OUTLINE OF HISTORY

THE SHERWIN-WILLIAMS CO.

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1866

In July Henry Alden Sherwin entered paint business as a partner of Truman Dunham. TC ~~opened a Retail Paint store~~ at 118 Superior Street, Cleveland, Ohio. The business consisted of wholesaling and retailing paints, oils, and varnishes. Partners in the enterprise were H. A. Sherwin, Truman Dunham, and G. O. Griswold.

One traveling representative was engaged. The sales in this first year amounted to $400,575.44.

Sherwin - 24 yo old invested $200 - his saving bank account

1867

New partnership agreement was signed on January 1st, under the name of Truman Dunham & Co.

Mr. A. T. Osborn was engaged as bookkeeper.

The sales in this second year amounted to $362,181.36.

1868

A year of organization, expansion, good business methods, system, credit, etc.

1869

Mr. A. T. Osborn was admitted into the partnership.

A Linseed Oil works were built at Cleveland, which was the company's first step towards the developments which later gave to Sherwin-Williams direct control over practically all raw materials entering into the manufacture of its products.

The Sales in this year amounted to $388,833.03.

1870

On February 3rd, Messrs. Truman Dunham and G. O. Griswold retired from the firm, and a new partnership agreement was signed by Mr. Sherwin and Mr. Edward Porter Williams under the name Sherwin, Williams & Co. Capital $70,000. Thus started a remarkable business relationship which lasted throughout the remainder of the lives of both Mr. Sherwin and Mr. Williams.

1870

In April Mr. S. P. Penn was engaged as bookkeeper of the newly organized business.

The store and office were moved from 118 to 126 Superior Street, Cleveland, and a warehouse engaged in the rear, opening on Long Street.

Sales in this year amounted to $422,390.97.

1871

Entered into an agreement with Murphey & Co., of New York for the manufacture of varnishes in Cleveland under the name, Murphey, Sherwin & Co. This agreement continued until 1888.

Bought out the factory and business of George H. Kingsley of Cleveland.

Sales in this year amounted to $464,192.43.

1872

This year was one spent in developing the business already started. The sales increase proved to be better than thirty-three and one-third percent.

Sales in this year amounted to $630,291.22.

1873

Purchased a cooper shop on the Cuyahoga River, and leased adjoining land. Installed one small engine and boiler and one second-hand stone mill. Engaged Mike McCafferty of New York as foreman, and started the manufacture of paste paints, oil colors and putty.

Materials manufactured: First Quality Oil Colors (Oct. 25th, 1873), American White, French Yellow Ochre in Oil, Red Lead in Oil, English Venetian in Oil. Total production about 450,000 pounds, with 83 separate formulae developed.

New partnership agreement formed, admitting Mr. W. H. Glover.

Financial panic in Fall of 1873 weathered unscathed.

Sales in this year amounted to $642,925.48.

1874 First Tinshop - can made by hand - 3 men and 1 boy
" " Printing Dept one small room 10'x12' - 1 small foot power 3 or 4 small fonts of type - one man and a boy.

1874

The country recovered from the financial panic. Manufacturing facilities of the company were considerably enlarged.

Following materials were added to the regular line: Q.D. Coach Colors in Japan, French Crown Green in Oil, French Zinc in Varnish, Prepared Graining Colors in Oil, and French Zinc in Oil.

Sales in this year amounted to $688,214.28, a remarkable record considering the financial condition of the country at large.

1875

Small fire in the Linseed Oil Department resulted in the loss of one small building.

Constructed a tin can plant at Cleveland and started the manufacture of the tin cans used by the company for its own products.

First manufacture of a liquid paint, a Blue Enamel made on March 5th, 1875.

Sales in this year amounted to $645,519.63.

1876

Printing Department was established at Cleveland, in order to print labels for company's cans. This was destined to develop into one of the largest and finest establishments operated by the industry anywhere.

Mr. Sherwin experimented with a new type of stone grinding mill, designed by himself, which later proved successful. U. S. Patent granted to cover this mill.

Mr. William H. Hogarth joined the company as a salesman.

Sales in this year amounted to $411,348.20.

1877

[illegible] type grinding mill having proved [illegible] by the company and put into use [illegible]. Mr. M. H. Glover retired from the company, and his interest was bought in. Tin Can patented No. 194,564 August 28th, 1877.

First experiments with grinding a ready-mixed paint.

Sales in this year amounted to $389,51[illegible]

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1878

Office and Warehouse moved from Superior Street to Water Street.

First complete line of prepared paints offered to the trade. It was known as Osborn's Family Paint. This was added to the regular line of products offered by the company.

Sales in this year amounted to $377,135.81.

1879

A warehouse was established in Chicago and Mr. John F. Weare was engaged as "agent" at that point, for Sherwin, Williams & Co., Murphy & Co., and D. White & Son, office and store at 175 Randolph Street, Chicago.

Sales in this year amounted to $368,500.52.

1880

Closed the "Agency" in Chicago and incorporated Sherwin Williams & Co., at that point. Established a warehouse at 175 Randolph Street, with Mr. John F. Weare as Manager.

Admitted Mr. S. P. Fenn into partnership.

Recognizing the growing demand for ready-mixed paint, On September 30th, 1880 produced the first high grade outside house paint under the name of "Painters' Prepared Paint." A few months later, January 4th, 1881, the name was changed to "Sherwin-Williams Paints." An Inclined Gothic type selected as standard style for the name "Sherwin-Williams."

Sales in this year amounted to $444,771.48.

1881

First Sherwin-Williams Convention held at Cleveland. Six men represented the company: Messrs. H. A. Sherwin; E. P. Williams; A. T. Osborn; S. P. Fenn; W. H. Hogarth; and J. F. Weare. There were eight traveling representatives: Messrs. A. W. Ballard; R. W. Fisher; C. H. Hanna; E. E. Lewis; D.S. Merchison; W. C. Wheedon; J. B. Hanna and C. S. Wheeler.

Office building constructed on Canal Street, Cleveland, connected with the factory by a bridge over the railroad tracks.

Sales in this year amounted to $413,406.13.

1 8 8 2

Mr. A. T. Osborn retired from the company.

Moved offices, and all jobbing business from the Water Street store to the new office building on Canal Street.

Turned over all retail business to Messrs. A. T. Osborn and A. Sherwood, who opened a new retail store on Seneca Street.

Sales in this year amounted to $468,957.00.

1 8 8 3

Moved the Chicago office and warehouse to 241 Jackson Street.

Great flood at Cleveland did much damage to both plant and merchandise.

First salesman engaged to devote his time exclusively to railroad business.

Sales in this year amounted to $523,014.35.

1 8 8 4

On May 10th a fire destroyed a large part of the Cleveland Factory. Loss - $70,000.00. The land on which this building had stood, previously leased, was immediately purchased, and construction of a new plant started at once.

On July 14th, 1884 articles of incorporation were drawn up, under the name The Sherwin-Williams Co. Charter of incorporation was granted [illegible] Sherwin, Williams & Co., of Chicago was transferred to The Sherwin-Williams Co. Capital of the corporation amounted to $300,000.00.

Engaged a graduate of Massachusetts Institute of Technology as chemist. April 18 - 1884 - Dr Percy Bergman Phelps

Large fire at Cleveland Lumber Yard, across the river from our plant, but our plant was fortunately unhanged.

Added to line: Inside Floor Paint.

Sales in this year amounted to $538,775.90.

1 8 8 5

Purchased additional land on Cuyahoga River, and started construction of additional manufacturing facilities.

Added to manufactured line: Mine, Mill, and Factory Colors, Paste Wood Filler and Wood Stain.

Sales in this year amounted to $557,859.91.

Chameleon mounted on a palette was adopted as trade mark.

1 8 8 6

Capital of the company increased to $400,000.00.

Franklyn Murphey elected a Director of the company.

Roof & Bridge Paint added to regular line.

Sales in this year amounted to $706,709.46.

1 8 8 7

Established a New York office and warehouse at 174 Fulton Street.

The Sherwin-Williams Co., Mutual Benefit Society was organized.

October 10th, Mr. H. D. Whittlesey engaged as office-boy at Cleveland.

Sales in this year amounted to $789,311.39.

1888

Purchased all Sherwin-Williams stock owned by Murphey & Co., of New York.

Purchased additional land at Cleveland for further extension of Canal Road plant.

Purchased a controlling interest in the Calument Paint Co., of Chicago, in order to start our own manufacturing operations at that point.

Mr. E. M. Richardson engaged as salesman.

Sales in this year amounted to $821,279.92

1889

Purchased the remaining interest in the Calumet Paint Co., of Chicago.

Opened a branch in Boston, Massachusetts on Pearl Street.

Increased capital of the company to $500,000.00.

Sales in this year amounted to $859,560.38.

1890

Organized the Sherwin-Williams Transit Company, and purchased the steamer "Lindsay" to operate on the Great Lakes.

Publicity Department organized at Cleveland by Mr. George [redacted], to relieve Mr. Sherwin of that part of the work in which he had always taken a great interest.

Sales in this year amounted to $1,050,627.49.

1891

Organized the Atherton Paint Co., in Worcester, Mass., to conduct a retail business.

The Calumet Paint Co., of Chicago transferred to The Sherwin-Williams Co. Mr. George A. Martin engaged, and appointed Manager of the Chicago plant, and Sales Manager of the Western District.

Sales in this year amounted to $1,001,782.66.

1892

Capital of the company was increased to $750,000.00 in this year.

Organized the San Diego Paint Co., San Diego, California to conduct a retail business.

Canadian "agency" was let to the Walter H. Cottingham Co., of Montreal.

Sales in this year amounted to $1,147,617.95.

M. R. Siepelein employed May 18-1892

1893

Organized the Cleveland Box Company to manufacture wooden boxes to be used by Sherwin-Williams in making shipments of its manufactured products.

Organized The Lawrence Paint Co., in Binghamton, New York, and the Wilcox Holmes Co., in Jamestown, New York, to conduct retail business.

Great flood in Cleveland caused much damage to our plant and merchandise.

Mr. E. M. Williams, eldest son of Mr. E. P. Williams, came in to the company at Cleveland.

Mr. E. J. Heim came into the company at Cleveland.

Sales in this year amounted to $1,139,995.94.

1894

Chicago office and warehouse moved to Stewart Avenue at 26th Street.

Mr. W. H. Hogarth retired from the company.

The Walter H. Cottingham Co., was organized in Canada to manufacture Sherwin-Williams products in Montreal.

The following products were added to the line: Auto & Buggy Paint, Bath Enamel, Cycle Enamel, Full line of Railway Paints, Full line of Marine Paints.

Sales in this year amounted to $971,487.93.

1895

The Walter H. Cottingham Co., Ltd., of Montreal was definitely established, and offices opened in Montreal, where a factory was also put into operation. Mr. E. M Williams was sent to Montreal to supervise the establishment of the business there.

The Cottingham Varnish Co., of Montreal, having been organized the previous year, bought additional land in Montreal, erected a plant, and started the manufacture of varnish.

Mr. Walter H. Cottingham appointed Resident Manager of The Walter H. Cottingham Co., and the Cottingham Varnish Co.

Organized the Old Colony Paint Co., of Boston, which took over the Sherwin-Williams warehouse in Boston.

Organized the Orange Belt Co., Los Angeles, Calif., for retail business.

Sold out the Atheron Paint Co., of Worcester, Mass.

Added Brighten-up-Stain to the regular line.

Sales in this year amounted to $1,117,060.80.

In this year, the Company adopted the "Cover-the-Earth" trade-mark as its official trade-mark, replacing the older mark of the Chameleon on the [illegible]. This Cover-the-Earth design had been made first [illegible] in 1893 for use on some enclosures planned for the [illegible] and the idea took with the Company, and came thus to be officially adopted.

1896

Moved the New York office and warehouse to 397 Washington Street.

Additional land was purchased at Cleveland and constructed a Dry Color Factory in connection with other manufacturing facilities on the Cuyahoga River. New and fully-equipped modern varnish manufacturing plant constructed. Dry color manufacture was started under E. C. Holten.

Added the following products to our regular line: Dry colors; Liquid Filller and Wagon & Implement Paint.

Sold out the Victor Holmes Company of Jamestown, New York.

Established a warehouse in Philadelphia, Pa.

Sales in this year amounted to $1,012,891.72.

1897

The Walter H. Cottingham Co., Ltd., and the Cottingham Varnish Co, of Montreal were merged with The Sherwin-Williams Co.

Mr. Walter Cottingham was appointed Manager of the Canadian business of The Sherwin-Williams Co., and was elected Director of the Company.

First factory lunch room established in Cleveland Plant.

Old Colony Paint Co., of Boston transferred to The Sherwin-Williams Co.

Added to the line: Oil Stains and Copper Paints.

Sales in this year amounted to $1,018,994.82.

1898

Established a new branch office in Toronto, Canada.

Mr. Walter H. Cottingham appointed General Manager of The Sherwin-Williams Co. He moved to Cleveland at this time.

Additions built to the plants both in Cleveland and Montreal.

Added to line: Porch & Deck Paint and Special Interior Colors (Later to be known as Flat-Tone).

Consolidated sales in this year amounted to $1,544,643.39.

1899

Moved the Boston office and warehouse to Purchase Street.

Established a warehouse depot in Kansas City.

Mr. John F. Weare retired from the business.

Added to the line: Full line of varnishes, driers, japans and shellacs; Kopal Varnish, Asphaltum; Screen Enamel and a full line of Street Railway Finishes.

Consolidated Sales in this year amounted to $1,820,520.73.

1900

Established a Sales Division with an office and warehouse at San Francisco, California.

The Kansas City Warehouse was made the headquarters of the Kansas City Sales Division.

Purchased land in Chicago from the Pullman Co., for additions to the Calumet plant.

Started construction of a plant at Newark, N. J., on the land which was purchased for the purpose.

Added to line: School Board Slating; Modern Method Finishes; Lustro-line, etc.

Mr. [illegible] appointed Eastern Manager and moved to New York.

Sales in this year amounted to $2,313,778.00.

1901

Capital of the company raised to $1,500,000.00. The fiscal year was changed to run from September 1st to August 31st.

Manufacturing operations started at newly completed plant in Newark, N. J. New York Sales office moved to new plant building at Newark.

Opened a city office at 66 Broadway, New York City.

Orange Belt Company of Los Angeles transferred to The Sherwin-Williams Co.

Added to line: Floorlac; Floorwax; Aluminum Paint; Flat Black; Auto Seat Dressing; Stove Pipe & Iron Enamel; Machine Paint & Filler; Graphite Ground in Oil; full line of Agricultural Implement Paints and a full line of Insulating Varnishes; Lustral Enamels.

Sales in this year amounted to $2,435,898.13 (Consolidated).

1902

Capital of the company raised to $2,500,000.00. Land was purchased further up the Cuyahoga River at Cleveland and a new Linseed Oil Mill erected, to take care of Linseed Oil requirements for all factories operating at the time.

Additional land was purchased in Montreal and an addition to the factory constructed there.

A warehouse was established in Minneapolis and a branch office opened in [illegible], Canada.

A Chicago City office was opened in the Fisher Building, particularly to take care of Railway Sales.

Mr. C. G. Bull was engaged by Mr. L. M. Williams, then Purchasing Agent, as a clerk in the Purchasing Department.

1902

Added to line: Linseed Oil, Crack & Seam Filler, Excello Varnish, Lustral Enamels and Shellacine.

"Get-To-Gether" Club organized in Cleveland.

Consolidated sales in this year amounted to $3,470,636.58.

1903

Capital of the company increased to $3,500,000.00 by the issuing of a million dollars worth of Preferred Stock.

Chicago office and warehouse moved from Stewart Avenue to new buildings at Kensington, adjoining the Calumet plant. Dry Color and Insecticide Manufacture started in new plant at Chicago.

San Diego Paint Co., transferred to The Sherwin-Williams Co.

Serious flood in Kansas City submerged lower floors of our warehouse there.

General Accounting Department established at Cleveland, with Mr. H. J. Douglas as General Auditor. Mr. C. P. Jarden entered company.

On May 4th Mr. E. P. Williams, Vice President, died at his home in Glenville, Ohio, having been Mr. Sherwin's partner for thirty-three years. Mr. Walter H. Cottingham was elected Vice President and General Manager.

Established a branch of the Canadian company in London, England and started building extensive additions to the plant in Montreal.

Added lines: Commonwealth Barn Red; Enamoloid, Metalastic; Mar-not [illegible] Dry-O-Lite; Empress Liquid Gold; Imperial Gold Enamel; Paris Green [illegible]

Consolidated sales in this year amounted to $4,297,209.98.

1904

Incorporated to The Sherwin-Williams Co., of Massachusetts to conduct all business in New England.

Purchased mines at Magdalena, New Mexico and The Ozark Zinc Co. of Joplin, Mo., and established smelters at Joplin. Moved the Montreal offices and plant to the newly completed buildings which were formally opened on September 6th. Large addition constructed at Chicago plant. Established a depot in Portland, Oregon.

A flood submerged the lower floors of the Cleveland plant in January.

Added to Line: Snow White Enamel; Taxite; Polish-ol; Bronzing Liquid; Sheep-marking Liquid; Non-corrodible Graphite; Ozlo Leaded Zinc; Perfect-Method Red Lead and a full line of Shingle Stains.

Consolidated sales in this year amounted to $4,511,291.46.

1905

Purchased all the stock of Lewis Berger & Sons, Ltd. of London, England, including their business, offices and factory. This gave to the Company many valuable formulae for fine coach colors, etc. Manufacturing operations were started in England at once. Lewis Berger & Sons, Ltd., London, England were established in 1760.

Constructed an addition to the Linseed Oil Plant at Cleveland and undertook the manufacture of Lithographers' Varnish.

Established warehouses and Division Offices at Cincinnati, Ohio; Portland Oregon and Savannah, Georgia.

Organized the Ozark Smelting & Mining Company.

Mr. George A. Martin moved to Cleveland, and appointed Manager of Auxiliaries, which gave him complete charge of all mining and smelting operations, White Lead Manufacture, tin-can making, etc.

Added to Line: Shello-coat.

Consolidated sales in thisyear amounted to $5,380,963.60.

1906

Built an extension to Montreal plant, and erected a Linseed Oil Mill there. Constructed a smelter at Coffeyville, Kansas.

Established warehouse at Dallas, Texas. Opened depots in Buffalo, New York and Omaha, Nebraska. Established a Sales Division at Philadelphia.

Earthquake in San Francisco destroyed our office and warehouse at that point. Sold out the San Diego Paint Co.

Mr. K. H. Wood entered the companys' employ.

Large increases in manufacturing facilities added to the regular line: Flat-tone (first made in paste form); Old Dutch Enamel; Handcraft Stains; Golden Oak Stains; Porch & Lawn Furniture Enamels; Galvanized Iron Primer; Dancing Floor Wax; Graphite Pipe Joint and Gasket Compound; Marvelac; Mission-Lac and Ebonol.

Consolidated sales in this year amounted to $6,192,648.60.

1907

Great financial panic in the United States did not impair the companys' credit. The capital was increased to $6,000,000.00.

Sold the steamer "Lindsay" and liquidated the Sherwin-Williams Transit Company.

Large additions constructed at Chicago Plant, and to smelter at Coffeyville, Kansas. A fire at Cleveland did large damage to the raw material storage [illegible].

Changed Omaha depot to a Sales Division, and established a warehouse [illegible]. Established a Sales Division at Minneapolis, Minnesota. Established a Sales Division at St. Louis, Missouri. Moved the Boston office and warehouse to Stillings Street.

Added to line: Hercules Drier.

Consolidated sales in this year amounted to $7,367,262.93.

1908

A flood in Kansas City again submerged the lower floors of the warehouse there, doing considerable damage to stock and merchandise.

A soap-manufacturing department was established at Cleveland.

Regular warehouses were established at Spokane and Seattle, Washington.

The Winnepeg depot was made a Sales Division.

The New York City office was moved to Church Street.

The Detroit Paint & Glass Co., was taken over for Retail business.

Messrs. L. H. Schroeder, A.W. Steudel and C. S. Neal came into the company in this year.

Added to line: Woodcraft Stain, Flaxoap and Arsenate of Lead.

Consolidated sales in this year amounted to $6,263,507.51.

1909

Purchased more land from The Pullman Co., for additional extensions to the Chicago plant. Started erection of a White Lead works on the newly purchased land. Purchased more land at Newark, N. J. for additions to that plant.

Warehouses opened at Houston, Texas; New Orleans; Oklahoma City; and St. Louis. A depot opened in Vancouver, British Columbia and San Antonio, Texas.

Capital of the company was increased to $8,000,000.00.

[redacted] retired as President, and was elected Chairman of the Board. [redacted] H. Cottingham elected President. Mr. S. P. Penn elected Vice President and Treasurer.

Added to line: Flat-Tone (ready for use), Deeptint and Concrete Finishes, Kalsomine.

Consolidated sales in this year amounted to $7,642,147.13.

1910

The new White Lead corroding plant in Chicago was finished and put into operation.

The Chicago City office was moved to the Steger Building.

A warehouse was established at Buffalo and a Retail Branch opened in Detroit. A fire occurred at the Vancouver, B. C., warehouse.

Purchased The Detroit White Lead Works, which included paint, varnish and color factories in Detroit, had been established in 1880.

Mr. C. M. Lemperly came into the company as office boy in the Advertising Department.

Added to line: O D P White Lead, Verdelite, Graining Preparation, High Polish Fluid Wax, Floor Wipe, Kalso, Permento and Lime Sulfur.

Consolidated sales in this year amounted to $8,952,427.33.

1911

Dry Color and Insecticide plant put into operation at Newark, N. J., in new plant constructed for the purpose.

Canadian department and Lewis Berger & Sons, Ltd. sold to The Sherwin-Williams Co., Ltd., of Canada.

Dallas Sales Division changed to Texas District.

A retail branch established at San Antonio, Texas.

Consolidated sales in this year amounted to $9,112,436.53.

1912

Constructed a new ore separating plant in connection with the companys' mine at Magdalena, New Mexico.

Established a plant of manufacture of Lime Sulphate at Coffeyville.

Moved the New York office to 116 West 32nd Street, in connection with a retail branch and showroom established at that point.

Established a retail branch at Birmingham, Alabama.

Established a warehouse in Indianapolis, Indiana.

Consolidated sales in this year amounted to $10,041,465.69.

Added to line: Deco Paste.

1913

Great Flood at Cleveland, March 24th - March 26th. Large parts of the Cleveland plant were under water; damage estimated at one hundred thousand dollars.

Capital of the company was increased to $9,000,000.00.

Established a retail branch at Fort Worth, Texas.

Established a Chicago City Warehouse at 2355 La Salle Street.

Opened distributing depots at Peoria, Illinois and Pasadena, Cal.

Fire at San Antonio Warehouse.

[redacted] Co lines: Commonwealth Barn Gray; Scarnot Varnish; Tuber Tonic and [redacted] Steel.

Consolidated sales in this year amounted to $11,164,558.05.

1914

Built a Chemical Products Plant at Chicago, and started the manufacture of dyes, intermediates and Coal Tar Products.

Established a retail branch in Houston, Texas.

Opened a distributing depot in New Orleans.

Thirty-fourth annual Sales Convention held at Cleveland, November 9th - 12th.

Added to the line: Rexpar Varnish; Bras-Brite and Beta Napthol.

Consolidated sales in this year amounted to $10,762,671.57.

1915

Mr. S. P. Fenn retired from his active duties as Treasurer, being replaced by Mr. A. W. Frank.

Mr. H. J. Hain was appointed General Superintendent of all paint and color manufacturing departments.

Constructed a Coal Tar Products plant at Chicago and put it into operation.

Established warehouses in Baltimore, Md., and Albany, N. Y.

Fire destroyed the New Orleans warehouse in September.

Established retail branches at Baltimore; Albany; Columbus, Ohio; and Knoxville, Tenn.

Added to line: Dry Lime Sulfur; Fungi Bordo and Para Natrani-line.

Consolidated sales in this year amounted to $11,664,402.63.

1916

Company celebrated its fiftieth year with a Golden Jubilee Convention held at Cleveland with representatives from all parts of the world attending.

The first can of SWP made in 1880 and kept in Mr. Sherwins personal desk until Convention was opened. It was painted, sealed up and put into the Historical Collection to be opened at the 100th Anniversary of the founding of the company.

June 26-1916 Mr. H. A. Sherwin, Chairman of the Board, for fifty years, died and Mr. Walter H. Cottingham was named to fill his place. Mr. George A. Martin was elected Vice President in this year.

Established a complete paint and varnish plant in Sydney, Australia, the entire lot of supplies, machinery, fixtures, etc., being assembled at Cleveland and forwarded in a single shipment.

Established warehouse in Nashville, Tenn.

Established retail branches in Nashville; Johnson City, N.Y; Dallas; Denver and Waco, Texas.

Constructed a lime sulphur plant at Cleveland and started operations.

Bad fire in the mine buildings at Magdalena, New Mexico.

Consolidated sales in this year amounted to $14,709,129.58.

1917

Amount of Authorized Capital increased to $21,000.000.00.

Constructed an Acetic Acid plant and a Lithopone factory at Chicago.

Fire in Chemical Products plant at Chicago destroyed the Toluidine Red Department.

Purchased The Martin-Senour Co., January 30th, 1917, of Chicago and the Martin-Senour Co., of Lincoln, Neb., including factories at Chicago and Lincoln., established in 1878.

1917

Mr. H. D. Whittlesey transferred to Cleveland as Managing Director of Sales, and elected a Director of the Company.

Established a Washington, D. C. office in order to take care of the increasing amount of government business.

Established a warehouse at Richmond, Va., and a retail branch in Cincinnati, Ohio.

Added to the line: Graphic Reds; Concrete & Cement Hardner, Phenolene; Roof Cements; Acetic Acid; Lithopone; Pyroxylin Lacquers & Enamels; and Kromik Primer.

Consolidated sales in this year amounted to $17,995,277.06.

1918

A fire in the Dallas store, communicated from the adjointing building, did considerable amount of damage to stock and merchandise.

Standard tri-color products label developed for all Sherwin-Williams Products, and was used for the first time in August of this year.

Added to the line: Oxydon Finishes; Sur-Fas-Rite; Semi-Paste Paint; Hat Brite and Master Painters' Oil Colors.

Consolidated sales in this year amounted to $27,454,204.28.

1919

Purchased Hemingway & Co., of New York, manufacturers of chemicals and insecticides, together with their factory at Bound Brook, N. J.

Started construction of a paint and varnish factory at Oakland, California.

Established a warehouse at Tulsa, Okla.

Established retail branches at Atlanta, and Wichita Falls, Texas.

A fire damaged part of the stock at the San Antonio warehouse.

Mr. H. D. Whittlesey elected a Vice President.

Added to the line: Pestroy; Oylapine; Metronamel; Universal Thinner; S-W Disinfectant; 50% Cresol Solution; Liquor Cresolis Compositus; Fly Spray and Spra--Mulsion.

Consolidated sales in this year amounted to $34,213,647.96.

1920

Amount of authorized capital increased to $60,000,000.00.

Started operations in new paint and varnish factory at Oakland, Calif.

Purchased the Acme White Lead & Color Works of Detroit, which was established in 1884, together with its subsidiary companies, Lincoln Paint & Color Co. and Penninsular Paint & Varnish Co. with factories at Detroit, Lincoln, Dallas and Los Angeles.

Established warehouses in Detroit and Salt Lake City. Moved the New York City warehouse to Thompson Street. Established retail branches at Chattanooga, El Paso, Little Rock, Rochester and Schenectady.

Fires did damage in retail branches at Kansas City and Brooklyn.

Added to line: Antidamp, Decotint and Lustral Enamels.

Consolidated sales in this year amounted to $57,112,159.65.

Mr. Fenn completed fifty years in the service. Fifty golden years recognized by suitable anniversary banquet at Hotel Hollenden.

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1 9 2 1

A new Quick-Process plant was constructed at Chicago.

A Red Lead & Litharge plant was built at Chicago.

The tin can plant was moved from Cleveland to Chicago and a new plant built for the purpose at the latter point.

A Pyroxylin Lacquer manufacturing department was added to the Chicago plant.

A new Acetic Acid plant was built at Bound Brook,

A large insecticide plant was built at Oakland, Calif.

Mr. George A. Martin was elected Vice President and appointed General Manager of The Sherwin-Williams Co.

Added to line: Zilo; Eg-Shel Mill White; Quick Process White Lead; Red Lead and Litharge.

Consolidated sales in this year amounted to $40,689,937.41.

1 9 2 2

Mr. W. H. Cottingham resigned as President, through retaining the position as Chairman of the Board, and retired to live at his home in England. Mr. George A. Martin was elected President to fill his place.

Mr. L. H. Schroeder appointed Treasurer.

A Fire at the Utica store damaged stock and fixtures.

New lacquer manufacturing department at Chicago started operations.

Added to line: Metronamel Enamels; Opex; Flat Rite and Traffic Zone Paints.

Consolidated sales in this year amounted to $40,343,742.61.

1923

The Spokane Warehouse was destroyed by fire, with a damage amounting to $35,000.00.

Established warehouse at Bangor, Maine and Jacksonville, Fla.

Established a retail branch at Oak Cliff, a suburb of Dallas, Texas.

Added to the line a full line of Oil Producers & Refiners Finishes.

Consolidated sales in this year amounted to $48,721,006.06.

1924

Fire at the Chicago warehouse, from unknown cause, practically destroyed the whole building and its contents. Loss $69,000.00.

Established retail branches at Charlotte, N. C., Warren, Ohio; and Ashtabula, Ohio.

Consolidated sales in this year amounted to $49,944,846.10.

Added to line: Free Mulsion.

Philip Steyer, on completion of fifty years in company service, was honored by a dinner in the Company Club Room in April.

1925

Established a new warehouse at Memphis, Tenn.

Established retail branches at Richmond, Va; and Youngstown, O.

Added to line: Wall Tite; Semi-Lustre. Also reformulated Mill White and renamed the line Save-Lite. Added also to line: Phenodip and Floor Seal.

Consolidated sales in this year amounted to $55,166,580.87.

1926

Established warehouse at Abeline, Texas; Charleston, S. C; and Providence, R. I.

Established retail branches in Jacksonville, Mansfield, Ohio, Montgomery and Wheeling.

Added to the line: Mulsoid Sulfur; Enamelastic; Rogers Brushing Lacquer; Wall Primer & Sealer and Frostine Finishes.

Consolidated sales in this year amounted to $58,505,121.31.

John G. Weber completed 50 years in the service. Event recorded by banquet, crowning him King of Stockkeepers.

1927

Fire in Montgomery store, July 4th, caused by a sky rocket which landed on the roof, did considerable damage to stock.

Established warehouses at Charlotte, N. C., Louisville, Ky., Phoenix, and Syracuse.

Established retail branches at Memphis, Texarkana and Worcester, Mass.

Added to line: Wall Tex; Fast-Dry Varnishes; full line of Master Painter Enamels and Undercoaters and Vogue Finishes (RBL).

Mr. S. P. Fenn died January 3rd of this year.

Sales (consolidated) in this year amounted to $60,833,306.13 and total production was approximately 469 million pounds.

Anniversary dinner at Hotel Hollenden for William Palaus completing 50 years in Company Service.

1928

Fire at Chattanooga store - loss $45,000.00.

Fire at Wichita Falls store - loss $44,000.00.

Large fire at Bound Brook plant caused by spontaneous combustion, destroyed large section of plant - loss $165,000.00.

Established warehouse at Pittsburgh, Pa.

Messrs. C. G. Bull, H. J. Hain and C. P. Jarden elected as directors in the company.

Established retail branches in Austin, Texas; Baton Rouge; Beaumont, Texas; Canton, Ohio; Colorado Springs; Des Moines; Evansville; Springfield, Ill; Syracuse; Tampa and a second store in Detroit.

Added to line: Airplane Finishes; Lyne Kote; Old Dutch Truck & Bus Enamel; Old Dutch Process Soft Paste and Featherweave Finishes.

Mr. J. C. Beardslee died May 18th of this year.

Consolidated sales in this year amounted to $62,416,758.21.

1929

Fire in the White Lead Stacks at Chicago, of unknown origin. This was spectacular because the watchman had made his rounds just two minutes before the entire roof was ablaze.

Purchased Lowe Brothers Company of Dayton on May 15th, 1929, which was established in 1872, with their factory at that point.

Established a regular warehouse at Grand Rapids, Mich. and an insecticide warehouse at Tampa, Florida.

Purchased the John Lucas Company December 20th, 1929, of Philadelphia, which was established in 1849.

Established retail branches at Altoona; Columbia; Columbus, Georgia; Davenport, Hartford, Huntington, W. Va; New Haven, Spartanburg; and Trenton, N. J.

Added to line: Dispersed Color; Soft Paste Zilo; Excello Varnishes for Painter Trade; Enamelo; Kem Enamels (our first step to be a most important field - that of synthetic finishes).

Consolidated sales in this year amounted to $82,266,365.82.

1930

Oklahoma City warehouse struck by lightening and resulting fire caused loss of $10,000.00.

Purchased Bredell Paint Co., of Cuba (Havana)

Established The Sherwin-Williams Co., of Cuba, at Havana, and opened a paint and varnish factory in Havana.

Mr. W. H. Cottingham, Chairman of the Board, died at his home in England on March 21st. Mr. G.A. Martin was elected to fill his position.

Mr. H. D. Whittlesey was elected First Vice President and Director of Sales.

Messrs. C. G. Bull and A. W. Steudel were elected Vice Presidents.

Established warehouses in Milwaukee and New Haven.

Established retail branches in Bridgeport, Brownsville, Cedar Rapids, Galveston, Jackson, Joplin, Mexico City, Miami, Monroe, Oklahoma City, Springfield, Mass. and Uniontown, Pa.

Added to line: Two-Coat-A Day; Fast Dri Enamels.

Consolidated sales in this year amounted to $75,010,471.00.

Al Russell completed 50 years in the service. Event celebrated at a Christmas Party in Public Hall.

1931

Constructed large and modern Lithopone plant at Coffeyville.

Acquired controlling interest in The Sherwin-Williams Co., of Canada.

Mr. H. J. Hain elected a Vice President.

Established a warehouse at Sioux City, Iowa. Established retail branches at Decatur, Lexington, Peoria, Amarillo, Pensacola and a second store in Albany, New York.

Added to line: Silver-Brite; Kem Spar; Exterior Kem Enamels; Asphalt Roof Coatings; Kem Baking Enamels and Kem Air Drying Enamels.

Consolidated sales in this year amounted to $69,290,204.94.

1932

Established retail branches at Mobile, Newark, Greenville and Asheville.

Added to line: Opex Color Match Assortment; Glaz Kalk; Floor and Dado Lacquers, Enameloid Silver and Gold in double-compartment cans; Flo-Wax, Semi-Liquid Colors-in-Oil; Kem Railway Enamels; Kem Railway Surfacers; Satin-Glo; Seal-Rite; Kem Art Metal Finishes; Kem Transport Enamels and Kem Bulletin Colors.

Consolidated sales in this year amounted to $52,222,166.04.

1933

Established retail branches at Miami Beach, Paris, Ky; Corpus Christi, Tyler and Waxahachie, Texas.

Developed a new type of pouring can which was covered by patent.

Added to line: Permansa Red; Kem Store Front Finishes; Metro-Namel; Tri-Seal; Dex; Opex Automotive Wax and a line of Kem Store Front Finishes, Rotodust and other nonpoisonous Insecticides.

Consolidated sales in this year amounted to $51,817,541.63.

Philadelphia Warehouse damaged by floods in Delaware River Valley.

1934

Purchased preferred stock of John Lucas & Co. of Philadelphia, in April, 1934.

Established retail branches in Milwaukee, Paducah and Rockford.

Added to line: Trimbrite Colors; Solfast Reds; Kem Namel; OK Enamels; Kem Surfacers; Kem Putties; Kem X 47 Enamels; Kem Pictorial Paste Bulletin Colors; Kem Silk Screen Paste Colors; Exolvent; Opex-Kem Automotive Finishes.

Consolidated sales in this year amounted to $60,463,698.48.

Chattanooga Store damaged by serious fire caused by spontaneous combustion; loss $35,000.00

1935

Established Allied Research Laboratories at Chicago as research headquarters of the entire institution.

Established retail branches at Bloomington, Charleston, Kansas City, Lancaster, Lincoln, Norfolk and Cleveland (Higbee). Also opened a third store in Detroit (Griswold).

Consolidated sales in this year amounted to $69,207,828.71.

Added to line: Kem Pictorial Paste; Poster Silk Screen Colors; Kem Silk Screen Colors and Casenite.

Fire in Amarillo, Texas store; loss $10,000.00

1936

Large addition made to the plant at Dallas, Texas, to include equipment for manufacture of varnish at that point.

Extensive rebuilding of the plant at Bound Brook, N. J. started, with a view towards consolidating insecticide manufacture at that point.

A plant for the development of Furniture Finishes was established at Winston-Salem, N. C.

A plant for the production of Synthetic Resins established in Chicago.

Established retail branches at Longview; Peoria; Davenport; Orlando; Elmira; Glendale; Pasadena; Los Angeles; Kansas City, Kans; Topeka; Omaha; Yonkers; Endicott and Niagara Falls.

Mr. C. G. Bull died in the early Spring.

Mr. E. M. Williams died in July.

Added to line: Sulphate Wood Turpentine; Galvite; Sher-Will-Clean and Clearolin.

Consolidated sales for the year amounted to $85,207,968.90.

Pittsburgh Warehouse and W. W. Lawrence Plant flooded by high water in Ohio River in April.

Furniture Finishes Plant at Winston-Salem. Sulphate Wood Turpentine Chicago; Synthetic Resin Plant at Chicago. New Insecticide Plant at Bound Brook

1 9 3 7

Mr. H. D. Whittlesey completed fifty years active service. Presentation Dinner celebrating this event and honoring 14 other twenty-five year men at Cleveland Hotel.

Large addition made to the Dry Color Plant for production of Dispersed Colors.

General serious floods in Ohio and Mississippi Valley. Company suffered severe losses in stores at Paducah; Huntington, W. Va; and Evansville, Ind.

Retail Stores added: Scranton; Wilkes-Barre; Moline; Hutchinson; Reading; Kansas City Brookside; Milwaukee Upper Third; Detroit Schoolcraft; St. Paul and Yonkers, New York.

Added to line: Painter Craft Finishes; Silver-brite Aluminum; Interior Gloss; Tractor & Implement Paint; One-Coat-Galvanized Iron Primer and Pleasure Craft Finishes.

Consolidated sales passed the one hundred million mark, reaching a total of $103,437,488.59. The total tonnage is 350,000 tons, or 700,000,000 pounds. This included 31,500,000 gallons of paint, varnish and lacquer products.

1 9 3 8

N. E. Van Stone came to Cleveland as Director of Operation, January 1st, 1938.

Erected Pilot Plant for the manufacture of Titanium Oxide at Gloucester, New Jersey.

Small fire in Linseed oil plant.

Added to the line, Preparite, SWP Undercoater, SWP Fume Resisting White, Kem Lustral and Kem Transport Mixing Enamels.

Total Sales $89,456,241.00.

Addition to Calcium Plant Coffeyville
" Sulphuric "
" to Synthetic Resin " Chicago

1 9 3 9

Erected Dehydrated Castor Oil Plant at Cleveland.

Added to the line Blaxphalt, Dehydrol, Graphic Arts, Sherdye, Cota-Gloss, and Stain Cover.

Total Sales $95,776,177.00.

Sherdye Plant Basand Brook Gibbsboro N.J.
Discontinued operation Chicago Lithopone Plant

1 9 4 0

New Warehouse erected in Chicago - largest in company's history. Additional Chemical products plant erected in Chicago.

Plant at Buenos Aires, Argentiana, South America.

C. A. Proseus, Chicago - Completed 50 years service.
Wm. Finau, Cleveland Factory " " " "
Robert Boehm " " " " " "
Fred Rettker, Newark " " " " "
George A. Martin, Cleveland " " " "

Style First Guides

Added to the line G & G Metal Primer.

Total Sales $107,240,563.00.

A.V. Steudel becomes president Dec 10, 1940 Mr Martin Chief Boss

1 9 4 1

New Plants, New Leaded Zinc Department, Chicago. ?
Additional Syntehtic Resins, Chicago.
Liquid Paint Dept. Remodeled, Cleveland.
New Synthetic Varnish Kettles, Cleveland,
Dallas Plant remodeled.
Newark Liquid Paint remodeled.
Additional Smelter at Coffeyville.
Barytes Mine & Mill at Lupus, Missouri.

War conditions required organization of a separate Priorities Dvisiam to expedite provision of critical raw materials.

Established Sherwin-Williams Defense Plant in Marion, Illionis for filling of shells for U. S. Army Ordnance Depot.

Added to the Line: Kem Tone, Spartight Mixing Sealer, Kem Transformer Finishes.

Total Sales $126,089,283.00.

1 9 4 2

Added to Chicago Chemical Products Factory, Sulphanilamide, Atabrine, Dibutyl Phthalate Departments. Additional Synthetic Resing Kettles at Chicago. Additional mills Los Angeles Plant.

Fred Leissa, Cleveland Factory, Completed 50 years service.
W. R. Sieplein , Cleveland, " " " "

Added to the Line Victory Bulletin Colors, Emergency Victory Bulletin Colors, Camouflage Paints, Black-Out Flat Black, Kem-Pol, Dibutyl Phthalate, Atabrine, and Sulphanilamide.
Kem Tone Roller Coater put on the market.
Saltes $142,146,223.00.

1 9 4 3

Large addition to the Tin Can Department Chicago for the manufacture of Fibre Packages.

Additional Chemical Products Department equipment for manufacture of Phenyl Beta Naphthalomine.

H. J. Hain completed 50 years in the company's service at Cleveland.

K. H. Wood resigned.

C. M. Lemperley becomes Director of Sales and Distributions.

Total Sales $154,525,784.—
H J Hain completes 50 years of service
J S. Jansen " " " "

1 9 4 4

Plant established at Sao Paulo, Brazil under name of Sherwin-Williams de Brazil, S.A. Tintas e Vernizes, Sao Paulo, Brazil.

Coal Tar Department, Chicago destroyed by fire. Discontinued manufacture of Coal Tar products.

Drum Cleaning Department added at Chicago.

C. A. [redacted] died November 1 at the age of 79. In his passing the Industry lost a true friend referred to for many years as the "Dean of the Paint Industry."
M. J. Fortier made Vice President and General Mgr.

New building and plant equipment for manufacture of Phthalic Anhydride at Chicago.

Total Sales $168,026,311.
Revised net figure $117,319,649.50

Fire Losses:

2-13-44	Huntington, West Va. Branch	$22,458.67
11-13-44	Erie, Pa., Branch	10,798.68
8-1-44	Chicago - Coal Tar Plant	147,641.80

1945

Pestroy, DDT insecticide and Weed-No-More 2,4-D selective weed killer put on the market for general sale by Sherwin-Williams and all subsidiary companies.

Total Sales: $175,663,243.
Revised net figure $123,398,418.80

Fire Losses:

3-4-45	Evansville, Ind. Branch	$10,172.29
3-24-45	Greenville, S.C. Branch - ACME	13,501.28
12-29-45	Pensacola, Florida Branch	41,123.73
12-31-45	Houston, Texas Warehouse	105,376.59

S. B. Coolidge, Jr., elected Vice President Dec. 11

New four-story concrete building, with two Dowtherm kettles and boilers at Oakland, California.

1 9 4 6

Construction of power house started at Chicago. Gibbsboro Plant entirely remodled doubling the capacity. Bound Brook Plant enlarged, new building for additional blending and filling equipment. Two new oil-fired boilers.

[redacted], Lin-X line, Pestroy, Weed-No-More and Bug Blaster marketed by subsidiary companies through grocery and drug store chains. Five hundred additional sales representatives added. Total retail outlets now 150,000.

Sound films in technicolor prepared for Weed-No-More and Pestroy. These were widely shown to clubs and organizations such as PTA, Rotary, Kiwanis, Garden Clubs.

Trade Sales, Industrial and Transportation lines revised again, offering sale of many civilian products suspended during the war.

~~[illegible] Fire Insurance adopted superseding Employees Mutual Benefit~~ Society operating since 1887. This plan provides $1500 insurance for each established employee at company cost. Additional insurance is available at a very low rate of premium.

Toronto Canada New Or Plant & Office Bldg

Total Sales - $202,308,782.
Revised net figure $138,082,188.16

Fire Losses:

8-27-46	Wenatchee, Washington Warehouse	$34,775.49

Expansion of the Tin Can Plant to include lithographing of tin plate and manufacture of lithographed cans

Erection of solvent extraction plant for manufacture of Dehydrol - Cleveland Linseed Oil Mill

1 9 4 7

Cleveland Central District Office moved to St. Clair Ave.

New Warehouse and additional synthetic resin kettles erected for Cleveland Plant.

Linseed Oil Solvent Extraction Process Plant erected.

Chicago - Extensive additions to Paint, Varnish, Lacquer, Chemical Products and Dry Color Departments. Phthalic Anhydride plant and laundry department added.

Oakland - Two synthetic resin varnish kettles installed.

Los Angeles - Extensive additions to paint manufacturing equipment.

~~Factory established at Mexico City.~~

~~New~~ Label design adopted for SWP and ~~S-W products.~~

Killex 50 added to the line.

Mr. T. C. Murphey retired as Secretary succeeded by Mr. F. J. Squires.

Mr. H. D. Whittlesey retired after 60 years of active service. Still remains as Vice President and active Director.

Employees Retirement Plan adopted for S-W Company and U.S. subsidiary companies. This plan supersedes the pension plan in force since 1911. The entire cost of this new plan is borne by the company and provides monthly payments for life to long service employees retiring at the age of 50, 60 or 65 or later.

Capital increased to $80,000,000.

Annual Sales: $264,770,282.
Revised net figure $171,989,402.55

Fire Losses:

4-1-47	Davenport, Iowa Branch	$54,848.62
8-16-47	Cleveland Linseed Oil Mill - Tank #178	22,587.88

1948

Sales office moved from Kensington to 300 West Lake Street, downtown Chicago.

Old Chicago boiler house converted to varnish storage adding 400,000 gallons additional capacity.

Kem-Glo put on the market in new patented circle seal can.

Manufacturing plant erected at Mexico City.

Enlargement and modernization of Brazilian plant completed.

New rex numbering system put into effect.

Added to the line Self-polishing wax, Glass polish, Lin-X 30 Spot Remover and Decorator's Color Mix.

Began use of lithographed cans for Kem Tone and Kem Glo.

Annual Sales: $288,969,254.
Revised net figure $179,785,098.55

Fire Losses:			
10-7-48	Toledo, Ohio Branch	$21,502	
2-17-48	Cleveland Linseed Oil Mill	125,299	(explosion)
2-17-48	Los Angeles Varnish Plant	16.134	

1 9 4 9

Property acquired for factory in Atlanta, Georgia. Warehouse building erected.

New warehouse building at Gibbsboro.

Extensive additions to plant at Dallas, Texas.

Day Glo and Painter Maintenance P 80 line added to trade sales products.

Complete agricultural chemical laboratory established at North Olmsted.

Annual Sales: $264,169,273
Revised net figure $166,174,073.21

Fire Losses:			
	6-8-49	Cleveland Linseed Oil Mill	$43,971
	7-30-49	Gibbsboro, N. J. Plant	162,918

1950

[redacted] put on the market.

Alkyd varnish kettle installed at Newark.

New equipment for refrigerator and venetian blind enamel erected at Chicago, Newark, Detroit, and Los Angeles.

Erected new plant for tin can manufacturing at Hubbard, Ohio, and made first shipment of cans from that point in September.

Annual Sales: $277,807,546
Revised net figure $171,132,354.60

Fire Losses:			
2-4-50	Lancaster, Ohio Branch	$10,622
10-23-50	Camden, N. J. Branch	9,007

1951

Printing and Sampling Department moved to ~~new plant at North Olmsted~~, Ohio. 70,000 square foot floor space, complete with new and modern equipment for printing, painting sheets, and making sample cards. 275 employees.

Extended Cleveland factory office and technical department into space vacated by Printing and Sampling Department.

New raw material warehouse at Newark. Remodeled B liquid paint making department.

New raw material warehouse at Gibbsboro.

Additional raw material warehouse provided at Dayton. Synthetic varnish kettle installed.

Remodeled paint making equipment at Detroit

Added ball roller mills and tanks at Dallas.

Installed Super Kem-Tone manufacturing equipment at Oakland. Converted insecticide plant to warehouse.

Installed tin can manufacturing equipment at Hubbard, Ohio. 1951

In ~~October, 1951 the management extended~~ the vacation policy to include three weeks for all employees with fifteen or more years of continuous service.

At Chicago Lithopone and Black Ash Plants Remodeled into modern Sun Plate Lithographing Plant as well as a new plant for making Circle Seal Cans

Annual Sales: $321,348,599

Fire Losses:	4-4-51	Chicago, Illinois Branch	$9,338
	8-6-51	Huntsville, Alabama Branch	16,045
	7-13-51	Manhattan, Kansas Branch (Acme)	12,191
	7-13-51	Kansas City, Missouri Warehouse (Lowe)	13,961
	10-5-51	Oakland, California Shellmound	10,854
	12-14-51	Oklahoma City, Oklahoma Branch	44,745

1952

Additional finished stock warehouse completed at Gibbsboro. Super Kem-Tone manufacturing equipment added.

Installed equipment for manufacturing Super Kem-Tone at Dayton.

Added equipment for making lithographed cans at Hubbard, Ohio.

Hot spray application for automotive finishes introduced.

Dry wall finishing system introduced for interior decoration.

W. R. Seiplein died December 1952.

M. J. Fortier, Vice President-General Manager, died May 1952.

A. H. Burt appointed Vice President and Director of Sales June 1952.

Annual Sales: $320,819,164
Revised net figures: $203,337,905.64
Fire Losses: 2-12-52 Greenville, So. Carolina Branch (Rogers) $44,817

1953

Introduced Super Kem Tone Applikay.

Bought site for Roller Coating Plant at Deshler, Ohio.

New lacquer plant and new warehouse for Brazil.

New Super Kem Tone Plant in Cuba.

Shake Paints, August 1953, Cobalt Driers and Naphthenate Driers.

Gross Consolidated Sales - $339,646,344.59
Revised net figures - $211,957,470.99

1954

Kem Brush & Roller Cleaner

Kem Tinting Colors

Opal Glo

Epoxy Resins 6/31/54

Calcium Acetate Drier

Flattone Alkyd Flat

Odorless Flattone

Completed new plant in Mexico with much new equipment

Cascade of Colors

New warehouse Montreal

Licensed Venezuela Paint and Varnish Production at Valencia got into production May, 1954.

Licensed Phillipine Paint and Varnish Plant at Manilla in production August 1954.

E. A. Daniels Appointed president of Lowe Brothers.

Gross Consolidated Sales: $346,551,358.13
Revised net figures: $217,145,930.81

1955

New Lines
SWP Exterior Velvet Flat Paint

Started production of Urea Resins 8/22/55

Paint and Varnish Remover (aersol pkg.)

F. A. Stanton completed 50 years of service

Walter Komanec completed 50 years of service

Annual Total Sales-Gross Consolidated: $357,416,522.62
Net Revised figure - $225,909,019.29

1956

New Lines.
Sher-Glide Traffic Marking Paint

Wash Away Paint Remover

Water Repellant

Beauty Lok Interior Finishes

Spray Enamel (aerosol package)

Multicolor

Acquired The Rubberset Co. worlds largest brush manufacturer with plants at Gravenhurst, Canada, East Newark, N. J. and Los Angeles, Calif.

NewCan Plant at San Leandro (Oakland) Calif. -- Capacity 25,000,000 cans a year Cost -- $1,500,000

Licensed Colombia Paint & Varnish Plant at Bogota Colombia, started production May 1956

D. A. Kohr President of Lowe Bros. Retired.

At Chicago we have built a new Color plant for the manufacture of Phthalocyanine Blue and have greatly enlarged our Phthalic Anhydride, our Alkali Blue and our Para Cresol Plants at a cost of over $3,000,000. Last year we built a new finished goods warehouse at the Martin-Senour Chicago Plant and completely remodeled their offices.

Annual total sales -- Gross Consolidated $381,790,025.77
Revised net figures -- $243,428,382.86

1957

First tanker boatload of linseed oil ever to be hauled from Cleveland to Europe left Cleveland June 6, 1957. Dutch Tramp Steamer Konny M -- approximately 1,500,000 lbs.

In [redacted], [redacted] Products, Inc. began manufacturing a white odorless and non-flamable tack rag the only one of its kind on the market. Over 500,000 were manufactured the first fiscal year. This was only one of a line of paint sundries introduced by the institution during 1957 and 1958 under the DEXALL label. The other items -- glazing compound, brush cleaner for hardened brushes, caulking compound, patch paste, wood bleach and white glue -- were manufactured either at the Cleveland or Chicago plants.

New products -- El-Kol

Licensed Spanish Paint and Varnish Plant at Barcelona Spain. Went into production February, 1957

At Coffeyville, Kansas, construction of a new plant for the manufacture of high grade barium monohydrate is under way and will go into operation this fall. This material will result in major economies for the users who are makers of lubricating additives. In Chicago a new can line for making aerosol spray packages at the rate of 20,000,000 per year is just coming into operation.

Annual total sales
Gross Consolidated -- $409,150,310.83
Revised net figures - $257,807,441.05

1 9 5 8

New products --
Introduced Loxon new basement wall paint and Loxon Exterior Paint

New line of Pleasure Craft Finishes

Pest Control

Erected a new paint and varnish plant at Garland, Texas, suburb of Dallas. 250,000 sq. ft. of floor space on 25 Acre plot of land, Capable of producing 5,000,000 gallons per year of pigmented finishes and costing over $3,000,000. Product

At Coffeyville, Kansas, construction of a new plant for manufacture of high grade barium monohydrate.

At Chicago a new can line for making aerosol spray packages, Capacity 20,000,000 per year.

A. W. [redacted] completed [redacted] years of Service

L. H. Schroeder completed 50 years of Service

In Toronto we also built a new Paint Plant and office building and two years ago a 50,000 sq. foot warehouse. In Vancouver, British Columbia, we have acquired a new piece of property and are now building a Paint and Varnish plant, complete with office and warehouse, into which we will move in July. Last week approval was given to the purchase of a 15-Acre plot in Winnipeg, on which we will soon start construction of a finished stock warehouse, to which will be joined, at some later date, a new Paint and Varnish plant.

Vancouver (?)

Annual total sales
Gross Consolidated -- $407,724,603.43
Revised net figures -- $254,423,724.98

1959

On August 31st, Mr. A. H. Burt, after 47 years of dedicated service to our company, was retired from the position of Vice President and Director of Sales. He is, however, continuing as a member of the Board of Directors, and is also being retained to serve in an advisory capacity to the President whenever his services can be beneficially employed on special assignments.

Effective September 1st, Mr. [redacted] was appointed Vice President and General Manager of The Sherwin-Williams Company. Along with his other responsibilities as General Manager, he will assume full and complete direction of all sales activities for the company. Mr. Baldwin continues as President of The Sherwin-Williams Co. of Canada, Ltd.

In [redacted], the Dechler Products Company began the manufacture of Kem Color Meters adaptable to any of our larger trade sales lines. This is a revoluntionary service for color mixing.

Sales figures for the company reached an all time high. A large number of new branches opened up bringing the total number of branches in operation at the end of the year to 1,380.

A strike, beginning June 1st and ending in mid September, completely closed down all operations at our Kensington plant.

A large addition was made to the Solvent Linseed Oil Plant in Cleveland, and adjustments were made so that the plant could operate on Soybeans as well as Flax.

A new line under the brand S-W A-100 Latex House Paint was developed and introduced into a limited number of branches and allies. This new line has distinct advantages in the way of ease of application, color retention, and resistance to blister troubles as well as fume and mildew resistance. It is also very, very fast drying and has great durability.

In Mexico, we opened up our sixth branch in Mexico City, and also opened up a new international laboratory for the testing of raw materials and development of new finishes. This will serve not only the Mexican plant, but other foreign plants as well. A new warehouse and office were erected at Winnipeg, Canada, and a future plant site was acquired.

Annual total sales
Gross Consolidated -- $443,006,323.40
Revised net figures -- $275,351,629.99

1 9 6 0

Mr. L. H. Schroeder, Vice-President and Treasurer of the company, passed away on June 25, 1960, after 52 years of distinquished service.

Mr. F. J. Squires elected Treasurer of the company on July 21, 1960.

Mr. H. D. Lester elected Secretary of the company on July 21, 1960.

Mr. A. W. [redacted], President of the company, gave up this position and was elected Chairman of the Board of Directors and Chief Executive Officer of the company on December 13, 1960.

Mr. E. Colin [redacted] was elected President of the company on December 13, 1960.

New sales figures reached an all time high.

New branches opened up during the year brought the total to 1,508 as of December 31, 1960.

Cuban government took over our Cuban plant in October of 1960. All key personnel were able to come to this country.

Completed licensing arrangements for manufacturing S-W products in San Salvador.

In July, we made our first run of Soybeans at the Solvent Linseed Oil Plant in Cleveland

Air Conditioning general offices Cleveland	$250,000.00
Extension of building and additional can-making equipment for "F" Style 1 gallons, "F" Style 1/2 gallons, small cans, also litho press at San Leandro -	$400,000.00
New Para Cresol Sulfonation Process, Chicago C.P.	$750,000.00
Acquisition of 8-1/3 acres of land and constructing and equiping 50,000 sq. ft. Research Center in Chicago -	$1,350,000.00
Purchase of 25-Acre future plant site in Atlanta and installation of 35,000 sq. ft. warehouse -	$400,000.00

Annual total sales
Gross Consolidated -- $460,373,093.41
Revised net figures -- $282,279,282.00

1 9 6 1

At a meeting of the Board of Directors on July 20, 1961, Mr. H. D. Lester was elected Assistant Treasurer of the company. This new responsibility will be in addition to his present office as Secretary.

Deshler Products developed and put on the market a small manually operated Color Meter and a 5 gallon can paint shaker.

A new professional coatings line was introduced covering the complete line of paint products made especially for painters.

Additional grain storage facilities at Linseed Oil Mill -	$185,000.00
Additional 15,000 sq. ft. finished goods warehouse at Newark -	$165,000.00
Erection of new building and installation of 5 gallon pail equipment at Hubbard -	$630,000.00
Installation of additional equipment at Zinc Oxide plant at Coffeyville -	$375,000.00
New Laboratory facilities for Chemical Process at Chicago -	$400,000.00

On December 5th Victor Mills retired as General Manager of Manufacturing, effective December 31st, and John S. Prescott appointed as his successor.

December 12th John S. Prescott and R. F. Hennig elected Directors of company.

Annual Total Sales
Gross Consolidated --- $ 449,700,991.33
Revised Net Figures - 276,050,789.85

Mr. H. D. Whittlesey, a Director of The Sherwin-Williams Company and honorary Vice President, ~~died~~ October 24th at his home in San Mateo, California.

Mr. Whittlesey was hired as office boy in 1887 and advanced through various sales positions until 1900 when he became District Manager at Newark, New Jersey. In 1917 he became Managing Director of company sales and in 1919 elected Vice President.

1962

After 50 years of service with the parent company and allies, Mr. F. J. Squires retired and is now making his home in Florida.

H. D. Lester, Assistant Treasurer, elected as Treasurer and member of Board of Directors December 12, 1962.

R. H. Hill, Director of Sales, appointed a Vice President December 12, 1962.

W. C. [redacted], Assistant Secretary, a[redacted] December 12, 1962.

R. G. Bull appointed Vice [redacted] and General Manager of Acme Quality Paints, Inc., Detroit, July 16, 1962.

A new company, The Sherwin-Williams Company of Puerto Rico, established in connection with our longtime customers in Puerto Rico Mayol & Company. Mr. W. D. Roland appointed Vice President and General Manager.

New Hi-speed impellers requiring no mills for the production of Super Kem Tone installed at Gibbsboro and Newark involving a cost of $250,000.00.

Annual total sales
Gross Consolidated -- $462,963,879.23
Revised net figures -- $287,423,317.00

19[illegible]

In August, the formation of a new announced
A new company, Sherwin-Williams (Europe) S.A., was ~~xxxxx~~ in Antwerp, Belgium. Clyde Peshit was named managing director for the wholly-owned subsidiary.

Handling trade sales, graphic arts and automotive finishes, the firm will operate as a sales organization serving all of western Europe.

In July, announcement was made of the consolidation of the Chicago paint plant. Paint making operations will be combined in one building for greater efficiency. A new raw material warehouse and two new railroad and truck docks have been completed, while a 44,000 square foot addition to an existing four-story, 50,000 square foot building.

1963

October 17th -- Arthur H. Burt, retired vice president and director, died in Cleveland. Mr. Burt joined S-W in 1912 in the advertising department and after serving in a number of managerial positions was named vice president and director of sales in 1952. He retired in 1959 after completing 47 years of service with the company.

Dr. Nathan E. Van Stone, vice president, executive general manager of Institutional Special Products and board member, retired December 31st after 47 years of service.

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38 new branches were opened throughout the country in 1963

Albert J. Kent, manager of linseed oil and meal sales, retired April 30th after serving 56 years with the company. Mr. Kent was also curator for the Sherwin-Williams historical collection. Clayton H. Large, manager of press information, was appointed curator.

December saw the ~~xxxxx~~ introduction of ~~pre~~ factory-finished wood siding by the Insulite Division of Minnesota and Ontario Paper Company and Sherwin-Williams. The paint, named "Sherwood Vinyl Coating", is heat-fused to the Insulite Vinyl Bond Siding at the factory and is weather resistant.

Francis P. Squibb, assistant general manager and sales manager of western sales for the PC&C Division, died Sept. 12th.

~~Application was filed December for listing on the New York Stock Exchange.~~

Linopol --

Oakland improvements ---

Annual Total Sales - Gross Consolidated -
Revised Net Figures - $291,838,896

1964

Products

A fast drying automotive putty, trade-named "Greenie", was introduced to the public in March.

Professional Coatings Division issued a new brochure entitled "Paint and Color for Schools".

New labels for the graphic arts line were introduced in July.

"Combo Red", a multi-purpose primer-surfacer for use under lacquer, acrylics and enamels was developed for the automotive field.

Classic Color Glaze - a do-it-yourself antiquing kit

Hi-Lite wall murals -- wallpaper division

Shake and shingle paint - new product

New colors introduced -- Morning Sun, Juniper, Firefly; accent colors - Italian Olive, Bonfire (plus 21 variations of these five new colors)

Company

A joint employee relations committee was formed at the Canal Road plant. The group is designed to help solve misunderstandings and problems not directly related to normal negotiation matters.

Industrial Division was name-changed to Chemical Coatings Division.

April 3rd marked the official opening of the Sherwin-Williams Co. of Puerto Rico. The 23,000 square foot plant produces approximately 500,000 gallons of paint products annually (including a full line of S-W paints, both trade sales and industrial). Sucs. de A. Mayol & Co. will distribute the paint. This company has represented SW for more than 50 years in Puerto Rico.

The company signed with the federal government as a member of the "Plans for Progress" program. This was formed to promote equal employment opportunities without regard to race, color, creed or national origin.

Construction of a 100,000 square foot warehouse at the Emeryville, California plant was begun early in the year. This will enable consolidation of all the Oakland warehousing facilities.

People

Llewelyn Reese, comptroller since 1930, retired December 31st. He was succeeded by F. E. Bloomquist.

Henry Einbecker retired as general manager of the Chicago plant. He was employed in 1920 and was succeeded by Walter O. Spencer.

Benjamin Van Cleve, director of the pigment, color and chemical department, retired and C. K. Egeler succeeded him.

Willis R. Currens, general superintendent of the Garland, Texas plant retired. He was employed in 1920.

Financial

1st quarter - net sales - $76,869,824
common shares outstanding - 5,144,898

2nd quarter - net sales
six mon

A two-for-one stock split was approved at the annual meeting of shareholders in December.

For the fiscal year ending August 31st, record sales and increase in earnings were reported. Consolidated net sales were $313,518,226 (7.43% above the record last year and is the first time in the company's history sales were above $300,000,000.

LISTED ON NEW YORK STOCK EXCHANGE
FEB. 11, 1964
2 for 1 stock split effective Dec. 9, 1964