----------------------------------------|---------|------------------------|---------------------|
| 1407 Standard Dark Brunswick Green..... | 4.670 8 | liquid 1 75            | paste 7 24          |
| 2004 Indian Red, D.....                 | 7.40 9  | 1 75                   | 12 22               |
| 2058 Light Swedish Green.....           | 7.370   | 1 75                   | 42 32               |
| 2060 French Crown Green, M.....         | 7.21 9  | 1 75                   | 12 30               |
| 2061 Wine Color, B.....                 |         | 1 75                   | 24 30               |
| 2063 Rich Brown.....                    |         | 1 75                   | 20 20               |
| ..... Ivory Drop Black, R.....          | 6.78 3  | 1 75                   | 17 25               |
| ..... Ivory Drop Black, Special.....    | 6.78 3  | 1 75                   | 12 20               |

### FOR FRONT ENDS

Put up in 1 and 5-gallon cans and barrels

A superior black finish for the front ends of locomotives.

|                                                                           |       |          |
|---------------------------------------------------------------------------|-------|----------|
| ..... Front End Finish .....                                              | 72.77 | per gal. |
| ..... Locomotive Front End Polish Liquid..... { Apply with brush and..... | 72.60 | 75       |
| ..... Locomotive Front End Polish Semi-Paste { polish with burlap.....    | 72.60 | 85       |
|                                                                           |       | 75       |

### FOR SMOKE-STACKS

Ry. Catalogue

Put up in 1 and 5-gallon cans

|                             |       |          |
|-----------------------------|-------|----------|
| No.                         |       | per gal. |
| 2096 Smoke-Stack Black..... | 71.45 | 90       |
| .....                       |       |          |
| .....                       |       |          |

### TRUCK AND FRAME BLACK

Put up in 1 and 5-gallon cans and barrels

Made for the purpose indicated. Dries with a high gloss; is tough, elastic, easy-working and quick-drying.

|       |       |          |
|-------|-------|----------|
| ..... | 74.98 | per gal. |
|       |       | 1 00     |

### POWER-HOUSE SPECIALTIES—MACHINE PAINTS

Put up in 25-pound pails, 100-pound kegs and barrels

For use as a priming-coat on new engines or machinery where the surface is in smooth condition.

Thin for use with pure spirits turpentine. If desirable to hasten the drying the necessary japan should be added to the paint before thinning.

|                                |                   |         |
|--------------------------------|-------------------|---------|
| Black.....                     | 64                | per lb. |
| Red.....                       | 74.72             | 6 1/4   |
| Steel Color—A, B, C, D, E..... | 60.61-6.2-2.2-6.4 | 7       |
| White.....                     | 34.84             | 6 1/2   |
|                                |                   | 7       |

### MACHINE FILLERS

Put up in 25-pound pails, 100-pound kegs and barrels

For getting a surface on rough work. Prime with S-W Machine Paint. Then apply the Filler. It may be thinned with pure spirits turpentine for brush work or may be applied heavy with a broad glazing or putty-knife.

|             |       |         |
|-------------|-------|---------|
| Black.....  | 6.6   | per lb. |
| Maroon..... | 2.463 | 7       |
| Red.....    | 2.413 | 8       |
| White.....  | 2.537 | 8       |

### LUSTRAL ENAMELS

Put up in 1 and 5-gallon cans

A varnish paint of exceptional free-working quality especially adapted for painting engines, dynamos, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

Vermilion and Maroon should be applied over a uniform ground of suitable color.

|                 |       |          |
|-----------------|-------|----------|
| Black.....      | 63.71 | per gal. |
| Green, L.....   | 64.12 | \$1 50   |
| Green, D.....   | 63.72 | 1 50     |
| Indian Red..... | 64.68 | 1 50     |
| Maroon, D.....  | 63.68 | 1 60     |
| Rich Red.....   | 66.45 | 2 25     |
| Steel Gray..... | 64.96 | 2 00     |
| Vermilion.....  | 66.63 | 1 50     |
| Brown.....      | 64.42 | 2 25     |
|                 |       | 1 50     |

### FURNACE BLACK

Put up in 1 and 5-gallon cans and barrels

For parts of smoke-stacks, boiler-fronts, etc., exposed to extreme heat.

|                 |       |        |
|-----------------|-------|--------|
| Per gallon..... | 94.49 | \$1 00 |
|-----------------|-------|--------|

# STATIONS AND BUILDINGS

## STANDARD STATION PAINTS

These goods are heavy bodied, possess good covering capacity, and are very durable. The shades are maintained absolutely uniform. Will cover from a fourth to a third more surface than pure lead and oil, and will wear much longer. Put up in 1 and 5-gallon cans and barrels.

Ry. and St. Ry. Catalogue  
No.

|      |                          |      |
|------|--------------------------|------|
| 2500 | Outside Gloss White..... | 1.71 |
| 2502 | .....                    | 3.21 |
| 2503 | .....                    | 3.52 |
| 2505 | .....                    | 3.54 |
| 2506 | .....                    | 3.55 |
| 2508 | .....                    | 3.57 |
| 2510 | .....                    | 3.60 |
| 2511 | .....                    | 3.61 |
| 2517 | .....                    | 3.61 |
| 2521 | .....                    | 3.71 |
| 2522 | .....                    | 3.72 |
| 2525 | .....                    | 3.75 |
| 2546 | .....                    | 3.83 |
| 2551 | .....                    | 3.83 |
| 2554 | .....                    | 3.87 |
| 2556 | .....                    | 3.87 |
| 2557 | .....                    | 3.91 |
| 2560 | .....                    | 3.92 |
| 2561 | .....                    | 3.93 |
| 2562 | .....                    | 3.93 |
| 2595 | .....                    | 4.56 |
| 2596 | .....                    | 4.57 |
| 2600 | .....                    | 4.64 |
| 2601 | .....                    | 4.70 |
| 2603 | .....                    | 4.72 |
| 2605 | .....                    | 4.75 |
| 2607 | .....                    | 4.78 |
| 2612 | .....                    | 4.79 |
| 2615 | .....                    | 4.87 |
| 2616 | .....                    | 4.87 |
| 2619 | .....                    | 4.85 |
| 2620 | .....                    | 4.86 |
| 2501 | Flat White.....          | 3.50 |
| 2512 | .....                    | 3.62 |
| 2524 | Cardinal Red.....        | 4.13 |
| 2618 | China Gloss White.....   | 4.83 |
| 2624 | .....                    | 4.98 |
| 2635 | .....                    | 5.08 |
| 2637 | .....                    | 3.66 |
| 2625 | .....                    | 4.97 |
| 2626 | .....                    | 4.39 |
| 2627 | .....                    | 4.60 |
| 2628 | .....                    | 4.61 |
| 2629 | .....                    | 4.62 |
| 2630 | .....                    | 2.94 |
| 2631 | .....                    | 3.63 |
| 2636 | .....                    | 3.81 |

Special Station Paints made up in quality of our 9500 Line

Regular Colors.....

Dark Colors.....

per gal.  
1-55  
1.70

4.65  
1-50  
B.R.  
Bullfinch  
1.11

1.75  
1.90  
3.10  
1.55  
1.60  
1.60  
1.90

1.50  
1.65

1.45  
1.25  
1.80

## CONCRETE WALL FINISH

For interior and exterior walls of buildings.

|                       | 1s   | 5s | bbls. |
|-----------------------|------|----|-------|
| Buff.....             | 1.53 |    |       |
| Colonial Yellow.....  | 1.56 |    |       |
| Cream.....            | 1.58 |    |       |
| Dark Brown.....       | 1.53 |    |       |
| Dark Gray.....        | 1.59 |    |       |
| Extra Light Gray..... | 1.54 |    |       |
| Green Stone.....      | 1.53 |    |       |
| Light Brown.....      | 1.53 |    |       |
| Light Gray.....       | 1.53 |    |       |
| Tan.....              | 1.53 |    |       |
| Terra Cotta.....      | 1.53 |    |       |
| Venetian Red.....     | 1.53 |    |       |
| White.....            | 1.53 |    |       |

1.40 1.35 1.30  
1-30 1-25 1-20

1.50 1.45 1.40  
1-40 1-35 1-30

Bullfinch  
1.11

## CONCRETE FLOOR PAINT

|                 |      |          |
|-----------------|------|----------|
| Dust Color..... | 4.69 | per gal. |
| Gray.....       | 4.87 |          |
| Light Tan.....  | 4.88 |          |
| Maroon.....     | 5.28 | 1.40     |
| Moss Green..... | 4.51 | 1.30     |
| Orange.....     | 4.52 |          |
| Red.....        | 4.53 | 1.30     |
| Slate.....      | 4.68 |          |
| Yellow.....     | 3.76 | 1.40     |

Bulletin # 473 1/2 1/13 P. 2m.

## RAILWAY FLAT-TONE

Especially designed for use on walls, ceilings and interior woodwork of stations, office buildings, etc. Flat-Tone produces the rich, velvety effect so much desired. For directions for use, see color-card. Put up in quart, half-gallon and 1-gallon cans.

|                         |       |           |
|-------------------------|-------|-----------|
| 2700 Bright Sage.....   | 15.97 | per gal.  |
| 2701 Buff.....          | 15.89 | 1.40 1.55 |
| 2702 Buff Stone.....    | 15.93 | 1.40      |
| 2703 Caen Stone.....    | 16.21 | 1.40      |
| 2704 Coconut Brown..... | 15.99 | 1.40      |
| 2705 Cream.....         | 15.87 | 1.40      |
| 2706 Forest Green.....  | 15.07 | 1.40      |
| 2707 French Gray.....   | 15.06 | 1.40      |
| 2708 Fresco Green.....  | 15.14 | 1.40      |
| 2709 Golden Brown.....  | 15.07 | 1.40      |
| 2710 Holland Blue.....  | 16.21 | 1.40      |
| 2711 Ivory.....         | 15.86 | 1.40      |
| 2712 Lichen Gray.....   | 15.88 | 1.40      |
| 2713 Maple Green.....   | 15.98 | 1.40      |
| 2714 Old Gold.....      | 15.90 | 1.40      |
| 2715 Old Rose.....      | 15.89 | 1.40      |
| 2716 Pale Azure.....    | 15.92 | 1.40      |
| 2717 Pale Olive.....    | 15.96 | 1.40      |
| 2718 Pearl Gray.....    | 15.91 | 1.40      |
| 2719 Pompeian Red.....  | 15.08 | 2.00 1.5  |
| 2720 Rich Maroon.....   | 15.03 | 2.00      |
| 2721 Shell Pink.....    | 15.94 | 1.40 1.50 |
| 2722 Silver Gray.....   | 15.95 | 1.40      |
| 2723 Tan.....           | 15.01 | 1.40      |
| 2724 Terra Cotta.....   | 15.98 | 1.40      |
| 2725 White.....         | 5.18  | 1.40      |

## PRESERVATIVE SHINGLE STAINS MADE WITH CREOSOTE

|                 | per gallon |    |         |
|-----------------|------------|----|---------|
|                 | 1s         | 5s | barrels |
| A20 to A22..... | 60         | 50 | 40      |
| B41 to B48..... | 80         | 70 | 60      |
| C71 to C83..... | 95         | 85 | 75      |

Low limit discount.....per cent

Bulletin # 472 1/2 1/13 P. 2m.

## ENAMELOID

Now Belging white 709 Put up in gallon cans

|                     |           |
|---------------------|-----------|
| Regular Colors..... | per gal.  |
| Wine.....           | 1.75 1.40 |
| Cardinal.....       | 2.50 3.00 |
|                     | 2.50 3.00 |

## HIGH GLOSS WALL AND CEILING FINISH

Put up in 1 and 5-gallon cans

An enamel-like finish for use on inside walls and ceilings of stations, offices, etc. It is made from good materials, works easily, and gives a hard varnish finish, which can be cleaned easily.

|             |      | per gal. |
|-------------|------|----------|
| White       | 7.10 | 1.75     |
| Black       | 7.29 | 1.75     |
| Emerald     | 20.6 | 1.75     |
| Flesh       | 71.8 | 1.75     |
| Gray        | 72.1 | 1.75     |
| Grass Green | 70.8 | 1.75     |
| Ivory       | 71.1 | 1.75     |
| Mauve       | 71.9 | 1.75     |
| Olive       | 72.7 | 1.75     |
| Pink        | 72.9 | 1.75     |
| Primrose    | 22.8 | 1.75     |
| Satin Green | 71.6 | 1.75     |
| Sky-Blue    | 71.3 | 1.75     |
| Tan         | 72.7 | 1.75     |
| Wine        | 72.6 | 2.50     |
| Cardinal    | 72.5 | 2.50     |

*Redging white 4.00*

*4.00  
4.00*

## TARGETS AND SEMAPHORES

### IN VARNISH

These goods are put up in self-sealing quart cans that can be tightly closed after using, thereby preserving in perfect condition the unused portion of the paint. They are in the most convenient form for use. Dry with a good varnish finish, which can be easily wiped and kept clean. Are very durable. We call particular attention to the red, which is the most permanent bright red ever offered for the purpose.

|                                              |      | per gal. |
|----------------------------------------------|------|----------|
| Safety Red                                   | 507  | 3.50     |
| Target Black                                 | 71.4 | 2.50     |
| Target Green                                 | 72.1 | 2.50     |
| Target White                                 | 72.4 | 3.00     |
| Target Yellow                                | 74.8 | 3.00     |
| The above colors in Old Dutch Railway Enamel |      | 3.50     |
| <i>Redging white 4.00</i>                    |      |          |

### IN JAPAN AND IN OIL

| Ry. Catalogue No. | Put up in 5 and 10-pound pails | per lb. |
|-------------------|--------------------------------|---------|
|                   | Safety Red (in oil)            | 55      |
|                   | Safety Red (Quick-Drying)      | 1.05    |
| 2044              | Target Green (Quick-Drying)    | 34      |
| 2105              | Target Green (in oil)          | 28      |
|                   | Target Yellow (Quick-Drying)   | 30      |
|                   | Target Yellow (in oil)         | 25      |

### MILE-POSTS, CROSSING SIGNALS, ETC. 471

Made expressly for the purpose indicated. A very superior article of exceptional covering and spreading capacity, and very durable. Put up in 1 and 5-gallon cans and barrels.

|                           |      |          |
|---------------------------|------|----------|
| Standard Sign-Board White | 4.71 | per gal. |
|---------------------------|------|----------|

418

*ABC. B. 17.0*

# BRIDGES, STRUCTURAL WORK, ETC. 111200

## BRIDGE PAINT

Put up in 1 and 5-gallon cans and barrels

The highest grade graphite paint known for the protection of metal surfaces. Contains no pigment other than absolutely inert Graphite (approximately 95 per cent pure).

Ry. Catalogue

No.

2623 Non-Corrosible Graphite (liquid)..... *489* ..... per gal. 1 15

## METALASTIC (LIQUID)

The most satisfactory all 'round metal protective paint on the market. Particularly adapted where conditions of use require rapid and hard-drying qualities. It is a careful combination of graphite and other materials with strictly pure linseed oil and a special drier, and has greater durability than many of the so-called pure graphite paints of other manufacturers. Especially adapted for use on structural steel, steel cars and metal surfaces that must be handled soon after painting, on roofs where a slower drying paint could not be satisfactorily used and on all other surfaces subject to abrasion.

|                                |             |          |      |
|--------------------------------|-------------|----------|------|
| Metalastic Green (liquid)..... | <i>9260</i> | per gal. |      |
| Metalastic Black (liquid)..... | <i>8897</i> |          | 1 15 |
| Metalastic Gray (liquid).....  | <i>9380</i> |          | 1 15 |
| Metalastic Brown (liquid)..... | <i>8993</i> |          | 1 15 |

## CARBON PAINT, RED DIAMOND BRAND (LIQUID)

A chemically inert paint, made on a charcoal base, combined with the purest of materials. This paint produces a very thick homogeneous film which affords wonderful protecting and lasting properties. It also possesses splendid working and drying properties. Sherwin-Williams Carbon Paint, Red Diamond Brand, is especially adapted for use on bridges and all other structural work where quick drying and good spreading qualities are necessary. Extensive tests have been made of this material, and these tests have demonstrated that this product represents the highest development in Metal Protective Paints in regard to its wearing and spreading qualities. This paint will be found to give satisfaction in every way.

|                                           |             |          |      |
|-------------------------------------------|-------------|----------|------|
| .... Carbon Paint, Red Diamond Brand..... | <i>5998</i> | per gal. |      |
|                                           |             |          | 1 25 |

## RED LEADS (PASTE AND LIQUID)

|                                                                                     |  |          |      |
|-------------------------------------------------------------------------------------|--|----------|------|
| Pure Red Lead (paste), put up in 1 and 3-gallon cans and $\frac{1}{2}$ barrels..... |  | per gal. |      |
| For ordinary work, thin with $\frac{1}{4}$ gallon raw oil to one gallon of paint.   |  |          | 2 65 |

|                                           |             |         |      |      |
|-------------------------------------------|-------------|---------|------|------|
|                                           |             | barrels | 5s   | 1s   |
| Liquid Red Lead (Pure Red Lead).....      | <i>5479</i> |         | 1 90 | 1 95 |
| Red Lead Color (Suspended Red Lead) ..... | <i>5926</i> | 1 60    | 1 65 | 1 70 |

Red Lead Color made on a red lead base to meet the demand for goods of this character. It is our opinion that, though confessedly a substitute for red lead, it does unquestionably give better results than pure red lead, as it has not so high an oxidizing power.

|                                                                                  |    |
|----------------------------------------------------------------------------------|----|
| 2090 } Mineral paints in semi-paste form. The most durable and economical paints |    |
| 2091 } of the kind to be had .....                                               | 75 |
| 2092 }                                                                           |    |

## METAL POLE PAINTS

Put up in 1 and 5-gallon cans and barrels

Non-Corrosible Graphite is made of pigment approximately 95 per cent pure graphite, and is greatly superior to all other graphite paints on the market.

|                                        |             |          |      |
|----------------------------------------|-------------|----------|------|
| Non-Corrosible Graphite (liquid) ..... | <i>489</i>  | per gal. |      |
| Metalastic Brown (liquid).....         | <i>5993</i> |          | 1 15 |
| Metalastic Black (liquid) .....        | <i>8891</i> |          | 1 15 |
| Metalastic Green (liquid).....         | <i>9260</i> |          | 1 15 |
| Metalastic Gray (liquid).....          | <i>8993</i> |          | 1 15 |

# SPECIAL POLE PAINTS FOR USE ON WOODEN POLES

Put up in 1 and 5-gallon cans and barrels

| St. Ry. | Catalogue No.       | Price per gal. |
|---------|---------------------|----------------|
| 690     | White.....          | \$1.25         |
| 691     | Olive Green, L..... | 1.00           |
| 692     | Drab.....           | 1.00           |
| 693     | Black.....          | 1.00           |
| 694     | Bronze Green.....   | 1.00           |
| 695     | Olive Green, D..... | 1.00           |
| 696     | Dark Green.....     | 1.00           |
| 697     | Bright Red.....     | 1.00           |
| 698     | Maroon.....         | 1.00           |
| 699     | Bright Green.....   | 1.00           |

The above are furnished ready for use.

# FIRST QUALITY OIL COLORS

Put up in 1 and 5-pound cans, 12½ and 25-pound pails

## BLACKS

|                     |      | per lb.<br>net weight |
|---------------------|------|-----------------------|
| Ivory Drop.....     | 215  | 19                    |
| English Coach.....  | 215  | 19                    |
| Sign Painters'..... | 10.2 | 24                    |
| Lamp.....           | 216  | 22                    |

## BLUES

|                  |       |      |
|------------------|-------|------|
| Cobalt.....      | 19.44 | 35   |
| Prussian.....    | 218   | 1 25 |
| Ultramarine..... | 219   | 27   |

## BROWNS

|                                   |         |    |
|-----------------------------------|---------|----|
| Raw and Burnt Turkey Umber.....   | 221-232 | 19 |
| Raw and Burnt Italian Sienna..... | 223-224 | 20 |
| Vandyke.....                      | 225     | 24 |

## GREENS

|                                 |         |    |
|---------------------------------|---------|----|
| Bronze.....                     | 240     | 18 |
| Paris.....                      | 241     | 30 |
| Chrome, L., M. and D.....       | 242-243 | 21 |
| French Crown, L., M. and D..... | 194-195 | 16 |

## REDS

|                         |      |      |
|-------------------------|------|------|
| Safety.....             | 2555 | 55   |
| Orinoco Vermilion.....  | 212  | 35   |
| American Vermilion..... | 224  | 27   |
| English Vermilion.....  | 238  | 1 75 |
| English Rose Lake.....  | 249  | 35   |
| English Rose Pink.....  | 239  | 26   |
| Tuscan.....             | 217  | 21   |
| Bright Tuscan.....      | 210  | 24   |
| Permanent Tuscan.....   | 241  | 30   |
| Indian.....             | 230  | 17   |
| English Venetian.....   | 231  | 11   |
| Turkey.....             | 220  | 25   |

Quilting to 8" 7/15  
not men (clawed)

## YELLOWS

|                              |                                  |    |
|------------------------------|----------------------------------|----|
| Chrome, L. M. O. and DO..... | 222, 232, 211, 233, C, 234, K, O | 26 |
| Golden Ochre.....            | 215                              | 16 |
| Yellow Ochre.....            | 236                              | 11 |
| Chrome.....                  | 213, 217, 218, 219, 220          | 21 |





# COLORS IN JAPAN, QUICK-DRYING

Put up in 1-pound cans, 5 and 10-pound pails, and press cans

## BLACKS

|                              |     | net prices<br>per lb. |
|------------------------------|-----|-----------------------|
|                              | A   | B                     |
| Chemically Refined Lamp..... | 179 | 20                    |
| Ivory Drop, R. R.....        | 122 | 30                    |
| Ivory Drop, R.....           | 123 | 20                    |
| Ivory Drop, Special.....     | 129 | 20                    |
| No. 19 Black.....            | 119 | 18                    |

## REDS

|                                                            |     |       |
|------------------------------------------------------------|-----|-------|
| American Vermilion.....                                    | 242 | 32    |
| Carmine Striping.....                                      | 132 | 3 25  |
| English Scarlet Lake, XXX.....                             | 110 | 3 50  |
| English Crimson Lake, XXX.....                             | 130 | 4 00  |
| English Venetian.....                                      | 128 | 18    |
| English Vermilion, L. and D.....                           | 143 | 1 75  |
| Indian, L. and D.....                                      | 124 | 27    |
| No. 40 French Carmine (Glaze).....                         | 149 | 4 50  |
| No. 40 French Carmine (1/4-pound tubes) net per dozen..... | 149 | 15 15 |
| Permanent Tuscan.....                                      | 141 | 40    |
| Safety.....                                                | 177 | 1 05  |
| Tuscan.....                                                | 170 | 32    |
| Wine Color, B.....                                         | 170 | 36    |
| Wine Color, D.....                                         | 150 | 44    |

## GREENS

|                                |     |    |
|--------------------------------|-----|----|
| Brunswick, D.....              | 140 | 30 |
| Bronze.....                    | 154 | 36 |
| Chrome, L., M. and D.....      | 299 | 30 |
| Extra Coach, L., M. and D..... | 124 | 33 |
| French Crown.....              | 147 | 30 |
| Milori, L., M. and D.....      | 133 | 59 |
| Swedish, L.....                | 157 | 32 |
| Very Dark.....                 | 157 | 45 |
| Rockaway.....                  | 157 | 33 |

## BLUES

|                          |     |      |
|--------------------------|-----|------|
| Cobalt.....              | 244 | 69   |
| Coach.....               | 254 | 63   |
| Prussian.....            | 154 | 1 25 |
| Royal.....               | 250 | 59   |
| Ultramarine (Glaze)..... | 154 | 54   |
| Imperial, L. and D.....  | 415 | 59   |

## BROWNS

|                           |     |    |
|---------------------------|-----|----|
| Raw and Burnt Umber.....  | 121 | 25 |
| Raw and Burnt Sienna..... | 121 | 26 |
| Metallic.....             | 157 | 26 |
| Vandyke.....              | 157 | 33 |
| Golden Tan.....           | 157 | 27 |
| Quaker Brown.....         | 157 | 27 |

## WHITES

|                  |     |    |
|------------------|-----|----|
| Flake.....       | 144 | 34 |
| French Zinc..... | 157 | 32 |
| Ivory.....       | 157 | 34 |
| Silver.....      | 143 | 28 |
| White Lead.....  | 140 | 22 |

## YELLOWS

|                               |      |      |
|-------------------------------|------|------|
| Cadmium.....                  | 8095 | 3 75 |
| Chrome, L., M. O. and DO..... | 138  | 30   |
| Dutch Pink (Glaze).....       | 159  | 38   |
| Gold Imitation.....           | 159  | 33   |
| Golden Ochre.....             | 142  | 22   |
| Naples.....                   | 150  | 78   |
| Yellow Ochre.....             | 157  | 17   |
| Straw Color.....              | 157  | 25   |

## SHERWIN-WILLIAMS FILLER

For use in filling grain of hardwood  
Put up in 1 and 5-pound cans

|                  | net prices<br>per lb. |
|------------------|-----------------------|
| Antique Oak..... | 8                     |
| Golden Oak.....  | 8                     |
| Mahogany.....    | 8                     |
| Oak.....         | 8                     |
| Red Oak.....     | 8                     |
| Transparent..... | 8                     |
| Walnut.....      | 8                     |

## PREPARED GRAINING COLORS FINELY GROUND IN OIL

Put up in 1 and 5-pound cans

|                | net prices<br>per lb. |
|----------------|-----------------------|
| Ash.....       | 15                    |
| Cherry.....    | 15                    |
| Chestnut.....  | 15                    |
| Dark Oak.....  | 15                    |
| Light Oak..... | 15                    |
| Maple.....     | 15                    |
| Mahogany.....  | 15                    |
| Walnut.....    | 15                    |
| Ground.....    | 15                    |

## SHERWIN-WILLIAMS COLORS—DISTEMPER FRESCO

Ground in water without size

Each jar contains about 6¼ fluid ounces, but vary in weight according to gravity of color

|                               | per jar |
|-------------------------------|---------|
| All regular earth colors..... | 12      |
| .....                         |         |
| .....                         |         |
| .....                         |         |

Refer to page 61, Trade Sales section, for prices on other colors

## VARNISH STAIN

Put up in gallon cans

|                | per gal. |
|----------------|----------|
| Cherry.....    | 2 00     |
| Ebony.....     | 2 00     |
| Dark Oak.....  | 2 00     |
| Green.....     | 2 00     |
| Ground.....    | 2 00     |
| Mahogany.....  | 2 00     |
| Light Oak..... | 2 00     |
| Rosewood.....  | 2 00     |
| Walnut.....    | 2 00     |

## OIL STAIN

Put up in gallon cans

|                         |      |
|-------------------------|------|
| All regular colors..... | 1 20 |
|-------------------------|------|

## ALUMINUM PAINT "BRIGHT AS SILVER" 29

| ¼ Pts. | ½ Pts. | Pts. | Qts. | Gals. |
|--------|--------|------|------|-------|
| 15     | 30     | 50   | 95   | 3-60  |
| 20     | 35     | 65   | 115  | 4-25  |

## LIQUID GOLD 25

| ¼ Pts. | ½ Pts. | Pts. | Qts. | Gals. |
|--------|--------|------|------|-------|
| 30     | 50     | 90   | 1 70 | 6 50  |

## HANDCRAFT STAINS

Put up in gallon cans

|                     | per gal. |
|---------------------|----------|
| Regular Shades..... | 2 50     |

**BRAS-BRITE 14755**

REIN 2MAIJIM-WIWR5

A liquid metal polish

Put up in quart,  $\frac{1}{2}$  gallon and gallon packages

An excellent polish for brass, copper, nickel, silver, etc.

| qts. | $\frac{1}{2}$ g | 1g |
|------|-----------------|----|
| 30   | 40              | 70 |

**CHLOROCENE**

A splendid wood preservative, and very effective for the preservation of poles, bridges, timbers, etc.

Barrels..... 60

**DECO-PASTE**

A washable, sanitary and durable cold-water finish for interior use

Put up in 1 and 5-gallon cans and barrels

Ground in processed vegetable oils, to be thinned by addition of water.

Special colors on request

|                 | barrels | 5g | 1g   |
|-----------------|---------|----|------|
| White..... 5320 | 90      | 95 | 1 00 |

**S-W DECOTINT WALL FINISH**

Ready for use when mixed with cold water

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly dry. For colors and more information, see color-card.

Net prices per pound

|                         | 5-lb. pkgs. | 100-lb. kegs    | barrels |
|-------------------------|-------------|-----------------|---------|
| Tints, No. 1 to 16..... | 7           | 5 $\frac{1}{2}$ | 5       |
| White.....              | 6           | 4 $\frac{1}{2}$ | 4       |

**S-W PERMENTO**

Cold-water paint for outside use

Permento is especially suited for use on the exterior of buildings. Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of any average surface. For colors and more information, see color-card.

Net prices per pound

|                                                                             | 5-lb. pkgs. | 50-lb. kegs      | 100-lb. kegs | 200-lb. bbls.    | 400-lb. bbls. |
|-----------------------------------------------------------------------------|-------------|------------------|--------------|------------------|---------------|
| White.....                                                                  | 7           | 6 $\frac{1}{2}$  | 6            | 5 $\frac{1}{2}$  | 5             |
| Color Nos. 2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21..... | 8           | 7 $\frac{1}{2}$  | 7            | 6 $\frac{1}{2}$  | 6             |
| 1, 8, 14, 22.....                                                           | 9           | 8 $\frac{1}{2}$  | 8            | 7 $\frac{1}{2}$  | 7             |
| 16.....                                                                     | 10          | 9 $\frac{1}{2}$  | 9            | 8 $\frac{1}{2}$  | 8             |
| Black.....                                                                  | 10          | 9 $\frac{1}{2}$  | 9            | 8 $\frac{1}{2}$  | 8             |
| 23.....                                                                     | 12          | 11 $\frac{1}{2}$ | 11           | 10 $\frac{1}{2}$ | 10            |

**S-W FACTORY COATING**

Cold-water paint for inside use

Specially made for the inside coating of warehouses, freight-sheds, etc. Five pounds of powder will make a gallon of paint which will cover about 200 square feet.

Net price per pound

Barrels..... 3

# INSULATING VARNISHES AND IMPREGNATING COMPOUNDS

## **AJAX INSULATING CLEAR ELASTIC BAKING 0346**

Is a light-colored baking varnish which can be used very satisfactorily for either brushing or dipping purposes. It is very elastic, has remarkable heat-resisting and good penetrating and binding qualities. This varnish bakes in from 5 to 7 hours at 180 to 200 degrees Fahrenheit. It will air-dry in about 24 hours. If found too heavy in consistency, thin with benzine.

|                 |      |      |         |
|-----------------|------|------|---------|
|                 | 1s   | 5s   | barrels |
| Per gallon..... | 1 25 | 1 10 | 1 00    |

## **AJAX INSULATING BLACK ELASTIC BAKING 0670**

Is a black baking varnish which possesses very high powers of insulation. It is very elastic and will retain its elasticity under long continued heat. Is oil and moisture-proof and bakes in from 7 to 10 hours at 180 to 200 degrees Fahrenheit.

|                 |      |      |         |
|-----------------|------|------|---------|
|                 | 1s   | 5s   | barrels |
| Per gallon..... | 1 25 | 1 10 | 1 00    |

## **AJAX CLEAR QUICK BAKING 01146**

For quick repairs to motor, transformer and generator windings. Bakes in 3 hours at 200 degrees Fahrenheit. Is oil and water-proof, elastic and a high insulator. Acid-proof and free from acids.

|                 |      |      |         |
|-----------------|------|------|---------|
|                 | 1s   | 5s   | barrels |
| Per gallon..... | 1 20 | 1 10 | 1 00    |

## **AJAX INSULATING BLACK QUICK BAKING 0276**

Is similar in general character to above except that it bakes quicker, viz., in from 2 to 3 hours at 180 to 200 degrees Fahrenheit. Is especially adapted where it is desired to turn work out in a short time. It has very good insulating qualities, is oil and moisture-proof and very elastic for a quick-baking varnish.

|                 |      |      |         |
|-----------------|------|------|---------|
|                 | 1s   | 5s   | barrels |
| Per gallon..... | 1 10 | 1 00 | 90      |

## **AJAX INSULATING CLEAR AIR-DRYING 0873**

Is similar in character to Ajax Clear Baking except that it will dry in 5 to 6 hours at 70 degrees Fahrenheit without the necessity of baking. It is suitable for quick repairs and can be dipped or brushed. This varnish is oil and moisture-proof and possesses high insulating qualities.

|                 |      |    |         |
|-----------------|------|----|---------|
|                 | 1s   | 5s | barrels |
| Per gallon..... | 1 05 | 95 | 85      |

## **AJAX INSULATING BLACK QUICK AIR-DRYING 0721**

Is designed for use on repairs and can be either brushed or dipped. It dries sufficiently hard to handle in a half-hour at 70 degrees Fahrenheit without the necessity of baking. It is moisture-proof and retains its flexibility under long continued heat in service.

|                 |    |    |         |
|-----------------|----|----|---------|
|                 | 1s | 5s | barrels |
| Per gallon..... | 90 | 80 | 70      |

## **AJAX FINISHING BLACK AIR-DRYING 01132**

Is intended as a finishing-coat on armatures, field-coils, etc. It produces a black, glossy surface, which is impervious to oil. It dries quickly and can be used as a finishing-coat for apparatus in service.

|                 |      |      |         |
|-----------------|------|------|---------|
|                 | 1s   | 5s   | barrels |
| Per gallon..... | 1 60 | 1 45 | 1 35    |

### **AJAX IMPREGNATING COMPOUND, BLACK 0965**

Is of the same general character as Ajax Oil-Proof Compound except that it is not absolutely insoluble in oil. Has good insulating qualities, is moisture-proof, and as it is chemically inert, will not attack the copper or injure cotton in any way. These goods have a drip point of 210 to 220 degrees Fahrenheit, and are quite fluid at 270 to 290 degrees Fahrenheit, which is as high a temperature as it is safe to run the treating tanks.

Per pound..... 5½

### **AJAX IMPREGNATING COMPOUND REDUCERS**

Used for reducing Impregnating Compounds and to maintain drip point at any degree desired. These reducers are non-volatile, non-oxidizing and non-inflammable. As a reducer for Black Impregnating Compound, specify No. 1 Reducer. As a reducer for Oil-Proof Impregnating Compound, specify No. 2 Reducer.

Per gallon.....

5s barrels  
75 60

### **UNDERWRITERS INSULATING BLACK ENAMEL, ACID-RESISTING 1757**

For use as a protective coating on poles which are set into the ground, for the boxing on third-rail systems and similar uses.

Per gallon.....

1s 5s barrels  
80 70 60

### **AJAX FILLING COMPOUND**

For general filling in purposes, such as junction boxes and underground telephone work, pot heads ignition apparatus, etc.

Per pound.....

Drums  
3¾

# RAILWAY AND STREET RAILWAY VARNISHES, JAPANS AND DRIERS

## **FINEST DURABLE RAILWAY VARNISH 022**

For finishing-coats on cars. This varnish is very durable. A beautiful working piece of goods. It flows out smoothly and evenly and dries with a rich, full gloss. Is pale in color.

Per gallon..... \$4 00

## **DURABLE RAILWAY BODY VARNISH 023**

For finishing-coats on cars. Has superior working qualities. Is a little quicker and harder drying than the above, nevertheless exceedingly durable and will give entirely satisfactory results.

Per gallon..... 3 00

## **ENAMELASTIC FINISHING VARNISH 023**

Used with Modern Method System for finishing-coats on cars, works and dries well, and is very durable.

Per gallon..... 3 00

## **RAILWAY REXPAR 030**

An extremely durable outside water-resisting varnish for Railway and Street Railway use. Pale in color, heavy bodied and easy working. Dries dust-free in 3 to 4 hours, and hard to recoat in 24 hours.

Per gallon..... 3 00

## **FINEST DURABLE RAILWAY RUBBING VARNISH 024**

For under-coats on cars. Tough and durable. Dries hard so that it can be rubbed in three days without danger of sweating.

Per gallon..... 2 75

## **DURABLE RAILWAY RUBBING VARNISH 025**

For under-coats on cars. Works easily, hardens so as to rub in 2 days.

Per gallon..... 2 50

## **DURABLE INSIDE RAILWAY VARNISH 0397**

For interiors of cars. A pale varnish. Works well under the brush. Dries and hardens quickly and with a full gloss. Can be rubbed. For best results use over the Sherwin-Williams Filler (paste).

Per gallon..... 2 75

## **RAILWAY SCAR-NOT 0227**

A pale, heavy bodied varnish for Railway and Street Railway inside use. Works freely under the brush—dries dust-free in 3 hours and hard in 24 hours.

Per gallon..... 2 00

## **EXPOSED CAR SEAT VARNISH 0387**

Made expressly for varnishing wooden seats of cars, which are exposed to the weather. Dries quicker and harder than finishing varnish, and is more durable than ordinary rubbing varnish.

Per gallon..... 2 75

## **DURABLE LOCOMOTIVE FINISHING VARNISH 027**

A clear varnish for finishing-coats on locomotives. Made of carefully selected materials. Has great durability, flows out evenly under the brush, and dries with a rich, full lustre.

Per gallon..... 2 75

## **PALE HEADLINING RUBBING VARNISH C1022**

An extremely pale, heavy bodied varnish, particularly adapted for headlining work. Dries dust-free in 3 hours and hard in 24 hours with a high gloss. Can be rubbed.

Per gallon..... 2 25

**GOLD SIZE JAPAN 098**

A superior article, very economical owing to its strength, and is perfectly safe to put in any mixture. It is a binder that can be used with delicate colors and will facilitate the drying of all under-coats. It is the best possible size for gilding—safe and certain.

Per gallon..... \$2 50

**S-W IMPERIAL COACH JAPAN 0266**

Will dry oil in from 12 to 18 hours, and by itself on glass, becomes dust-free in 20 minutes. It does not become brittle, and is an absolutely satisfactory article for use in the car-shop. In the manufacture of rough stuff, it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so exceedingly elastic that it uniformly prevents cracking of the under-coats. Its pale color makes it particularly adaptable for light colors.

Per gallon..... 1 65

**COACH-PAINTERS' JAPAN 069**

For drying and hardening paints and colors. Especially adapted for use of car painters. A thoroughly reliable article.

Per gallon..... 1 60

**COACH JAPAN 028**

For use in oil colors. A strong and reliable drier which mixes perfectly with oil.

Per gallon..... 1 25

**RAILWAY JAPAN, No. 99 021**

A high-grade S-W Specialty which we wish to push for general railway use.

Per gallon..... 1 25

**RAILWAY DRIER, No. 66 0229**

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only one part of No. 66 Drier to 20 parts raw linseed oil is required to secure perfect drying.

Per gallon..... 80

**PERFECT METHOD DRIER 01121**

An extremely elastic liquid drier, particularly adapted for freight-car paint, etc. Can be used in any quantity desired without danger of burning the paint.

Per gallon in barrels..... 55

**DURABLE OUTSIDE DEPOT VARNISH 01**

A tough, elastic varnish which will withstand the most severe exposure. Especially suitable for doors and all outside work.

Per gallon..... 2 25

**DURABLE INSIDE DEPOT VARNISH 02**

Adapted to all interior work. It is durable, flows out smoothly and evenly, and dries with an excellent gloss.

Per gallon..... 1 85

**DURABLE DEPOT FLOOR VARNISH 09**

This varnish is positively unexcelled. It dries overnight and can be walked upon next day. An extra day should be given where used on floors of crowded waiting-rooms. It is tough and durable, will stand great wear and repeated scrubbing.

Per gallon..... 2 00

**MISSION-LAC 019**

Answers the same purpose as shellac, used with wax, does not turn white when subjected to moisture, will not grow thick like shellac, when used in draughts of air, works easily, does not show laps or streaks, dries dust-free in 1 hour, and hard in 24 hours.

Per gallon..... 1 50

# **VELVET FINISH** 7539

For interior finishing reproduces the same effect as an oil-rubbed job. Should be applied as a finishing-coat over previous coats of varnish which have been used in bringing up surface. As there is no wax in composition, can be refinished in same way.

Per gallon..... \$2 35

# **PERFECT METHOD OIL** 61121

A low-priced thinning oil for freight-car paint and similar articles to be offered where it is desired to use some kind of a prepared oil. Best results are obtained when used with linseed oil.

Per gallon..... ~~40~~

# **TAXITE (SEMI-LIQUID)** 74

Put up in gallon cans

Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way, wood surfaces on which it is applied. Brush on a thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood-alcohol; apply a second coat before scraping if necessary on account of thickness of old paint and varnish coats.

Per gallon..... 1 42½

# **TAXITE (SEMI-PASTE)** 21.1111

To be used for same purpose as above.

Per gallon..... 88 1 42½

21.1111 11.1111 02.12

340  
A R 2 F  
42 45 31 42



0007-SWP-000010927

# Marine Sales Department

Bulletin No. 467

December 10th, 1915

SUBJECT—Advance in Prices.

Supplementing former bulletins, the following prices are in effect immediately on goods listed in the Marine Section of our Trade Sales Price List:

## Marine Paint for Hulls, (Page 603)

Change Catalog Number 2008 to Catalog Number 2808.

|                                    |         |
|------------------------------------|---------|
| D. & C. Green, (Rx 5537).....      | \$ 1.85 |
| Yacht White Finish, (Rx 7121)..... | 3.00    |

### Add to the List—

|                                            |      |
|--------------------------------------------|------|
| Outside Marine Flat White, (Rx 15891)..... | 2.00 |
|--------------------------------------------|------|

## Marine Paint for Steel Hulls, (Page 603)

|                                     | Bbls. | 5s   | 1s   |
|-------------------------------------|-------|------|------|
| S-W Paste Red Lead, (Rx 15878)..... |       |      | 2.75 |
| S-W Liquid Red Lead, (Rx 5479)..... | 1.95  | 2.00 | 2.05 |
| S-W Red Lead Color, (Rx 5926).....  | 1.60  | 1.65 | 1.70 |

## Marine Paint for Cabins, (Page 603)

|                                           |      |
|-------------------------------------------|------|
| Engine-Room White Enamel, (Rx 14115)..... | 2.25 |
|-------------------------------------------|------|

## Marine Superstructural Enamels, (Page 604)

|                                                  |      |
|--------------------------------------------------|------|
| Maroon, Bronze Green, Buff, Slate and Gray ..... | 1.60 |
| White, (Rx 709).....                             | 2.25 |

## Barge and Lighter Paints, (Page 604)

|                                      |      |
|--------------------------------------|------|
| No. 2913 Light Green, (Rx 9346)..... | 1.50 |
| No. 2914 Gray, (Rx 5939).....        | 1.25 |

## Flaxoap, (Page 604)

|        | Bbls. | ½ Bbls. | 50-lb.<br>cans |
|--------|-------|---------|----------------|
| A..... | 7½    | 8       | 8½             |
| B..... | 8½    | 9       | 9½             |

## Marine Paints for Decks, (Page 605)

|                           | 5s   | 1s   |
|---------------------------|------|------|
| No. 2877, (Rx 453).....   | 1.25 | 1.30 |
| No. 2878, (Rx 9905).....  | 1.25 | 1.30 |
| No. 2879, (Rx 15424)..... | 1.25 | 1.30 |
| No. 2881, (Rx 487).....   | 1.35 | 1.40 |
| No. 2882, (Rx 9906).....  | 1.25 | 1.30 |
| No. 2883.....             | 1.25 | 1.20 |

## Composition for Steel Bottoms and Racing Compounds, (Pages 605 and 40-A)

|                                                            |      |
|------------------------------------------------------------|------|
| No. 2—Second Coat (Red) anti-fouling, (Rx 56).....         | 2.75 |
| Liquid Bronze Anti-fouling Compound, (Rx 15074), .....qts. | 1.25 |

## Canvas Preservative, (Page 606)

|                                 |     |
|---------------------------------|-----|
| White, (Rx 14114),.....per gal. | .85 |
|---------------------------------|-----|

## Marine Paint for Smoke-Stacks, (Page 606)

|                                                                      |      |
|----------------------------------------------------------------------|------|
| Smoke-Stack Blue, Red, U. S. Navy Std. and Smoke-Stack Yel. LM&D,... | 1.65 |
|----------------------------------------------------------------------|------|

## Marine Lustral Enamels, (Page 607)

|                             |      |
|-----------------------------|------|
| Light Green, (Rx 6712)..... | 1.65 |
| Dark Green, (Rx 6372).....  | 1.65 |

## Liquid Red Lead, (Page 608)

|                | 5s   | 1s   |
|----------------|------|------|
| (Rx 5479)..... | 2.00 | 2.05 |

Yours very truly,

P. L. MAURY, Manager

PLM-LS

# **MARINE SALES DEPARTMENT**

*received  
10-4-15*  
**REPRESENTATIVES' CONFIDENTIAL PRICE-LIST**



East B55C F-15 1392

0007-SWP-000010929

## INDEX

### **PAINTS AND VARNISHES FOR MARINE TRADE**

|                                      | Page    |
|--------------------------------------|---------|
| Anti-Fouling Paint .....             | 605     |
| Aluminum Paint .....                 | 608     |
| Barge and Lighter Paints .....       | 604     |
| Bottom Composition .....             | 605     |
| Bras-Brite .....                     | 609     |
| Bras-Brite (Non-Inflammable) .....   | 609     |
| Buoy Red .....                       | 608     |
| Cabin Paints .....                   | 603     |
| Canvas Preservative .....            | 606     |
| Copper Paints .....                  | 606     |
| Deck Paints .....                    | 605     |
| Decotint Wall Finish .....           | 609     |
| Enamels .....                        | 604     |
| Engine-Room White Enamel .....       | 603     |
| Factory Coating .....                | 609     |
| Flat-Tone .....                      | 608-609 |
| Flaxoap .....                        | 604     |
| Hull Paints .....                    | 603     |
| Interior Paints .....                | 604     |
| Lustral Enamels .....                | 607     |
| Marine Superstructural Enamels ..... | 604     |
| Mast Paint .....                     | 604     |
| Metastatic .....                     | 603-606 |
| Old Dutch Enamel .....               | 604     |
| Permento .....                       | 609     |
| Red Lead Color .....                 | 603-608 |
| Red Lead Liquid .....                | 608     |
| Red Lead Paste .....                 | 608     |
| Side Light Paint .....               | 605     |
| Smoke-Stack Paints .....             | 606     |
| Taxite .....                         | 605     |
| Varnish Stains .....                 | 607     |
| Varnishes and Driers .....           | 602     |
| White Zinc and Marine White .....    | 606     |
| Yacht White Finish .....             | 604     |

# MARINE VARNISHES

Put up in 1 and 5-gallon cans

## SPECIAL MARINE 0222

A varnish for general purposes, and is made for both outside and inside use. It is remarkably easy-working and it is very durable and elastic. It is excellent for outside doors, boats and other work where a good, tough varnish is necessary. Dries dust-free in 8 to 10 hours, hard in from 36 to 48 hours.

Per gallon.....\$2 50

## REXPAR 04

Intended for use on steamships, yachts, boats, canoes, outside doors, bath-rooms, kitchens, etc. It will withstand severe exposure, and will not turn white, even when constantly submerged in fresh or salt water, or subjected to boiling water. Dries dust-free in 3 to 4 hours and well overnight.

Per gallon.....\$3 25

## SCAR-NOT 02

A water-proof interior varnish of great durability. Water has no effect upon it, and it will not mar nor scratch white.

Per gallon.....\$2 00

## No. 1 FURNITURE 057

A reliable varnish for furniture and general inside use.

Per gallon.....\$1 10

## MARINE DURABLE FLOOR 09

A perfect floor finish. It is tough, elastic, and under foot-wear will not scratch or mar. It is also suitable for linoleum, oilcloth, etc. It works well, flows out evenly under the brush and dries with a tough, wear-resisting gloss. It dries dust-free in about 8 hours and can be walked on the next day, although for best results two days should be given.

Per gallon.....\$2 00

## MARINE INTERIOR FINISHING 02

The most durable interior finish that can be produced. It is not affected by steam or water and will wear with perfect satisfaction. It is very transparent and gives to the finest woods a desirable depth and richness of finish. It is exceedingly free-working. Dries dust-free in about 6 hours with a rich lustre, and can be rubbed down in 48 hours and hand polished the next day. To get the best results do not use over Shellac or Liquid Filler, but use the varnish itself, thinned slightly with pure spirits turpentine, for first coat.

Per gallon.....\$1 85

## MARINE DRIER 0229

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only 1 part to 20 parts raw linseed oil is required to secure perfect drying.

Per gallon.....\$1 00

602

# MARINE PAINTS

## MARINE PAINT FOR HULLS

| Cat. No. | Put up in 1 and 5-gallon cans and barrels | bbis. | 5s   | gals. |
|----------|-------------------------------------------|-------|------|-------|
| 2800     | White, for Wood or Steel Hulls.....       | 1 45  | 1 50 | 1 55  |
| 2801     | Black, for Wood or Steel Hulls.....       | 1 45  | 1 50 | 1 55  |
| 2802     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2803     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2804     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2805     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2008     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2812     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2813     | .....                                     | 1 45  | 1 50 | 1 55  |
| 2891     | .....                                     | 1 45  | 1 50 | 1 55  |
|          | D. and C. Green.....                      | 1 60  | 1 65 | 1 70  |
|          | Yacht White, Finish.....                  | 1 60  | 1 65 | 1 70  |
|          | Red Lead Color.....                       | 1 60  | 1 65 | 1 70  |
|          | Liquid Hull Black.....                    | 85    | 90   | 1 00  |

\*No. 2801 (Black) is made heavy enough in consistency to admit of thinning, by the addition of one gallon of pure boiled linseed oil to each gallon of paint.

†Nos. 2812 and 2813 are semi-liquid and should be thinned for first coat by the addition of 3 gallons of pure boiled linseed oil to each gallon of paint. For second and third coats with from 1½ to 2 gallons pure boiled linseed oil to each gallon.

We recommend for first coat the addition of about ½ pint of pure spirits turpentine to the paints as thinned above. When one coat only is required, omit the turpentine. The economy in the use of these goods can readily be seen, and for durability and beauty of finish they cannot be excelled.

## MARINE PAINT FOR STEEL HULLS

|                                                                      |         | per gal.       |
|----------------------------------------------------------------------|---------|----------------|
| S-W Paste Red Lead.....                                              | 1 58 78 | 2 65           |
| S-W Liquid Red Lead.....                                             | 5 4 79  | 1 80 1 90 1 95 |
| S-W Red Lead Color.....                                              | 5 7 2 6 | 1 60 1 50 1 70 |
| Metalastic Black (Liquid).....                                       | 1 15    | 1 20 1 25      |
| Metalastic Brown (Liquid).....                                       | 1 15    | 1 20 1 25      |
| Metalastic Green (Liquid).....                                       | 1 15    | 1 20 1 25      |
| Metalastic Gray (Liquid).....                                        | 1 15    | 1 20 1 25      |
| Liquid Hull Black.....                                               | 85      | 90 95          |
| Liquid Hull Green.....                                               | 85      | 90 95          |
| Liquid Hull Brown.....                                               | 85      | 90 95          |
| 2801 Black (Mix gallon for gallon with pure boiled oil for use)..... |         | 1 00           |

## MARINE PAINT FOR CABINS

For outside or inside work, of very high grade and of great body and covering power—far superior to any other on the market. Especially adapted for painting dock and wharf buildings. Put up in 1 and 5-gallon cans and barrels.

Can be scrubbed repeatedly without injury.

|       |                               | per gal. |
|-------|-------------------------------|----------|
| 2806  | .....                         | 3 8 2 2  |
| 2814  | .....                         | 3 5 4    |
| 2816  | .....                         | 3 5 7    |
| 2817  | .....                         | 3 6 0    |
| 2821  | .....                         | 3 7 5    |
| 2825  | .....                         | 3 9 2    |
| 2826  | .....                         | 4 5 6    |
| 2827  | .....                         | 4 5 7    |
| 2830  | .....                         | 4 7 0    |
| 2834  | Black.....                    | 4 6 7    |
| 2837  | .....                         | 5 5 3    |
| 2841  | .....                         | 3 5 1    |
| 2845  | .....                         | 4 4 2    |
| 2849  | .....                         | 4 6 1    |
| 2870  | .....                         | 4 6 0    |
| 2894  | .....                         | 5 9 3    |
| 2895  | .....                         | 4 8 5    |
| 2896  | .....                         | 4 8 6    |
| 2897  | .....                         | 3 1 1    |
| 2836  | Flat White.....               | 1 1 8 2  |
| 2840  | China Gloss White.....        | 2 7 3    |
| 2835  | Gloss White, Outside.....     | 4 7 1    |
| ..... | Engine-Room White Enamel..... | 1 1 1 5  |



## MARINE PAINT FOR SIDE LIGHTS

Put up in 1/2-pint self-sealing cans

These are bright, handsome colors. Ground in varnish and dry with a high-gloss finish, which is easily wiped and kept clean. Half-pint package contains sufficient for painting the brackets that hold the side lights.

|                   |      |     |        |          |    |    |
|-------------------|------|-----|--------|----------|----|----|
| Signal Red.....   | 5.25 | 5.7 | 1/2 pt | per pkg. | 20 | 55 |
| Signal Green..... | 5.05 |     |        |          | 20 |    |

## MARINE PAINT FOR DECKS

A superior quality of paint made expressly for the purpose indicated. It dries very quickly with a hard, elastic surface that is absolutely free from tack. It has great covering capacity and is low in price. Put up in 1 and 5-gallon cans.

| Cat.                                 | No. |         | 5s   | 1s   |
|--------------------------------------|-----|---------|------|------|
| 2877                                 |     | 453     | 1 10 | 1 15 |
| 2877 Spec.                           |     | 154.12  | 90   | 95   |
| 2878                                 |     | 920.5   | 1 10 | 1 15 |
| 2879                                 |     | 154.24  | 1 10 | 1 15 |
| 2881                                 |     | 4.87    | 1 10 | 1 15 |
| 2882                                 |     | 730.6   | 1 10 | 1 15 |
| 2883                                 |     | 931.7   | 1 00 | 1 05 |
| 2887                                 |     | 15.721  | 1 40 | 1 45 |
| Deck Varnish, Clear.                 |     | 0.11.21 | 50   |      |
| Deck Enamel, Black, for Steel Decks. |     | 14.759  | 60   |      |

## TAXITE (SEMI-LIQUID) 74

Put up in gallon cans

Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way wood surfaces on which it is applied. Brush on thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood-alcohol; apply a second coat before scraping, if necessary on account of thickness of old paint and varnish.

Per gallon..... 1 42 3/4

## COMPOSITION FOR STEEL BOTTOMS THE S-W CO. ANTI-FOULING PAINT

Put up in 1 and 5-gallon cans

No. 1, first coat, should be applied over the bare iron or over a coat of red lead or good paint. It is an anti-rust paint, and is intended to preserve the iron or steel from rusting, and at the same time form a perfect under-coat for the No. 2, which contains the poison and anti-fouling properties. Both Nos. 1 and 2 are ready to use, easy of application, and work very freely under the brush. No. 2, or finishing-coat, is a handsome red in color, and is in every way the best anti-fouling paint on the market.

|                                               |       |          |      |
|-----------------------------------------------|-------|----------|------|
| No. 1 first coat (Brown), anti-corrosive..... | 5.5   | per gal. | 1 50 |
| No. 2 second-coat (Red), anti-fouling.....    | 5.6   |          | 2 65 |
| S-W Boot Topping, Waterline Red.....          | 4.269 |          | 1 30 |

## ANTI-FOULING AND RACING COMPOUNDS

Put up in 1/4, 1/2 and gallon cans.

Corinthian Green, a beautiful shade of very light green for bottoms of yachts, motor-boats, etc. Prevents marine growths in all waters.

|                                   |           |           |               |           |
|-----------------------------------|-----------|-----------|---------------|-----------|
| Corinthian Green, per gallon..... | pts. 4 75 | qts. 4 60 | 1/2 gal. 4 55 | gal. 4 50 |
|-----------------------------------|-----------|-----------|---------------|-----------|

Royal Green, a light green for same purpose as above, but offered where it is necessary to make a lower price. Is not as good as Corinthian Green.

|                  |       |           |               |           |
|------------------|-------|-----------|---------------|-----------|
| Royal Green..... | 745.3 | qts. 2 85 | 1/2 gal. 2 80 | gal. 2 75 |
|------------------|-------|-----------|---------------|-----------|

|                                                                        |  |           |               |           |
|------------------------------------------------------------------------|--|-----------|---------------|-----------|
| Beacon White, Anti-fouling Racing Compound where white is desired..... |  | qts. 6 05 | 1/2 gal. 6 00 | gal. 5 95 |
|------------------------------------------------------------------------|--|-----------|---------------|-----------|

|                                                                                                     |       |  |           |               |
|-----------------------------------------------------------------------------------------------------|-------|--|-----------|---------------|
| Liquid Bronze Anti-fouling Racing Compound; an Anti-fouling Composition of Copper Bronze Color..... | 15.74 |  | qts. 1 00 | 1/2 gal. 1 00 |
|-----------------------------------------------------------------------------------------------------|-------|--|-----------|---------------|



## COPPER PAINTS

Put up in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and gallon cans

Are prepared especially for preserving wooden vessel bottoms from adhesive worms, barnacles, seaweeds, etc. Numerous tests made, prove our Copper Paints to contain a larger percentage of copper, and to be the best on the market. Regularly made in the three colors named. Finely ground, work easily and brush out well.

|                                   |      | $\frac{1}{4}$ gal. | $\frac{1}{2}$ gal. | gal. |
|-----------------------------------|------|--------------------|--------------------|------|
| Brown.....                        | 5982 | 1-95               | 1-80               | 1-35 |
| Green.....                        | 5788 | 2-30               | 2-15               | 2-10 |
| Red.....                          | 5607 | 1-95               | 1-80               | 1-35 |
| Atlantic Copper Paint, Brown..... | 5684 | 1 50               | 1 45               | 1 40 |

## CANVAS PRESERVATIVE

Put up in 1 and 5-gallon cans

For water-proofing sail-covers, tarpaulins, etc. Is transparent and does not discolor the fabric.

|                        |       |                          |
|------------------------|-------|--------------------------|
| White, per gallon..... | 14114 | 85<br>75<br>B 467 14.1/5 |
|------------------------|-------|--------------------------|

## METALASTIC (SEMI-PASTE)

Put up in 1 and 5-gallon cans and barrels

Made especially for use on iron and steel surfaces. It is furnished in semi-paste form and should be thinned with one gallon of pure boiled linseed oil to each gallon of paint.

|            |      | bbis.<br>per gal. | 5s   | 1s   |
|------------|------|-------------------|------|------|
| Black..... | 5652 | 1 15              | 1 20 | 1 25 |
| Brown..... | 5638 | 1 15              | 1 20 | 1 25 |
| Green..... | 5774 | 1 15              | 1 20 | 1 25 |
| Gray.....  | 5778 | 1 15              | 1 20 | 1 25 |

## METALASTIC LIQUID

|            |      | bbis. | 5s   | 1s   |
|------------|------|-------|------|------|
| Black..... | 5891 | 1 15  | 1 20 | 1 25 |
| Brown..... | 5793 | 1 15  | 1 20 | 1 25 |
| Green..... | 7268 | 1 15  | 1 20 | 1 25 |
| Gray.....  | 5550 | 1 15  | 1 20 | 1 25 |

## MARINE WHITE AND MARINE WHITE ZINC

Put up in 12 $\frac{1}{2}$ , 25, 50, 100 and 250-pound kegs

Marine White and Marine White Zinc are especially prepared for marine use, and are in all respects the best on the market for that purpose. They will be found to be very white, of good body and very durable. They are finely ground, and consequently will be found to be economical to use by reason of their good working qualities and the increased surface they will cover. They are also especially prepared to resist the destructive action of water.

|                   |    | per lb. |
|-------------------|----|---------|
| Marine White..... | 9  | 78      |
| Marine Zinc.....  | 11 | 10 14   |

## MARINE PAINT FOR SMOKE-STACKS

Put up in 1 and 5-gallon cans and barrels

A high-grade heat-resisting paint, and far more durable over superheated surfaces than any others on the market.

|                                       |      | per gal. |
|---------------------------------------|------|----------|
| Smoke-Stack Black.....                | 7145 | 90       |
| Smoke-Stack Blue.....                 | 7146 | 1 50     |
| Smoke-Stack Red.....                  | 7147 | 1 50     |
| Smoke-Stack U. S. Navy Standard.....  | 6481 | 1 50     |
| Smoke-Stack Yellow, L., M. and D..... | 6381 | 1 50     |
| Smoke-Stack Red Lead.....             | 7126 | 1 70     |

Bulletin No. 107

January 19, 1916 191

Subject Advance in Prices

For Miss L. Witt

## EASTERN EDITION

Effective immediately all prices on Composition for Steel Bottoms also Anti-Fouling and Racing Compounds listed on Page 605 of the Marine Sales Price List are withdrawn. The new net prices for the present, and subject to changes without notice, are as follows:

No. 1 First-coat Brown Anti-Corrosive Rx 55 \$1.55 per gal.

No. 2 Second-coat Red Anti-Fouling Rx 56 3.25 " "

S-W Boot Topping Water-line Red Rx 9759 1.40 " "

|                       | Rx     | 1s   | $\frac{1}{2}$ s | $\frac{1}{4}$ s | pts. |
|-----------------------|--------|------|-----------------|-----------------|------|
| Corinthian Green 9900 | \$6.00 | 6.10 | 6.20            | 6.40            |      |

## Page 606 - Copper Paint:

|                                     | Rx | 1s | $\frac{1}{2}$ s | $\frac{1}{4}$ s | 1s   |
|-------------------------------------|----|----|-----------------|-----------------|------|
| Brown Rx 5982                       | -  | -  | \$2.35          | 2.30            | 2.25 |
| Green Rx 5798                       | -  | -  | 3.35            | 3.30            | 3.25 |
| Red Rx 5606                         | -  | -  | 2.35            | 2.30            | 2.25 |
| Atlantic Copper Paint Brown Rx 5684 | -  | -  | 2.00            | 1.95            | 1.90 |

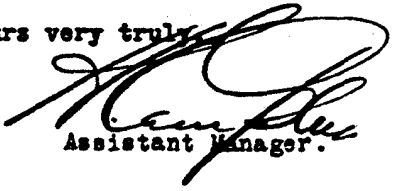
Add to the list

Atlantic Copper Paint Red Rx 16345 2.00 1.95 1.90

The costs are being figured on Royal Green, Beacon White and Anti-Fouling Bronze Racing Compound and new prices will be announced in a later bulletin. The Atlantic Copper Paint is to be sold where it is impossible to secure the price it is necessary that we get for our regular Copper Paints. The Atlantic Copper Paints are of a very good quality and equal to most of the competitive copper paints on the market and superior to a great many.

For very large business on Copper Paints with large shipbuilding yards, where it is necessary to make special prices, such special prices must not be made without first being taken up with headquarters.

Yours very truly,

  
Assistant Manager.

Railway and Marine Sales Department

No. 462

November 24, 1915

Advance in Prices

Effective immediately the following advances and prices on products listed in the Railway, Street-Railway and Marine-Sales sections of the Price-list are in effect. This is in addition to advances announced in our bulletin No. 461 dated November 18th.

Stencil White, Rex 9, Page 413 - Advance 1¢, new Price 8¢

Concrete Wall Finish, Rex 15392, Page 416 - Advance 10¢, making the new prices:

|        | 1s     | 5s   | bbls. |
|--------|--------|------|-------|
| White  | \$1.50 | 1.45 | 1.40  |
| Colors | \$1.40 | 1.35 | 1.30  |

Concrete Floor Paint, Page 417 - Advanced 10¢, per gallon making the new price - \$1.40

For Railway business ONLY this advance does not cover Red, Rex 453, the price of which remains \$1.30 as before.

Preservative Shingle Stain, Page 417, are not as now listed - no discount.

Enameloid, Page 417

White and ) - Advance 65¢, making new price \$2.40  
Regular Colors )

Wine and )

Carmine ) - Advance 50¢, making new price \$3.00.

High Gloss Wall and Ceiling Finish, Page 418 - same advances as Enameloid.

Aluminum Paint, Page 423 - new prices are now

| 1/4 pts. | 1/2 pts | pts. | qts. | gals. |
|----------|---------|------|------|-------|
| 20¢      | 35¢     | 65¢  | 1.15 | 4.35  |

Marine Enamel for Interiors

Enameloid, Page 604

White and ) - Advance 65¢, new price \$2.40  
Regular Colors )

Wine and )

Carmine ) new price \$3.00

Marine Paint for Side Lights, Page 605

Signal Red, Rex 507 - Advance 15¢ - new price 35¢ per 1/2 pt. pkg.

Marine White and Marine White Zinc, Page 606

Advance - Marine White, Rex 9 - 1¢ - new price 8¢

Advance - Marine White Zinc, Rex 11 - 2¢ - new price 12¢

Copper Paint, Page 606

Brown, Rex 5982 - Advance 5¢ per gallon making new prices:

|      |           |       |
|------|-----------|-------|
| qts. | 1/2 gals. | gals. |
| 2.00 | 1.95      | 1.90  |

Green, Rex 5798 - Advance 10¢ - new prices

|      |           |       |
|------|-----------|-------|
| qts. | 1/2 gals. | gals. |
| 2.30 | 2.25      | 2.20  |

Red, Rex 5606

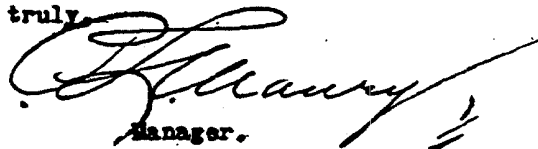
|      |           |       |
|------|-----------|-------|
| qts. | 1/2 gals. | gals. |
| 2.00 | 1.95      | 1.90  |

Aluminum Paint, Page 608 - Advance, making new prices as follows:

|          |          |      |      |       |
|----------|----------|------|------|-------|
| 1/4 pts. | 1/2 pts. | pts. | qts. | gals. |
| 20¢      | 35¢      | 65¢  | 1.15 | 4.35  |

We are going over the costs of all other products listed as fast as possible and such other advances as we find necessary will be announced promptly.

Yours very truly,

  
Manager.

PLM/P

## MARINE LUSTRAL ENAMELS

Put up in 1 and 5-gallon cans

A varnish paint of exceptional, free-working quality, especially adapted for finishing engines, machinery, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

|                          | per gal. |
|--------------------------|----------|
| Black.....               | 1 50     |
| Brown.....               | 1 50     |
| Green, Light.....        | 1 50     |
| Green, Dark.....         | 1 50     |
| Maroon, Dark.....        | 2 25     |
| Medium Blue.....         | 1 60     |
| U. S. Navy Standard..... | 2 00     |
| Vermilion.....           | 2 25     |

## MARINE VARNISH STAINS

Put up in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and gallon cans

Imitates the color of the woods named. Can be used over light-colored raw wood or painted surfaces. Stains and varnishes at one operation. For best results, use Ground Color before applying the Stain.

|                      | per gal. |
|----------------------|----------|
| Cherry.....          | 2 00     |
| Dark Oak.....        | 2 00     |
| Ebony.....           | 2 00     |
| Extra Light Oak..... | 2 00     |
| Green.....           | 2 00     |
| Ground.....          | 2 00     |
| Light Oak.....       | 2 00     |
| Mahogany.....        | 2 00     |
| Rosewood.....        | 2 00     |
| Walnut.....          | 2 00     |

## ALUMINUM PAINT 28

For engines, radiators, steam-pipes, etc.

Is unaffected by moisture or extreme heat, cold, or lubricating oil—is absolutely inert, anti-corrosive—is easily applied and dries quickly.

| Price per package..... | $\frac{1}{4}$ pt.<br>15<br>20 | $\frac{1}{2}$ pt.<br>30<br>35 | pt.<br>50<br>65 | qt.<br>95<br>115 | gal.<br>3.60<br>4.35 |
|------------------------|-------------------------------|-------------------------------|-----------------|------------------|----------------------|
|------------------------|-------------------------------|-------------------------------|-----------------|------------------|----------------------|

## BUOY RED 5926

Put up in 1 and 5-gallon cans and barrels

The most permanent red on the market for painting buoys. It will hold its color longer than any other red known.

|                 |      |
|-----------------|------|
| Per gallon..... | 1 70 |
|-----------------|------|

## RED LEAD COLOR 5926

Put up in 1 and 5-gallon cans and barrels

Made on a red lead base to meet the demand for goods of this character. It is our opinion that, though confessedly a substitute for red lead, it does unquestionably give better results, as it has not so high an oxidizing power. It has greater spreading power than red lead alone because it is of lighter specific gravity and of equal, if not greater opacity. The lighter specific gravity prevents the rapid settling and hardening in the can and counteracts the tendency to crawl and run, as in red lead.

| bbls. | 5s   | 1s   |
|-------|------|------|
| 1 60  | 1 65 | 1 70 |

## LIQUID RED LEAD 5479

Put up in 1 and 5-gallon cans and barrels

This is a strictly pure lead ground and mixed in strictly pure linseed oil, so handled as to improve working quality and partly overcome the tendency to settle. It will show economy over dry lead mixed on the job on account of its better working and spreading qualities resulting from the finer pigment particles and the more intimate incorporation with the oil.

Cat.

No.

| 2849 (Pigment is strictly pure red lead) ..... | 5s   | 1s   |
|------------------------------------------------|------|------|
|                                                | 1 90 | 1 95 |

## RED LEAD (PASTE) 5879

Put up in 1 and 3-gallon cans and  $\frac{1}{2}$  barrels

For ordinary work, thin with  $\frac{3}{4}$  gallon raw oil to one gallon of paint.

|                 |      |
|-----------------|------|
| Per gallon..... | 2 65 |
|-----------------|------|

## FLAT-TONE

Put up in  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1-gallon cans

Especially suited for use on interiors of cabins, staterooms, etc. Will produce the rich, velvety effects so much desired.

|                     |       | per gal. |
|---------------------|-------|----------|
| Bright Sage.....    | 15 97 | 1 40     |
| Buff Stone.....     | 15 93 | 1 40     |
| Buff.....           | 15 89 | 1 40     |
| Caen Stone.....     | 15 89 | 1 40     |
| Cocoonut Brown..... | 15 99 | 1 40     |
| Cream.....          | 15 87 | 1 40     |
| Forest Green.....   | 15 97 | 1 40     |
| French Gray.....    | 15 96 | 1 40     |
| Fresco Green.....   | 15 94 | 1 40     |
| Golden Brown.....   | 15 94 | 1 40     |
| Holland Blue.....   | 16 21 | 1 40     |
| Ivory.....          | 15 84 | 1 40     |
| Lichen Gray.....    | 15 88 | 1 40     |
| Maple Green.....    | 15 98 | 1 40     |
| Old Gold.....       | 15 98 | 1 40     |
| Old Rose.....       | 15 84 | 1 40     |

## FLAT-TONE—Continued

|                   |        |          |      |     |
|-------------------|--------|----------|------|-----|
| Pale Azure.....   | 151.92 | per gal. | 1.40 | 155 |
| Pale Olive.....   | 151.96 |          | 1.40 | "   |
| Pearl Gray.....   | 151.91 |          | 1.40 | "   |
| Pompeian Red..... | 154.02 |          | 2.00 | 215 |
| Rich Maroon.....  | 154.03 |          | 2.00 | "   |
| Shell Pink.....   | 151.94 |          | 1.40 | 155 |
| Silver Gray.....  | 151.95 |          | 1.40 | "   |
| Tan.....          | 152.01 |          | 1.40 | "   |
| Terra Cotta.....  | 154.05 |          | 1.40 | "   |
| White.....        | 151.88 |          | 1.40 | "   |

ETC 1/15/15  
5-61

## BRAS-BRITE

Put up in quart, ½ gallon and gallon lithographed packages

An excellent liquid polish for brass, copper, nickel, silver, etc.

|                 |      |      |    |     |    |    |
|-----------------|------|------|----|-----|----|----|
| Bras-Brite..... | 4755 | qts. | 30 | 3½s | 1s | 70 |
|-----------------|------|------|----|-----|----|----|

## MARINE BRASS POLISH (NON-INFLAMMABLE)

For marine trade where such is demanded.

|                          |  |      |    |     |    |    |
|--------------------------|--|------|----|-----|----|----|
| Marine Brass Polish..... |  | qts. | 30 | 3½s | 1s | 70 |
|--------------------------|--|------|----|-----|----|----|

## DECOTINT WALL FINISH

Ready for use when mixed with cold water

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly hard. For colors and more information, see color-card.

|                         |        |       |         |       |
|-------------------------|--------|-------|---------|-------|
| Tints, No. 1 to 16..... | 140 00 | 5-lb. | 100-lb. |       |
| White.....              |        | pkgs. | kegs    | bbls. |
|                         |        | 7     | 5½      | 5     |
|                         |        | 6     | 4½      | 4     |

Net prices per pound

## PERMENTO

Cold-water paint for outside use

Permento is especially suited for use on the exterior of buildings.

Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of an average surface. For colors and more information, see color-card.

|                                                                             |       |        |         |         |         |
|-----------------------------------------------------------------------------|-------|--------|---------|---------|---------|
| White.....                                                                  | 5-lb. | 50-lb. | 100-lb. | 200-lb. | 400-lb. |
|                                                                             | pkgs. | kegs   | kegs    | bbls.   | bbls.   |
| Color Nos. 2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21..... | 8     | 7½     | 7       | 6½      | 6       |
| 1, 8, 14, 22.....                                                           | 9     | 8½     | 8       | 7½      | 7       |
| 16.....                                                                     | 10    | 9½     | 9       | 8½      | 8       |
| Black.....                                                                  | 10    | 9½     | 9       | 8½      | 8       |
| 23.....                                                                     | 12    | 11½    | 11      | 10½     | 10      |

Net prices per pound

## FACTORY COATING

Cold-water paint for inside use

Especially made for the inside coating of warehouses, freight-sheds, etc.

Five pounds of powder will make a gallon of paint which will cover about 200 square feet.

For more information, see card.

|              |   |
|--------------|---|
| Barrels..... | 3 |
|--------------|---|

Net price per pound

0007-SWP-000010942



# ADVERTISING FOR 1913

## A FEW SUGGESTIONS ON ORDERING AND DISTRIBUTING

*The distribution of advertising matter through our agents calls for the most careful supervision on the part of our representatives. Don't*

give an agent or dealer anything he can't or won't use. By being careful in your distribution to the agent who is not a good advertiser, you can afford to be generous to an agent who is a born advertiser, and who never abuses such a favor. Exercise careful judgment in ordering advertising. Don't get into the habit of asking for a certain assortment of advertising in all cases. Study each man's needs individually and give him just what he can use to advantage. You need to use just as much thought in making up an order for advertising as you do in making up an order for goods.

Even the most effective color-cards, booklets and display features that were ever designed and printed, won't be of much service as business-producers if not used rightly. Our advertising is expensive, and every Sherwin-Williams representative must realize his responsibility for its proper distribution and use in his territory. What help is it all if stowed away in some dark corner of an agent's store?

This list comprises our entire regular line of advertising for distribution to the agent and to the consumer through the agent.

The listed features together with the direct-mail advertising and other special work, represent over 60 per cent of our entire advertising appropriation, leaving us less than 40 per cent to be devoted to national magazine advertising, national bulletins and signs, the C. and M., railway, street railway and marine advertising, and the advertising we do through the mail and trade papers to help land new business.

In the entire 100 per cent of our appropriation we have not allowed one cent for the payment of newspaper space, program advertising, printing of stationery, or any of the other special advertising privileges that are so often requested by agents. We have cut them out—not because we do not consider them good advertising, but because we cannot afford to extend our appropriation one dollar further; we have already put on our list all the good advertising we feel we can afford to do. If we made provision for such special concessions we would have to cut out some of our present advertising methods, and we are not willing to do that, because we consider our present methods a better business investment from every point of view.

In talking advertising to agents, the representative must discourage all special propositions. It is easier for you to handle the matter personally than for the office to do so by letter. But, if you have to put it up to the office, be careful not to make any half promise to the agent or give him any ground for hope; it will only make him more disappointed when he hears from us.

It is our intention to be liberal in the distribution of advertising, but not wasteful. Liberality with an agent who uses his advertising as it should be used is a good investment; liberality with an agent who misuses his advertising is waste.

Don't let the poor advertiser impose on you—he'll take all you give him.

Don't order show-cards or hangers unless you see the agency has the "show-card habit." Some stores never display them; others always do.

Don't order booklets and enclosing-slips unless you know the agent uses them systematically.

Impress upon the agent the necessity of being careful in his distribution of color-cards.

Don't order the MM-2 or MM-4 unless you know the agent will put them up promptly and in good locations.

Don't order anything just for the sake of making a showing or to impress the agent. Order it because you know it will be used and help sell the goods. The agent who is lukewarm about advertising will be just as well satisfied with his color-cards and a show-card or two as he would be with a long list. Give him a little now and try to train him into an advertising spirit.

Encourage the agent to use our window-trims. This is good advertising for the agent and good for us. When you order a trim for an agent, see that he uses it.

Remember that you are responsible for the manner in which over 60 per cent of our advertising expense is distributed. You can waste a lot of it by thoughtless ordering.

Think twice before you order.

We fear that many representatives do not present the advertising of our proposition as completely and effectively as it can and should be presented.

Always carry in your outfit the various portfolios showing our display features—the show-cards, signs, hangers, window-displays, etc.

Have the portfolios with you in order that you may convince the prospect of the size and scope of our national magazine advertising, the work of our Decorative Department, the property-owners' letters, the promoting we do with painters, architects and others, and the splendid advertising we supply the agent for his own use—the XY Electrotypes, the booklets and enclosing-slips for counter distribution, the lantern-slides, posters, etc.

Every representative must become a good advertiser himself, and then work to make every one of his agents good advertisers, too. Do some educational work along this line and just watch the returns in increased sales.

Get your agent interested in keeping his paint stock well arranged and in a conspicuous place; get him to dress paint windows, to use electros in his local papers, to take interest in and use all special campaigns we plan and exploit from time to time through *The S W P*. Supposing you have 300 agents using as much as \$20 worth of space a year in their local papers for pushing S-W Products with the assistance of our XY's—you have a nice little newspaper appropriation of \$6000 working for you.

Be sure your agents send in lists of property-owners' names during the season—those who ought to paint and those who are going to paint.

Our helps to the agent are tremendously strong, and have never yet failed to get business for those who co-operate with us. It is up to you as a Sherwin-Williams representative to obtain this co-operation.

  
Advertising Manager

## FOR DISTRIBUTION TO AGENTS AND DEALERS

### SWP

C—Sample Folder. 15 to 30 to each SWP Agent, with business-card printed on first page.

C-1—Short C containing 16 colors. Quantities same as C.  
C-2—Short C containing 18 colors. Quantities same as C.  
C-3—Special C to assist agents in ordering stock. Same as regular C, but with colors arranged in numerical order. One to each agent. On no account can these be given to agents for counter distribution.

F—Sign and Paddles of full line. An expensive feature which should under no circumstances be given or shown where there is no proper place for display. Not given to agents using C-1 or C-2.

F—Paddles only. Furnished to agents who have a good F sign, the paddles of which are shabby or marred.

CC—Celluloid Coated Show-Card. Full line of colors. To be given only to agents who do not get "F."

CC-1—Celluloid Coated Show-Card, containing same colors as C-2. One to each dealer handling the short line.

G—Case of Sample Cards for dealers use. One to a dealer. To be sent in more liberal quantities or to painters on approval of managers only.

### FLOOR FINISHES

H-3—Display Unit. Modern Method Floor Finishes. (To be discontinued after present stock is exhausted.)

H-26—Unit System Hanger. Crack and Seam Filler and Floor Wax. (To be discontinued after present stock is exhausted.)

B-19—Floor Finish Booklet. 10 to 30 to each dealer.

### INSIDE FLOOR PAINT

D—Sample Folder. 10 to 15 to each dealer.

DS—11 x 17 Display-Card. One to each dealer.

H-37—Special Panel Display. One to those agents only who are pushing the line vigorously. An expensive feature.

F-25—Portfolio showing use of stencil designs over I. F. P. One to dealer pushing the idea.

F-33—Folder in colors showing use of Floor Stencil over I. F. P. 10 to 15 to dealers pushing this idea.

### PORCH AND DECK PAINT

DD—Sample Folder. 5 to 10 to each dealer.

DQ—11 x 17 Display-Card.

### FLOORLAC

FC—Sample Folder. 10 to 15 to each dealer.

FR—11 x 17 Display-Card.

FA—Floorlac Sample Panel Display. One to each dealer handling Floorlac.

### CRACK AND SEAM FILLER

CF—Descriptive Folder. A few to each dealer.

### BRIGHTEN UP FINISHES

H-1—Brighten Up Finish Display Unit. (To be discontinued after present stock is exhausted.)

CC-27—Special Brighten Up Finish Color-Card. For small dealers who do not carry full line. 15 to 20 to each dealer.

### FAMILY PAINT

K—Sample Folder. 10 to 15 to each dealer.

L—11 x 17 Display-Card. One to each dealer.

### BRIGHTEN UP STAIN

VS—Sample Folder. 10 to 15 to each dealer.

VO—11 x 17 Display-Card. One to each dealer. (Use H-13 Unit System Hanger until stock is exhausted.)

### ENAMEL

EP—Sample Folder. 10 to 15 to each dealer.

EO—11 x 17 Display-Card. One to each dealer.

### PORCH AND LAWN FURNITURE ENAMEL

PL—Sample Folder. 10 to 15 to each dealer.

H-17—Unit System. One to each dealer. (To be discontinued after present stock is exhausted.)

PE—11 x 17 Display-Card.

### SCREEN ENAMEL

SO—11 x 17 Display-Card. One to each dealer. (Use H-12 Unit System until stock is exhausted.)

### SPECIAL INTERIOR COLORS

CB—Sample Folder. 5 to 10 to each dealer. (Will be discontinued after present stock is exhausted.)

### ENAMELOID

CE—Sample Folder. 15 to 25 to each dealer.

CD—11 x 17 Show-Card. One to each dealer.

### FLAT-TONE

CC-16—Color-Card Liquid Flat-tone. 10 to 15 to each dealer.

H-46-A—11 x 17 Display-Card. One to dealer.

F-383—"Attractive Decorations." Stencil Folder 15 to 25 to dealer.

F-1—Large Framed Panel Display. An expensive feature showing full line of colors. One only of these displays to be given to those agents carrying the complete line of colors.

W-17—Transparent Window Banner. One or two to each dealer.

### PAINTS AND VARNISHES FOR THE FARM

H-2—Display Unit. (To be discontinued after present stock is exhausted.)

B-271—Painting and spraying calendar for the farm. 10 to 15 to each agent.

### BUGGY PAINT

BP—Sample Folder. 10 to 15 to each dealer.

BQ—Framed Spoke Display. An expensive feature. One to each dealer when Buggy Paint purchases warrant this expense. (To be discontinued when present stock is exhausted.)

H-43—11 x 17 Card. One to each small dealer.

H-4—Unit System. One to each dealer. (To be discontinued after present stock is exhausted.)

### WAGON AND IMPLEMENT PAINT

WP—Sample Folder. 10 to 15 to each dealer.

WQ—11 x 17 Display-Card. One to each dealer.

### CREOSOTE PAINT

R—Sample Folder. 10 to 15 to each dealer.

RM—Creosote Window-Hanger.

### METALASTIC

PD—Sample Folder. 5 to 10 to each dealer.

### ROOF AND BRIDGE PAINT

RB—Sample Folder. 5 to 10 to each dealer.

### COMMONWEALTH BARN RED

BF—Sample Folder. A few to dealers.

BC—Window-Hanger. One or two to each dealer.

### BICYCLE ENAMEL (air-drying)

BL—Sample Folder. A few to dealers.

### OIL STAIN

OS—Sample Folder. 5 to 10 to each dealer.

### HANDCRAFT STAINS

HF—Handcraft Stain Sample Folder. 5 to 10 to each dealer.

CC-25—Woodcraft Stain Sample Folder. 5 to 10 to each dealer. (When stock is exhausted the name will be changed from Woodcraft Stain to Handcraft Stain.)

H-53—Handcraft Stain Display with Panels. One to dealers who are pushing line vigorously.

### PRESERVATIVE SHINGLE STAINS

SX—Stained samples on wood of full line of colors in pasteboard cartons. To agent pushing full line of stain.

SX-1—Short set of 8 Stained Samples on wood in pasteboard carton. Not more than 3 to agent.

SF—Description and directions for use, a folder for counter distribution. 10 to 15 to a dealer. (To be discontinued when present stock is exhausted.)

B-54—Shingle Stain Booklet. 10 to 15 to each dealer.

H-12—Shingle Display. Full line of colors. Only given to dealers pushing S-W Shingle Stain vigorously. (To be discontinued when the present stock is exhausted.)

H-54—Shingle Display. Twelve colors only, same as SX-1. One to dealers pushing Shingle Stain.

H-54—11 x 17 Display showing full line of colors. One to each dealer.

### SPECIAL GREENS

T—Sample Folder French Crown Green. Furnished in small quantities where sales of goods are made.  
H-27—Unit System French Crown Green. One to each dealer. (Discontinue when present stock is exhausted.)  
CC-34—Sample Folder Verdeltite. 10 to 15 to each dealer.  
CC-44—Sample Folder. Hercules Green.

### WALL FINISHES

CC-48—Deco-Paste Color Folder. 15 to 25 to dealer.  
CC-51—Kaleo. Hot-water Kalsomine. Color-Card. 15 to 25 to dealer.  
CC-52—Decotint. Sanitary Wall Finish Color-Card. 15 to 25 to dealer.  
CC-53—Permento Outside Cold-Water Paint Color-Card. 10 to 20 to dealer.  
F-204—S.W. Factory Coating Folder. (This feature to be discontinued after present stock is exhausted.)  
F-205—Decotint Color-scheme Folder. 10 to 15 to dealer pushing the line.  
H-30—Decotint Display-Hanger. One to dealer.

### PASTE COLORED PAINT

N—Sample Folder. Each dealer entitled to from 15 to 25.

### WHITE LEAD (ODP)

H-29—White Lead Hanger (size 2 feet by 3 feet 2 inches.) One to each dealer handling line. (To be discontinued after present stock is exhausted.)  
B-249—10 to 15 for counter distribution to dealer handling line.  
E-293—Enclosing-clip. 100 to 200 to dealers for counter distribution.

### POLISH-OL

B-208—Polish-ol Enclosing-clip for counter distribution. 100 to each dealer.

### BRAS-BRITE

E-204—Enclosing-clip Folder on Bras-Brite. 15 to 25 to each dealer.

### FLOORWIPE

H-34—Hanger. One to each dealer handling line. (To be discontinued when present stock is exhausted.)  
E-301—Enclosing-clip. 100 to 200 to dealer for counter distribution.

### FLAXOAP

H-31—Flaxoap Hanger. One to each dealer handling line.  
E-242—Enclosing-clip. 75 to 100 to each dealer handling line.  
W-8—Flaxoap Window-Display. One to dealers handling Flaxoap. (To be discontinued when present stock is exhausted.)

### TAXITE

TB—Board Illustrating Use of Taxite. One to each dealer handling the line. (To be discontinued when present stock is exhausted.)  
TK—Descriptive Folder. A few to each dealer.  
TD—Display Carton containing one dozen cans of Taxite.

### CONCRETE FINISHES

CC-41—Sample Folder. 10 to 15 to each dealer.  
H-47—11 x 17 Display-Card. One to each dealer.

### VARNISH

H-18—Display Unit. Sherwin-Williams Varnishes. (To be discontinued when present stock is exhausted.)  
UV—Dealers' Price-List of Varnishes. One to dealers who need them.  
VA—Inside Store Display. One to each dealer.  
VL—11 x 17 Show-Card. Durable Linoleum Finish. (To be discontinued when present stock is exhausted.)  
F-200—Mar-not Folder. 25 to 50 to each dealer.  
F-204—Durable Wood Finish. Exterior and Interior. Folder. 25 to each dealer.  
F-205—Kopal and Excello Folder. 25 to 50 to each dealer.  
W-9—Mar-not Window-Display. One to dealers handling a sufficient stock of Mar-not. (To be discontinued when present stock is exhausted.)  
W-10—Varnish Window-Trim. One to each dealer.

### FRAMED SETS OF PANELS

FP-1—Framed Set of 12 Panels with celluloid-top hanger, reading Handcraft Stains and Varnishes—Panels, 4 x 1 1/4 inches.  
FP-2—Framed Set of 30 Panels with celluloid-top hanger, reading Handcraft Stains and Varnishes—Panels, 4 x 1 1/4 inches.  
FP-3—Framed Set of 40 Panels with celluloid-top hanger, reading Handcraft Stains and Varnishes—Panels, 4 x 1 1/4 inches.  
VP—Small Sample Panels, 4 x 1 1/4 inches. For use in sending architects, painters and agents. Ordered on 34 x 12 form.

### QUICK-DRYING COLORS

OP—Sample Folder. One to each dealer and each good carriage-maker buying our goods. 10 to 15 to jobbers handling our goods.  
Q—Price-list for dealers only.

### INSECTICIDES

B-243—"Spraying, A Profitable Investment." A handsome, general insecticide book, fully illustrated and expensive. A few to each dealer.  
E-79—Paris Green. Enclosing-clip for counter distribution. 100 to each dealer.  
H-35—Display-Hanger for full insecticide line. One to each dealer.  
E-202—Enclosing-clip Folder. 25 to 50 to each dealer.  
B-271—Spraying and Painting Calendar and Guide. Insecticide booklet for Spring mailing to lists furnished by insecticide agents. Lists this year to be watched very carefully, the size of them to depend upon the amount of sales. This booklet is to be in the form of a calendar and guide and to include painting information in addition to insecticides. Representatives to specify B-271 or B-271a when lists are sent in.  
B-271a—Spraying Calendar and Guide. Insecticide Booklet for Spring mailing—same as above, except that all painting information is omitted. To be specified when lists are sent in. This booklet is to be used in towns where paint agents conflict with insecticide agents and dealers.

### LINSEED OIL DEPARTMENT

H-31—Linseed Oil Display-Hanger. One to each dealer handling and pushing Linseed Oil. (To be discontinued when present stock is exhausted.)  
B-247—Linseed Meal Booklet.  
E-233—Linseed Oil Enclosing-clip for counter distribution. 100 to each dealer.

### GENERAL

1912-E—Similar to last year.  
U—Dealers' Price-List. Used among present and prospective customers as memoranda of the Company's products and prices. New agents receive them with acknowledgment of order from the office. Old agents get them only when salesmen order them sent.  
U-1—Confidential Net Price-List sent with U.  
XY Electros—As selected by the agent. Representatives are expected to check up on the use of electros to see that we are not imposed upon. Encourage the use of these on the part of our agents. Urge use of campaign electros.  
GG—Set of 50 Business-Cards for Painters using SWP or SWV.  
B-57—Handbook on Advertising, showing XY Electros, suggestions for window-dressing, for booths, boats, etc. Send one to live agents only. (To be discontinued when present stock is exhausted.)  
After this we shall prepare a new B-57 every Spring and Fall, showing XY's and lantern-slides.  
B-57—Supplement. Book showing selection of best XY Electros for small agents and dealers. (To be discontinued when present stock is exhausted.)  
After this we shall prepare a new B-57 every Spring and Fall, showing XY's and lantern-slides.  
H-48—Tinned Hanger, 19 x 25, showing exteriors in color and specifications. One to an agent. (To be discontinued when present stock is exhausted.)  
H-49—Tinned Hanger, 19 x 25, showing interiors in color and specifications. One to an agent. (To be discontinued when present stock is exhausted.)  
W-10—Little Paint Man and Pile of Cans. (Spring 1910 trim) a few still in stock. A very attractive trim. Send one to good agents.  
W-15—Fall 1911 Window-Trim on transparent paper.  
W-5—Little Paint Man Moving Display. Loaned to good agents for one or two weeks, provided they will give it window space during that time.  
W-14—Brighten Up Village Window-Trim. This should be given to only the best agents.  
WC-1—Brighten Up Stickers, seven designs. 25 to 100 to dealers who will use them.  
CP—Tablet of Order Blanks. One to each dealer. (From page 12.)

## STENCIL MATERIALS

- E-272—Special Folder for Counter Distribution. 25 to 30 to dealers.  
 E-241—Stencil Catalogue. 10 to 25 to dealer.  
 E-135—Christmas Stencil Enclosing-slip. 50 to 100 to each dealer.

## SPECIAL ADVERTISING

All items mentioned on this list are for special uses and under no conditions will they be supplied generally.  
 No display signs should be printed until you have thoroughly satisfied yourself that the situation warrants it and the agent is enthusiastic in their use, otherwise they will not be properly used.

AA-1-Ex—New Paper Poster 26 x 42. Showing House Exterior in Colors. To be given out only where they will be used, in quantities of 10 to 25 to an agent. (Imprinted.)  
 AA-1-Int.—Same as above showing interior in Colors. Printed with agents business-card.

AA-2—Cover-the-Earth Transparent Hanger for store and window display. Two or three to each dealer. For larger quantities refer to manager.

MM-2—Enclosed Iron Agency Sign. An expensive feature. One to each agent not already supplied. The enclosed sign should last an agent five years at least, and no other will be given during that period.

DB—Dealers' Reference Book. An expensive feature. One to each agent not already supplied whose account warrants this expense.

AA-7—Steel Field Sign. 3 x 5 feet in wooden frame. One only to good agents, who will place it in prominent position. Lettered with agent's name.

MM-4—Paraffine Fence Sign. 25 to an agent who will put them up. Imprinted with agent's name.

H-35—Little Paint Man Cut-out. One to five agents. (To be discontinued when present stock is exhausted.)

W-7—Little Paint Man Hinged Cut-out. Sent only to best agents. (To be discontinued when present stock is exhausted.)

S-649—Color-Card Rack. One to live agents.  
 B-73—Set of Colored Plates. An Ideal Plan of Home Decoration. One to each agent who wants it, also architects and master painters. (To be discontinued when present stock is exhausted.)

B-74—Set of Colored Plates. The Cottage Bungalow. One to each agent who wants it, also to architects and master painters. (To be discontinued when present stock is exhausted.)

B-75—Style Portfolio of Home Decoration. 20 color-plates. (To be discontinued when present stock is exhausted.)

B-76—A Portfolio of Plans for Home Decoration. 21 color-plates and specifications for exterior and interior decoration. One to each agent who wants it, also to architects and master painters.

MM-1—Oilcloth Banner. "This Building Painted with Sherwin-Williams Paint. Prepared." for agents or painters use on jobs in course of painting. Space for name and address provided.

MM-1—Oilcloth Banner. "This Building Finished with Sherwin-Williams Varnishes." for dealers' and painters' use on jobs on which S-W Varnishes are used. Space for name and address provided.

Enclosing-Slips—For dealers' use. To be enclosed with letters, invoices and packages.

E-51—On SWP.

E-52—On SWP.

E-53—On SWP.

E-54—On 1st Quality.

E-55—On Varnish.

E-156—On Floor Varnishes.

S-369—Window Transfer, 6 1/2 x 10. One or two to agent who will put on glass of show-window or door. The best way is for a representative to carry a supply with him and put them up himself. (To be discontinued when present stock is exhausted.)

CS-4-3-4-7-8-9—Street-Car Cards. Furnished free of charge to agents who use street-car space; imprinted with agents' name. These cards can also be furnished to agents as window-cards, one set to each agent who will use them.

B-72—Your Home and Its Decoration. A finely printed and bound book. 200 pages, 12 color-plates and 120 other illustrations. Sells retail at \$2 (postage 15 cents extra). Special discounts to agents and bookstellers.

## POSTERS

We have a small supply of 24-sheet (AA-5, size 20 feet wide, 9 feet high). Cover-the-Earth paper posters that we are willing to supply to agents who pay the expense of posting them. In no case will we pay the expense.

The following items are for special work, and should be supplied only when there is a good prospect for business. They are not for distribution to dealers, except where goods are handled:

## MANUFACTURERS' SALES DEPARTMENT

- S-795—Large set of 55 Flexible Celluloid Samples.  
 S-691—Small set of 25 Flexible Celluloid Samples.  
 AM—Sample Folder. A. I. P. Varnish Colors.  
 FM—Metallic No. 2.  
 PM—Sample Folder Metallic No. 3.  
 GS—Sample Folder Metallic No. 4.  
 S-17—Catalogue on "Protective Paints for Metal Surfaces."  
 FM—Color-Card Full Line Metallic.  
 B-25—Finishing Specimens Booklet for Engine and Machinery Builders. Sent only on approval of manager.  
 CV—Carriage Varnish Price-List.  
 OM—Sample Folder. Oil-Free Machine Paint.  
 MP—Sample Card. Machine Paint.  
 LC—Sample Folder Lustre Colors.  
 GP—Sample Folder Gun-Engine Finishes.  
 KP—Sample Folder Keg Paint.  
 TT—Sample Folder Telegraph, Telegraph and Cross Arm Paint.  
 OP—Sample Folder. Opener Bucket Paint.  
 AR—Sample Folder. Non-Corrosible, Acid-Resisting Paint.  
 GS—Sample Folder. Galvanized Iron Primer.  
 AS—Sample Folder. Arden and Burford.  
 SF—Sample Folder. Sherwin-Williams.  
 B-25—Booklet on Old Dutch Enamel.  
 B-47—Ajax Insulating Varnish Catalogue.  
 OC-11—Rough Building Paint Color-Card.  
 OC-17—Handcraft System Color-Card.  
 OC-19—Carriage Gloss Color-Card.  
 OC-24—Golden Oak Bush Color-Card.  
 OC-25—First-class System Color-Card.  
 OC-37—Baking Enamel Color-Card.  
 OC-40—Free-Flowing Color Varnish Color-Card.  
 OC-41—Concrete Finish Color-Card.

## RAILWAY

- RC—Railroad Catalogue. (To be discontinued when present stock is exhausted.)  
 RA—Sample Folder Inside Floor Paint for Railway use.  
 RI—Sample Folder. Inside Wall and Ceiling Colors for Railway use.  
 RM—Sample Folder. P.M. Freight-Car Paint.  
 RJ—Sample Folder. Target Colors in Varnish.  
 RD—Depot Paint Booklet.

## STREET RAILWAY

- SC—Street Railway Catalogue.  
 RE—Rattan Seat Enamel Sample Card.

## MARINE

- MC—Marine Catalogue Including Yacht Finishes.  
 MA—Sample Folder Marine Paint for Cabins.  
 MB—Sample Folder Marine Paint for Hulls.  
 MD—Sample Folder Marine Paint for Decks.  
 ME—Sample Folder Marine Paint for Barges and Lighters.  
 OC-26—Complete Color-Card. Yacht and Motor-Boat Finishes.  
 OC-28—Sample Folder. Corinthian Green.  
 OC-29—Marine Engine Enamel Finishes.  
 OC-32—Copper Paint.  
 OC-33—Spot-Top Paint.

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