

oil and chemical

Review

FEBRUARY 20, 1958

THE BUSINESS AND TECHNICAL MAGAZINE FOR THE PAINT, VARNISH
AND LACQUER INDUSTRY SINCE 1883

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J.C.P.

PROCEEDINGS 23rd ANNUAL CONVENTION

National Paint, Oil and Varnish Association

September 27, 28 and 29, 1910

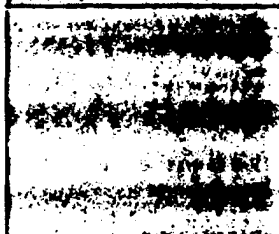


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Paint, Oil ^{AND} Drug Review.

FOUNDED IN 1883, BY D. VAN NESS PERSON.

Vol. XLIX--No. 24

CHICAGO, WEDNESDAY, JUNE 15, 1910

Subscription \$3.00

Paint Trade Fire Insurance Exchange

For the Benefit of the Members of the Trade

- 1—To Reduce the Cost of Insurance.
- 2—To Secure the Benefit of Periodical Inspections by Expert Fire Protection Enquirers.

To the Trade

Some of you whose plants have been inspected have received a copy of the written portion of the Engineer's report, showing existing conditions, and pointing out possible improvements which would reduce the chances of fire occurring or of fire spreading. Do you realize the value of such a report as this, made by a professional Fire Protection Engineer? If you had engaged the services of so competent a man professionally it would have cost you a considerable fee. As a member of the Paint Trade Fire Insurance Exchange you will get these inspections twice each year free of cost.

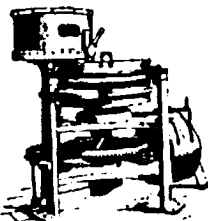
This is a most valuable feature in addition to the saving effected in the cost of your fire insurance.

Every member of the trade should co-operate and voluntarily seek membership. The larger the support accorded the more surely and swiftly will big results accrue. Awaiting your inquiries, I remain

Yours respectfully,

M. S. CLAPP, President.
Warren, Ohio.

The PAINT, OIL and DRUG REVIEW will be pleased to furnish particulars



A Word with Paint Makers.

It is not likely that you will buy the same kind of Paint Machinery very frequently. Rather than do that, many manufacturers of Paint will make some shift to get along with the Mills and Mixers they happen to have in their factories, even if not entirely satisfactory.

This is a very doubtful policy. You may be subject to a loss that is not apparent until you come to look for it, or have your attention especially called to it. It is also a very general policy.

As general as the element of carelessness itself, and equally as expensive.

It will pay you therefore to buy your Paint Machinery right the first time. When you desire to replace or add a Mill or Mixer, get the best, even if it is different from those you have used. Even if it costs a little more. If it wastes less, saves more, and does more and better work, and lasts longer, you can afford to pay a few dollars more and still be the gainer in every way.

Don't be governed by the price alone. Taken by itself, that is about the poorest recommendation a machine can have. Don't pay more than a good machine is worth. The makers of the best grade of machinery will not expect you to do that, but don't buy any machine just because you think it is cheap. The price, in dollars, is no proof that it is really cheap. Modern construction, capacity, durability, convenience, improvements.

All these figure in the price of a Paint Machine and determine whether or not it is really cheap.

If you are interested in Paint Mills or Mixers it will pay you to examine our catalogue, especially with regard to our new Iron Frame Lead and Color Mills. Mailed free on request. We are shipping a great many of them this season. Selling them to firms who discriminate nicely between a thoroughly satisfactory machine, and one that is merely low in price. There really is a vast business difference when you come to think of it. Especially when you come to try them practically.

Respectfully,

J. H. DAY & CO.,

Manufacturers of High-Grade Paint Machinery,
1144 (No. 1) HARRISON AVE., CINCINNATI, O.



"Hard labor the old way."

cleanly, thoroughly. No disagreeable odor. No waste by evaporation. Requires one-third as much as any other varnish remover. One gallon removes 800 square feet of old finish. Used with great satisfaction by the best furniture and parquetry floor dealers, decorators and painters, everywhere. Liquid form for flat surfaces. Semi-Paste for standing finish.

To Dealers

We have an attractive offer for you. Write for it to-day.

Your name on a postal brings a sample of Var-ni-go. It will prove to you that it is a wonder.

A. S. BOYLE & CO., Cincinnati. {Sole Manufacturers Old English Floor Wax, Var-ni-go and Hardwood Finishes.

Eats the Varnish—Spare the Wood. Simple—Speedy—Safe.

To remove Varnish, Shellac or Paint in a few minutes without raising the grain, discoloring the wood or injuring the hands, apply

"Very easy with Var-ni-go."

Var-ni-go

Restores the wood to its natural condition, does it quickly, cleanly, thoroughly. No disagreeable odor. No waste by evaporation. Requires one-third as much as any other varnish remover. One gallon removes 800 square feet of old finish. Used with great satisfaction by the best furniture and parquetry floor dealers, decorators and painters, everywhere. Liquid form for flat surfaces. Semi-Paste for standing finish.



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Our 1902 Catalogue is ready. We will mail same

on application to any jobber or Dealer.

Main Office and Factory:
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THE MURALO COMPANY,
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New Ideas in the Trade.

Henry Fenelon, the entertaining correspondent of the London Plumber and Decorator, has been swinging around the circle in a tour of British provincial towns, and writes as follows regarding his experiences:

One or two items of interest, however, I gained in my journeys. One is the enormous sale of a water paint known as "Mayreco." Frankly, though conversant with nearly all the washable distempers on the market, I have never had anything to do with this one. That it is appreciated in the trade there is no doubt, one provincial agent's turnover each quarter being simply enormous. These paints seem to grow in popularity each year, whether owing to their excellence or the efforts of the various architects I know not. That they are sanitary I do know; that they will in domestic decoration ever oust wall paper I very much doubt. True, they offer a big scope for the pencils of the decorators, but, as I have so often pointed out, the customers are not sufficiently educated—the majority of them I mean—to appreciate decoration. Efforts have been made by the various technical schools to foster this class of work, but the results have been very disappointing.

Another item of interest is the wonderfully increased popularity of various relief papers, such as Lignomur, Liserasta Walton, Tynecastle and Anaglypta—especially the latter—a prominent paperhangers merchant assuring me that notwithstanding the exceptionally bad year just passed, the sales of Anaglypta have been greater than since he started, and he had every hope that they would still further increase during 1902. The use of water paint and one of the relief papers, I am told, enable an employer to do a job rapidly and economically, and such work can be got over at a far less cost than that done with the pencil. Everything now being contract work has to be taken at a very low figure.

A third item is the astonishing number of paperhangers trimming-machines, for go where I will one of these clever labor-saving appliances is in evidence. I have heard it stated that they are useless for heavy relief goods, but this is entirely a mistake, as they will as cleanly and sharply trim that class of material, yes, and as easily and readily, as a common paper at threepence per dozen yards. Thus we have materials and machines which reduce the cost of jobs considerably.

A fourth item is the paint-spraying machine, which also economizes labor, whether used with oil paint or distemper. Now many of the older hands will doubt the efficacy of the latter machine, and, of course, say no work can equal that of the hand. Undoubtedly, but for rough work, such as iron girders or the limewashing and distempers so frequently wanted in warehouses and stores, this machine is equal to the labor of a dozen men; and for an employer to estimate for

labor and material against another using this machine for painting work and a machine for trimming, must mean that it would be utterly useless for him to compete. He might as well save himself the trouble of writing out his estimate. It perhaps might be as well if the technical schools took these matters in hand, and instead of "art" or useless lessons in stencilling and decoration, give the boys a thorough knowledge of how to hang relief, how to trim with machine sixty pieces per hour (for this is easily done), and how to manipulate the paint-spraying machine. In the long run they would earn far more money than dreamily studying obsolete and out-of-date methods.

COLOR CARDS SIGN BOARDS AND SLATS

The LaCledé Mfg. Co.

Ward, for estimates

BUFFALO, N. Y.

Numerical Law for Chemicals.

A remarkable law discovered by the eminent Russian chemist, Mendeleef, many years ago, links the chemical elements together in such a way as to indicate a relation between their properties and their atomic weights. The law indicates that hitherto undiscovered elements must exist, and enables chemists to state what the properties of these will be when they are found. In several instances these predictions have already been verified in so striking a manner that the law of Mendeleef has been classed by some writers with the greatest of scientific generalizations, such as Newton's law of gravitation. Now comes another chemist, S. H. Harris, with additions to this law, which, he asserts make it possible to predict new discoveries with even greater accuracy. The Russian chemist arranges the elements in corresponding lines. Mr. Harris has discovered that, in certain instances, the logarithms of the atomic weights of elements in the first line are proportional to the squares of those in the second. In other cases, they are proportional to the numbers themselves, and; in still others, to their square roots, following a certain definite arrangement, which Mr. Harris shows to exist. This is only another fact to show that numerical law governs in chemistry as surely as it does in astronomy.



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MIXED READY FOR USE
WILL DRY OVER NIGHT.
ECONOMY-ELASTICITY-DURABILITY



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that steers our customers to success. If you use our

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CARNAUBA WAX, BLUE VITRIOL, MARBLE FLOUR.**

you are using the best the world's market affords. And then reputation and prosperity are sure to come. You are probably paying more for some of these than we charge. Wouldn't it be worth your while finding out? We will send samples upon request.

M. L. Barrett & Co., 219 Lake St.,
Chicago, Ill.

PAINTS IN THE HARDWARE STORE.

If a hardware dealer were only to set himself down to consider seriously the ever-occurring question of how to sell paints successfully, he would be astonished to find how easily the problem can be solved. Many merchants seem to look upon their paint department as something totally different from their other hardware lines, and to ignore the fact that the policy pursued in pushing sales in one direction would be equally successful in the other. Why there should be any perplexity as regards the pushing of paints we cannot understand. In fact, at the outset the paint department is much more advantageously placed than, say, the builder's hardware, or any other branch, because the merchant is so thoroughly helped by the manufacturer. He can not only supply himself with any amount of attractive advertising matter, artistic hangers, colored plates, and so on, but most paint houses go to the extent of publishing hints as to how the dealer can best work out a selling campaign, and are ready to back him up with the advice born of long experience and knowledge. The manufacturer does his share, and more than his share, in helping the dealer.

The paint department, therefore, starts out with this great advantage. Now, if the dealer only follows out the progressive policy we presume he pursues in his other departments, the selling of paint should be easy. Many merchants stock their paints in a back portion of the store, probably in a place where there is little light. Does he place his builder's hardware there? No. Then why the paints? In the old days of oil and lead there might be some reason for that: there is none now, when ready mixed paints are put up in such clean and attractive form. Place the paint department, then, where attention is easily directed, and where the hangers and show cards get the greatest benefit of the light, so that a customer, in entering the store, may see the colored plates of artistic house painting and be struck with a desire to have his own house look as well.

Then the paint department should be given a fair share of window space. Many merchants seem to think that paints do not lend themselves to display. Nothing is further from the case. With the various colored labels, tins, sets in pyramidal form or in any other design look extremely well, and with the help of hangers of beautifully painted houses, the passer-by is

probably more quickly attracted than by any other form of window display. There is color to the window, and color attracts.

Paint displays should be run frequently, not once a year, and especially during the spring and fall months. The dealer should make himself strong on all those talking points he can secure from the printed matter of the manufacturers, and from their salesmen. Follow up the property owners in the district, not only personally, but send to the manufacturer, who will follow them up as well. Thus the merchant gets the benefit of strong co-operation. By studying the pushing of his paint department, a progressive dealer can make that branch of his store most profitable.

ALLEGED CAUSES OF PAINT BLISTERING.

Blistering is one of those faults frequently met with in connection with the application of paints which has never been thoroughly explained. It is usually met with in situations where the paint is exposed to the direct rays of the sun, but a high temperature *per se* does not appear to be a necessary cause of blistering. It has been alleged that white lead paints are more liable to blistering than those based on other white pigments, such as oxide of zinc; but it cannot be stated authoritatively that white lead is the ultimate cause of blistering, inasmuch as oxide of iron paints are frequently sinners in this respect.

Two rather obvious causes of blistering have been alleged by practical men, as reported in the *Oil and Colour Trades Journal*. One is the presence of moisture in the surface under the paint. Under the action of heat on the surface, the moisture becomes volatilized and exudes in the form of steam, thereby raising a bubble or blister. Another cause sometimes assigned for the phenomena of blistering is the generation of carbonic acid gas in the paint. Exactly how the carbonic gas acid is formed is not quite clear under all conditions, but a very eminent chemist and the occupant of one of the chemistry chairs in a British university on one occasion propounded this theory. Criticisms and remarks would be interesting.

RUBBER PAINT CO.,

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HEADQUARTERS FOR CARTER WHITE LEAD CO.'S

STRICTLY PURE WHITE LEAD.

Celebrated Rubber Paint,

Mixed Paint,

Hygienic Kalsomine,

Vessel and Steamboat Paint,

Bullion Buggy Paint,

Bullion Barn Paint,

Bullion Ochre in Oil,

Brushes, Varnishes,

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Painters' Materials.

HIGHEST GRADE OF GOODS.

HIGHEST AWARD

At World's Columbian Exposition.

HIGHEST PAINT FACTORY,

7 Storys.

25th Anniversary, Established 1869.

THE CENSUS OF THE PAINT INDUSTRY

In the early days of the American Colonies very little paint was used, their log cabins and rough mode of life requiring little in the way of decoration or ornament.

Linseed oil was first manufactured in New York in 1715. The increased production of this stimulated the use of paints. The colors, however, were all imported. In New England the prejudice against the use of paints as an evidence of worldliness and vanity was very strong. In 1630 a clergyman in Charlestown, Mass., was brought before the Council for having the interior furnishings of his house painted, and for forty years later there was not a single painter in Massachusetts. Nevertheless, by 1795 the use of paint had become general throughout the country, the white house and green blinds for many years being the common form of outside painting in all parts of the United States.

The first successful attempt to make white lead in this country was by Samuel Wetherill & Son in Philadelphia in 1804, writes John J. Macfarlane in *Commercial America*. An emissary from England burned their factory, but it was erected again in 1808. This firm is still in existence and carries on the manufacture of white lead and other chemicals in Philadelphia today. The manufacture of the oxides of lead began about the same time.

Anthony Tiemann regularly started the manufacture of colors in 1807. Christopher Shrack began business as manufacturer of paints in Philadelphia in 1816 and also manufactured copal varnish on a small scale. The first varnish manufactured in the United States on a large scale was by P. B. Smith, of New York.

In 1850 the paint industry in this country received an impetus from the discovery of zinc deposits in New Jersey, giving a cheap supply of ore from which zinc oxide could be easily reduced. This is largely used as a substitute for white lead as a body for paints.

Owing to the fact that the demand for paint in the United States had outgrown the capacity of the house painter to work up his colors with slab and muller to the paste form, machine ground lead and colors in oil came into use. About 1860 the ready made mixed paints were first manufactured and since that time this industry has grown so enormously that it is claimed that in 1907 the output was 100 million gallons, valued at 150 million dollars.

Growth of the Industry.

The paint industry, which practically started about 1810, had an output valued at 5 million dollars in 1850 and in 1901, according to the 1905 census, amounted to 91 million dollars, and although exact data is not available it was much greater in 1907.

The growth of the industry is brought out clearly in the following table, in which the value of the products includes custom work and repainting:

	Number of establishments.	Capital.	Number of employees.	Value of products.
1850	68	\$ 3,217,100	1,579	\$ 5,466,052
1860	164	7,402,697	2,216	11,107,342
1870	224	13,949,740	3,504	22,512,860
1880	343	17,960,742	5,280	29,773,317
1890	546	46,945,797	10,973	55,264,711
1900	615	60,834,921	13,513	69,922,022
1905	664	77,149,357	16,288	91,487,326

The growth has been steady and while no data are at hand to compare the production with that of the other two great paint manufacturing countries, Great Britain and Germany, it is highly probable that while these countries export more than this country, the United States is, nevertheless, the largest paint manufacturing country in the world.

The United States produces nearly 30 per cent. of the world's output of lead and zinc, the two metals which enter most largely into the manufacture of pigments used in the manufacture of paint. In 1906, 123,640 tons of white lead, valued at 15 million dollars, were made in the United States; also 13,816 tons of litharge; 13,693 tons of red lead; 7,988 tons of sublimed white

lead, and 2,927 tons of orange mineral. In the same year 77,800 tons of zinc oxide, valued at six million dollars, were manufactured.

The total value of the paints alone manufactured in the United States, according to the United States census of 1905, was \$67,277,910, distributed among the different states as follows, in millions of dollars: New York, 18.7; Pennsylvania, 9.4; Illinois, 9.4; Ohio, 6.6; Missouri, 6.1; New Jersey, 3.5; Michigan, 2.8; California, 2.2; Massachusetts, 2.1; Wisconsin, 1.0.

The total value of the varnish manufactured in the United States was \$23,561,699, distributed in the different states as follows, values given in millions of dollars: New York, 6.3; Illinois, 3.8; New Jersey, 3.4; Michigan, 3.1; Pennsylvania, 2.2, and Ohio, 1.9.

The above chart gives the combined value of paint and varnish by cities for the census year.

Six states, New York, Pennsylvania, Illinois, Ohio, Missouri and New Jersey, produce 80 per cent. of all the paint manufactured in the United States, and the same states, with the exception that Michigan takes the place of Missouri, manufacture nearly 90 per cent. of the varnish.

Western Dry Color Co.

MANUFACTURERS OF

**CHROME YELLOWS
CHROME GREENS,
Lakes & Unfading Reds.**

52nd and Wallace Sts., Chicago

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Write for Samples and Prices.

TO OUR CUSTOMERS ON

MODERN SOLVENT

We offer you the best Paint and Varnish remover made.

JEWEL BRAND

MADE BY,

The Wadsworth-Howland Co.

Made like MODERN SOLVENT was made. Write us for samples and prices.

Stresen-Reuter & Co.,

Sales Agents

19 Wabash Avenue. - CHICAGO

Denaturizing Agent Wanted.—The Russian Government has offered a prize of \$25,750 to the discoverer of any substance or substances the addition of which to alcohol will render the latter unfit for drinking purposes. The substance used must be of such a nature that it will not alter those properties of alcohol which make it useful for technical purposes; it must not give rise to caustic compounds; it must not be of such a nature as to leave a solid residue which would injure a wick, etc.; it must not be poisonous, but must render the alcohol totally unfit for consumption as a drink; it should not spread an unpleasant smell; a small quantity of it must do the work, and it must be of such a nature that its presence can be readily detected. Finally, the substance must be so difficult to separate from the alcohol as to render it impossible for anyone to separate the two advantageously. The competition remains open to July, 1906. It may be entered by a native of any country and is under the control of the Russian Ministry of Finance.

Harmony between the 4,000 union painters of Chicago and the Boss Painters' Association is assured for two years, an agreement having been signed for that length of time, dating from March 1. The painters will enjoy the Saturday half-holiday the year round and receive 40 cents an hour. A sympathetic strike will not be a violation of the agreement. The contractors affected by the document number nearly 100.

Growing Opium.—W. A. Murray, a news agent at Howard City, Mich., has been experimenting with opium poppies and is convinced that they can be successfully grown in Michigan. He has appealed to Carnegie to assist him financially in experimenting on a large scale. The philanthropist has aided the Burbanks of California. Murray believes the United States should raise enough opium for home consumption. Five million dollars worth is imported annually.

"Spindle Top has spouted!" All the oil cranks in Texas shouted this early last week. Gusher No. 7 came in. No other well in the district has been watched so anxiously. The flow of oil from the new well is as great as that of any of its predecessors. The Spindle Top Oil Company owns the property. Texas is now crazier than ever over oil.

Petroleum at \$8 a Pint.—Of discoveries made by C. H. Morris, while pursuing his trade as a tinner at McConnellsville, Ohio, the Democrat of that place says: "In the attic of an old building he found a full box of medicines. It was labeled German Oil and bore the signature of Dr. Barker, a former resident of McConnellsville. It enumerated about forty diseases of which the remedy was 'a sure cure,' including everything in the category of human ills from rheumatism to ingrowing toe nails. The bottles were half ounce and the price mark was 25 cents. Mr. Morris closely examined the stuff and found it petroleum. It was no doubt put up for sale a half century or more ago, when oil as we find it today was practically unknown. At the rate charged a pint would bring \$8, a gallon \$64 and a barrel \$3,584."

A jury in the United States court at Tallahassee, Fla., returned a verdict of guilty against S. M. C. Olyatt, a wealthy turpentine operator, who was charged with a violation of the peonage laws of the United States. The evidence at the trial was to the effect that Olyatt secured in Georgia several negroes and coming to Florida brought about their arrests. The negroes were then taken, it is alleged, to Olyatt's turpentine farm, near Waterloo, Ga., where they were made to work until a debt they were charged with owing had been paid.

In some of our recent travels we noticed in New York a massive fine-looking automobile truck bearing the name of the "Standard Varnish Works," carrying a large load of the products of this well-known company. When in Detroit an automobile truck of the Solvay Process Company was also observed. The use of these vehicles by these concerns is in line with their well-known policy of being up-to-date and using the latest and most approved labor-saving devices.

The Carrie Nation "smashing" movement has reached Chicago, and last week several excited women claiming to be adherents of Dowie's "Zion" did considerable damage in several west side drug stores. The police, armed with warrants, are looking for the crusaders (?). The action of the Chicago women is illogical to the extent of not even approaching a cheap imitation of "the real thing." The Kansas "jointist" is to all intents and purposes an outlaw who cannot claim the protection of the law which he violates. The Chicago druggist is a reputable, law-abiding merchant; a useful—indeed, an indispensable—member of the community, whose business is as legitimate and respectable as that of the grocer, the tailor or the banker. When fanatical women undertake therefore to place the Chicago druggist upon the same level with the Kansas "bootlegger" they make themselves ridiculous and invite criminal and civil proceedings without winning any public sympathy.

Advices from Milwaukee are to the effect that Patton's "sun-proof paints" are no longer sun-proof, as the son arrived at the home of Mr. J. E. Patton, Jr., Wednesday evening, March 5.

The Heath & Milligan Mfg. Co., paint and color makers, oil jobbers, etc., Chicago; Spencer Kellogg, linseed crusher, Buffalo; Crescent Linseed Oil Company, linseed crusher, Chicago; Louis H. Bolce & Co., paint makers and oil jobbers, Cincinnati, are quoting under the new system. This office would be pleased to hear from others who are quoting by the pound and have discarded the variable gallon, in order that their names may be added to this list. The REVIEW would also be pleased to hear from all other concerns as soon as they decide to "line up" with this forward movement.

The production of zinc oxide (zinc white) has increased considerably, in contrast to that of the metal. The total in 1900 was 44,568 short tons, which compares with 39,663 tons in 1899, showing a gain of 4,905 tons, or 12.3 per cent. Nearly all of this is made at the works of the New Jersey Zinc Company. The market for zinc oxide as a paint is continually increasing.



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for the class of goods we handle can be placed with us to advantage. We are just as sure of the goods we import as those we manufacture. Whether they are made by us or imported by us, you can rely upon their uniformity of quality. Here are a few of the things you need which we are able to furnish and recommend:

Gum Shellac, Bronze Powder, Gold, Silver and Metal Leaf, Coconut Oil, Castile Soda, Soda Ash, Talcum Powder, Marble Flour, Carnauba Wax and Wood Alcohol.

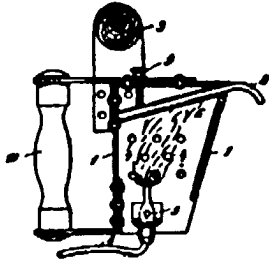
WRITE TODAY FOR QUOTATIONS.

M. L. BARRETT & CO.,

219 LAKE STREET, - - CHICAGO, ILL.

New Patents

NEW APPARATUS FOR REMOVING PAINT.



A contrivance which incorporates both torch and scraper has been invented by a foreigner, Joseph H. Storm, Amersfoort, Netherlands. The scraper is a part of the torch so that processes are accomplished immediately and with but one hand. The complete specification reads as follows:

1. An apparatus for removing paint from surfaces, comprising a ventilated casing, having a front wall which protects the surface to be scraped from the flame, a suitable handle at the back of the casing, a scraping tool attached to the casing and projecting forward, a fluid burner located within the casing, a fluid supply tank outside the casing, and a flexible tube connecting the tank and burner.

2. An apparatus for removing paint, comprising a ventilated casing having a closed inclined front wall, a handle, an adjustable scraper, a holder for the scraper consisting of parallel guiding plates, a screw to hold the scraper in position, a fluid burner within the casing, a fluid container outside the casing and a flexible tube leading from the container to the burner.

Application for a patent upon a device to measure the flow of oil or of any other liquid passing through a faucet from a tank or other receptacle has been made by Chauncey R. Sabin, general engineer in the Standard Oil Company's headquarters at St. Louis. It is stated that the Standard Oil Company has been experimenting for years at a cost exceeding \$50,000 to secure a device which works as well as does the invention of Mr. Sabin. This device, it is said, can be attached to every one of the company's tanks and wagons, thereby facilitating the delivery of oil and increasing the rapidity of handling fully 50 per cent.

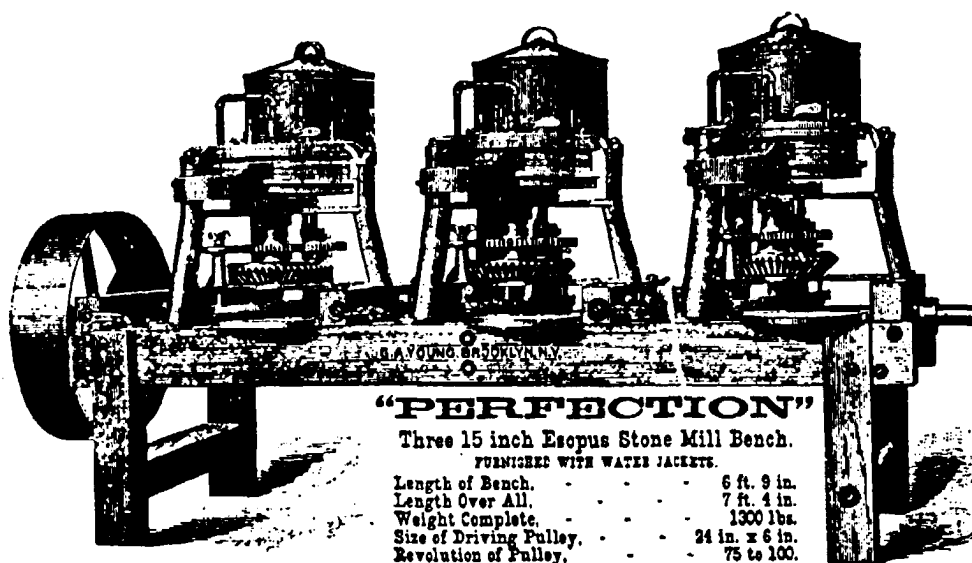
David A. Nicoll of Baltimore, Md., claims to have discovered a process for dissolving glass and to have recovered one of the lost arts of enameling possessed by the ancient Egyptians. By means of a chemical solution Nicoll has succeeded in rendering glass soluble and has converted it into a liquid form which can be applied to articles and surfaces with a brush like paint or any other pigment. Nicoll exhibits a large white bathtub at his house which he had painted with the liquid glass. The tub glistened like crystal and had a surface as smooth and as hard as a window pane. Nicoll shows a gill of liquid solution in a pint flask which he says represents a quantity of glass equal to that in the bottle. The solution he applied to a sheet of paper and it hardened almost immediately, revealing a hard and brilliant surface.

Stroschein, of Berlin, makes liquid bronze by treating dammar resin with about one-third of its weight of carbonate of potassium, stirring for about three days, and then finely powdering the resinous mass. Next it is scattered in thin layers on hurdles, exposed to a temperature of about 50° C., and left for several months. The resin is then dissolved in benzine or another distillate of naphtha under a boiling point of 150° C., after dry ammonia gas has been led through the solvent. The bronze powder remains suspended in this varnish. Articles bronzed with it are said to retain for years together the original fresh metallic luster.

Recent Patents.

Process of Manufacturing Oxide of Zinc Pigments. Carl V. Petras, Joplin, Mo., assignor to Oliver H. Fisher, same place. *Claim.*—The process of manufacturing zinc oxide pigment from sulphur-bearing zinc ores which consists in subliming the zinc, reducing the temperature of the gases and zinc oxide driven off below a bright red heat, at which temperature sulphate of zinc will form, catching the zinc oxide fumes and finally heating said collected fumes to a red heat to whiten and free it from sulphur compounds, all substantially as specified.

Process of Making sublimed Lead Pigments. Eayre O. Bartlett, Joplin, Mo.: *Claim.*—The process of manufacturing a sublimed lead pigment which consists in driving off fumes of lead from lead-bearing material in suitable furnaces, conducting fume and products of combustion through flues connected with the furnaces and maintained at a bright red heat in order to effect the fusion of a part of the fume and to increase the purity and density of the unfused portion, and separating the purified fume from the gaseous products of combustion by screening.



"PERFECTION"

Three 15 inch Esopus Stone Mill Bench.

FURNISHED WITH WATER JACKETS.

Length of Bench.	6 ft. 9 in.
Length Over All.	7 ft. 4 in.
Weight Complete.	1300 lbs.
Size of Driving Pulley.	24 in. x 6 in.
Revolution of Pulley.	75 to 100.

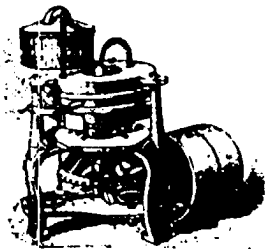
15 INCH ESOPUS MILLS ON BENCH.

These Mills are 15 inches diameter and 7 inch eye x 2 inch total thickness, are arranged 3 on bench, each Mill running independent of the others (stopped and started by clutch lever). They are water cooled by a new and original device, and are guaranteed to keep cool. The Feeding Hopper is of cast iron (not tin), 13 inches diameter x 8 inches deep, with internal mechanism that produces a regular and automatic feed. This mechanism is driven from the spindle of Mill by gearing which is adjustable (not belts).

The manner of inserting the stones in the casing is such that it is impossible for the stones to leak water. Are suitable for all manner of fine grinding, and are delivered ready for use.

GEO. A. YOUNG, Manufacturer, BROOKLYN, N. Y.

Wm. Daniels' Sons Co.
PAINT MILLS AND MIXERS,
DANIELS' PATENT
WATER-COOLED
MILLS



A Specialty.
PROVIDENCE, R. I.

FOR SALE CHEAP
TWO POWER PAINT MILLS.

ONE High Speed Bevel Faced Iron Paint Mill, chilled and water cooled; for Colors in Japan, Varnish or Distemper. Hopper holds about 9 gallons. **Price, \$25.00.**

ONE Power Paint Mill for Colors in Oil. Hopper holds about 4 gallons. **Price, \$15.00.**

These mills have been used but little and are in excellent condition. Address

THE MURRAY CO.,
59-61 West Washington St., CHICAGO, ILL.

PAINT MILLS
and **MIXERS.**

Hand or Power Mills. Single or in Gangs.



Successors to B. B. Beardsley.

WATERVILLE FOUNDRY & M'FG. CO., Waterville, N. Y.

G. K. WILLIAMS & CO.,

EASTON, PA.

We are making a Specialty of a particularly High Grade of

Persian Oxide, Italian Sienna

—AND A VERY BRIGHT STRONG—

GRINDING OCHRE,

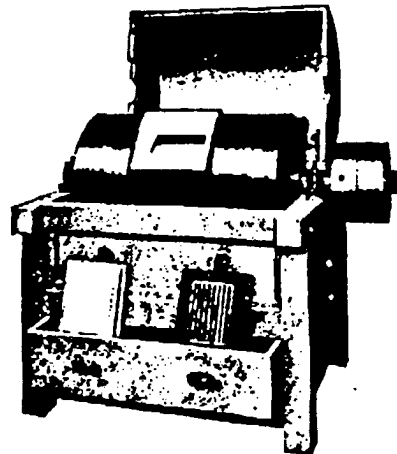
as well as various other Dry Colors. SAMPLES and prices furnished upon application.

Western representative, W. F. Baker, 1008 Majestic Bld., Detroit, Mich.; Southern representative, Hoidt & Bullington, Atlanta, Ga., and Richmond, Va.

A fine lustrous polish for delicate cabinet work can be made as follows: Half pint of linseed oil, half pint of old ale, the white of an egg and one ounce of spirits of salt (muriatic acid). Shake well before using. A little to be applied to the face of a soft linen pad, and tightly rubbed for a minute or two over the article to be restored, which should first be rubbed off with an old silk handkerchief. It will keep any length of time.

PIGMY PEBBLE MILLS.

(Porcelain Lined.)



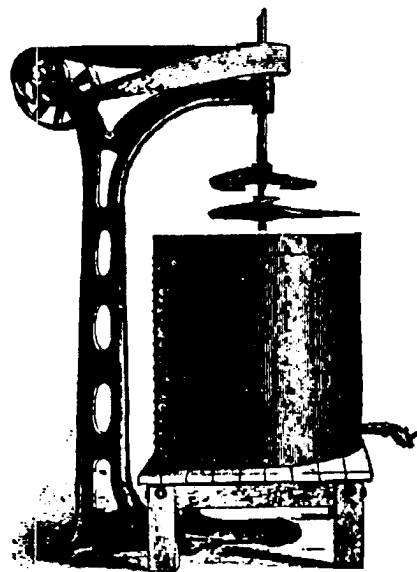
REDUCES TO
Impalpable Powder.

MIXES THOROUGHLY
Drugs, Chemicals, Colors, Etc.

WRITE FOR PARTICULARS.

The Max F. Abbé Mfg. Co.,
26 Cortlandt St., - New York City.

Pulverizers of Every Description.



This engraving represents our latest improved Liquid Mixer, for mixing liquid paints, oils, color, varnish, etc.

It will reduce the heaviest paste to liquid form (with the introduction of the proper amount of liquid) in fifteen minutes, and have it the same consistency throughout.

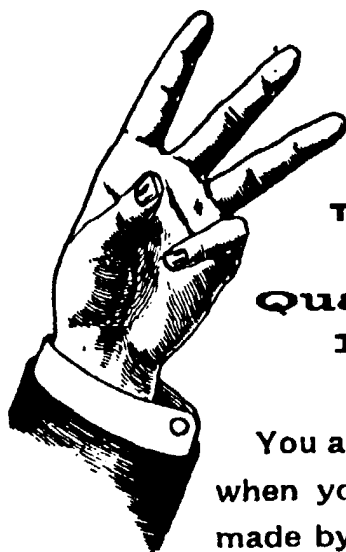
They are being used by some of the largest houses in the trade today.

For Further Particulars, Address

KENT & HALY,

Manufacturers of Paint Machinery,

250 & 252 PLYMOUTH ST., - BROOKLYN, N. Y.



JUST THREE THINGS

To Remember.

**Quality
Price
Results**

You are absolutely safe
when you use Varnishes
made by

TOUSEY VARNISH CO.,

Manufacturers of the following

Architectural Specialties:

**Mast Head Preservative,
Universal Finish,
Kramona Finish,
Flexible Floor Finish,**

560-562 25th St., - CHICAGO.

TRADE WINNERS

Thresher's H. S. Finishes

H. S. Interior Finish (For all Interior Work)
H. S. Elastic Finish (For both Interior and Exterior Work)
H. S. Floor Finish (Very durable for all Floors)

These Varnishes make a complete stock for the Dealer.
For all Architectural and General Work.

Made only by

The Thresher Varnish Co.

Davton, Ohio.

Non-Poisonous White Paint or Varnish.

A trans-Atlantic exchange describes a white paint or varnish, claimed to be non-poisonous and permanent in color. It has been recently introduced and patented by Leonard Hunt, of Manchester, Eng.

The base of this paint or varnish consists of 75 parts of sulphate of barium and 25 parts of sulphite of zinc, intimately mixed together by precipitation. To make this base or mixture into a permanent white paint it is first mixed with linseed oil and by mechanical means worked into a paste, to which is then added more oil, turpentine and terebene to form the consistency of a thick cream, the proportions of the oil, turpentine and terebene varying with the use of the paint, or effect desired in the ordinary manner.

In using the base for a permanent white varnish it is made, in like manner to the paint, into a paste with linseed oil, and by adding mixed pale copal varnishes, reduced to a creamy or like consistency, the proportions of the oil and copal varnishes being according to the effect desired.

The improved paint or varnish, besides being non-poisonous, is said to be indestructible by heat and unaffected by sulphuretted hydrogen, whereas the ordinary white-lead paint at present in use is decomposed by heat, and soon turns brown in an atmosphere containing the slightest trace of sulphuretted hydrogen.

Water Paints.—A British paint journal observes that there appears to have been of late a large number of new water paints produced—that is, paints which are supplied in a dry powder or thick paste, which are ready for use on the addition of water. They are made in a large variety of colors and when applied to the surface of plaster or other material are warranted not to rub off. This class of paints is certainly more useful and convenient, but it is a little difficult to understand why so many of them should have been brought out within a limited period of time. Possibly it is to be attributed to competition. The strange thing about the production of these specialties is that the use of them in this country must always be to a great extent limited. For finishing ordinary ceilings they will probably never be universally adopted because of the expense, but for finishing the walls of schoolrooms, temporary churches and such-like buildings, for sculleries, dairies, etc., they will be always welcome. The surprising thing is that the manufacturers do not take steps to push them more than they do in foreign countries. In South America and the West Indies, for example, water paints are used very extensively, and, considering the quality and variety of colors of those now produced, they would be likely to succeed very well indeed. Of course, some of the larger manufacturing firms already ship considerable quantities of these goods abroad. Our point now is that firms who have brought out water paints recently for the first time can never hope to succeed very well if they limit, as they appear to be doing, their efforts to obtain purchasers in the home market.

MADE BY THE **THE MURALO COMPANY**
NEW YORK and CHICAGO

CALCIMO

**30,000,000 POUNDS
SOLD ANNUALLY**



THE STANDARD WALL COATING OF THE WORLD

To turn out a superior rapidly drying varnish, mix powdered resin with a thick milk of lime, set aside for 24 hours, then put over a waterbath, evaporate to dryness, and powder. This powder furnishes a basis for preparing durable and quick drying varnishes from the softer resins, of which the following is an example: Melt 100 parts of pine resin, and to the liquified material add from 10 to 15 parts of the powder, a little at a time and under constant stirring. Continue the heat for 80 minutes, after adding the last of the powder, then remove from the fire and add from 25 to 50 parts of linseed oil and from 85 to 90 parts of oil of turpentine, according to the thickness desired.

A Fire Proof Paint.

Twenty parts of finely pulverized glass, twenty parts of any sort of stone in powder, ten parts of calcined lime, and thirty parts of water-glass (silicate of soda), such as is usually found in commerce. The solid elements having been powdered as finely as possible and sifted, are moistened and then intimately mixed with the water-glass. This yields a mass of syrupy consistence that may be employed for painting, either alone or mixed with color. The addition of the lime gives a certain unctuousity to the mass for whitewashing, and its combination with the silicic acid of the soluble glass serves to bind the other materials together. The proportion of the different elements above mentioned may be changed save that of the water glass, which must remain constant. These elements may even be replaced one by another; but it is always well to preserve the lime. Instead of the silicate of soda (soluble glass of soda), soluble glass of potash might be used; but the former is less expensive. The coating is applied with a brush, as other paints are, as uniformly as possible over the surface to be protected. The first coat hardens immediately, and a second one may be applied six hours or more afterwards. Two coats are sufficient. This paint may likewise be employed as a preservative against rust.

Varnish Paint on Steel.—Prof. Sabio, in an article in the *Progressive Age*, reports the result of experiments in the use of paints in the preservation of steel. A test of the relative values of ordinary oil paints and of the so-called varnish or enamel paints showed conclusively the marked superiority of the latter. About 300 plates of sheet steel were carefully cleaned free from all rust and scale, and were then covered with three coats of the paints or enamels to be tested. One-third of the plates were sunk for two years in a fresh water lake near Boston, another third were suspended from a float in sea water at New York navy yard for a similar time, and the remainder in sea water at Norfolk navy yard, Virginia. As stated, the enamel paints proved much better than their competitors, and this superiority was particularly marked in the case of enamels which had been subjected to baking process. Some of them were absolutely unaffected by their long immersion. The character of the pigment mixed with the paint appeared to influence the result but little, the one exception being the red lead, which proved much the best of the oil paints.

Empire Floor Varnish



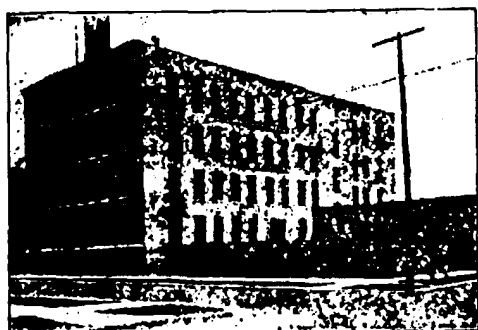
The highest grade of FLOOR VARNISH, unequalled for durability and wearing qualities. Not an atom of rosin used. NOTHING BUT PURE KAURI GUMS.

Write for dealers' proposition

EMPIRE VARNISH CO.,
CLEVELAND, OHIO

CELLULOSE PAINT FOR VESSELS.—A cellulose paint is recommended by a French writer for the protection of steel ships and all exposed metal surfaces. He would use a ten per cent. solution of ordinary wood pulp, colored as desired, with the addition, at the time of using, of some siccativ, such as an acid salt of lead or of manganese. The paint is said to be more adhesive than oil paints, and it finally becomes insoluble and absolutely unalterable.

An Innovation in Enamel Varnish.—A new enamel varnish invented by Panchevre, is said to produce a brilliant surface on metals and be extremely durable, resisting the effect of blows without scaling or chipping off, and being therefore highly suitable for cycles and any other articles exposed to shock. For the manufacture of 44 gallons, 11 pounds of red copper, 8.8 pounds of yellow copper, 4.4 pounds of hard steel, and 4.4 pounds of soft steel, all in a comminuted condition, are well washed in petroleum or mineral spirit, and are then treated with concentrated sulphuric acid in a lead-lined vessel, with continued stirring for two hours. After twelve hours' rest the sulphuric acid is neutralized with Javel extract, and the fine powder left in the vessel is passed through a silk sieve to remove any fragments of metal, then ground along with linseed oil, ivory black, and petroleum, the finely divided mass being afterwards filtered through flannel and incorporated with a mixture of: Bombay gum, 22 pounds; Damascus gum, 11 pounds; Judea bitumen, 22 pounds; Norwegian tar resin, 11 pounds; and 11 pounds of ivory black ground very fine in refined petroleum. When perfectly homogeneous the mass is again filtered, and is then ready for use. It is laid on with a brush, and then fixed by exposure to a temperature of between 200° and 400° C. The ivory black may be replaced by other coloring matters, according to requirements.



Illinois Paint Manufacturing Co.

308-318 S. Roman Ave., Chicago

Manufacturers of

MIXED PAINTS

Grinders of LEAD and COLORS

LIKEMORE CLUB

A High Grade Old Fashioned Rye Whiskey

Bottled for Hotel, Club and Family.

In Square Amber Bottle, Each Bottle in Carton, 12 Full Quarts in Case.

Price Per Case, \$10.00. Five per cent discount in 5 case lots.

Terms. Four months, or five per cent discount for cash within ten days from date of invoice.

THIS CELEBRATED WHISKEY IS CAREFULLY STORED IN DRY WAREHOUSES, IS RIPENED IN THE ORIGINAL BARRELS, AND IS NOT OFFERED FOR SALE UNTIL PERFECTLY AND THOROUGHLY MATURED. IT IS BOTTLED UNDER OUR PERSONAL SUPERVISION, AND CUSTOMERS HAVE OUR GUARANTEE THAT NO BETTER, PURER OR FINER WHISKEY CAN BE PRODUCED.

YOUR ORDERS SOLICITED

Chicago, February, 1905

Fuller & Fuller Co.



THE MAIDEN'S PRAYER.

If you've been wrong in former years,
On other roads to stray;
Oh, change your heart and make a start
Now
"THE ONLY WAY."



EXPANSION PROGRAMS

Payson Varnish Co., New York; to manufacture varnish; capital, \$10,000. Incorporators and directors for first year: M. W. Brown, Larchmont, N. Y.; Edith St. C. Payson, Larchmont, N. Y., and William F. B. Hart, No. 5 Beekman street, New York.

The Foy Paint and Glass Company has succeeded Foy, Erkins and Von Pein at Cincinnati. Mr. F. F. Fromeyer, formerly with Barron-Boyle & Co., is now associated with the first named, Messrs. Von Pein, and Erkins having both retired to engage in business on their own account.

Cincinnati Varnish Company, capital stock, \$100,000; incorporators, John O. Moore, H. F. Koenig, E. R. Glasscock, H. C. Shealer and Wm. L. Moore.

Bay State Varnish Co., Boston, Mass; capital, \$50,000. Promoters, Phillip J. Hope, Almond D. Woodman, J. Frank Adams, Alfred Sears, Wm. E. Ryan.

The Gates Paint Mfg. Co., of Charleston, W. Va., composed of three well-known young business men: Jas. H., D. H. and Wm. B. Gates, will manufacture a complete line of colors in oil. The factory will be in operation by the first of February.

Ohmlac Manufacturing Company, Chicago; capital, \$1,500; manufacturing chemicals and paints; incorporators, Joseph L. Ness, E. C. Lindley, B. M. Perry.

Atlantic Varnish Works, Incorporated, Richmond, Va.; capital stock, \$25,000; succeeds the old joint stock company which operated under the name of the Atlantic Varnish Works. The officers will be: President, James A. Moncre; vice-president, John B. Young; superintendent, G. D. George, director, W. S. Forbes. The principal office is to be maintained in Richmond.

The Troy, N. Y., Chemical Company has filed with the Secretary of State of New York a certificate of increase of its capital from \$25,000 to \$50,000. The certificate is signed for the company by M. Arthur Wheeler and Frank O. Van Derkar.

H. KOHNSTAMM & CO.

(ESTABLISHED 1851).

Manufacturers and Importers of High Grade

PRUSSIAN BLUES

AND OTHER DRY COLORS.

112-114 Franklin Street, CHICAGO.

87-89 Park Place NEW YORK.

Factory: Columbia Bay, and Hicks St., BROOKLYN, N. Y.



If you are up against Higher Prices, change your BASE of supplies to

F. W. THURSTON & CO., CHICAGO.

DIRECT IMPORTERS AND MANUFACTURERS OF

BRONZE POWDERS

GUM SHELLAC

WOOD ALCOHOL

PUMICE STONE

FISH GLUE

WOOD STAINS

BRONZING LIQUID

SHELLAC VARNISH

GLUE & GELATINE

ROTTEN ST. NE

DEXTRINE

WITCH HAZEL

Why We Have a Postal Deficit

Herman B. Walker shows in an article in La Folette's magazine, how the postoffice is run at a loss, because the express and railroad companies want bigger profits. We print a part of the article which touches the most vital points, believing it will interest our readers:

The United States postoffice last year did business at a loss of about \$17,500,000.

The Wells-Fargo Express Company last year divided profits of \$24,800,000 among its stockholders.

In 1906 the postal deficit in the United States was \$10,500,000. In the same year the four largest countries in Europe reported postal surpluses as follows:

Great Britain	\$22,000,000
Germany	15,000,000
Russia	15,000,000
France	14,000,000

Of all the important civilized countries in the world, the United States is the only one in which the postoffice loses money.

At the same time, the United States postoffice gives less service and charges more for the service it renders than any other postal system in any large civilized country.

In fifty years, instead of making progress with other nations in our postal methods, we have steadily gone backwards.

Thirty-five years ago the United States had the cheapest parcels post system in the world. Today our rates for sending parcels by mail are the highest in the world.

We have more than 60,000 postmasters, almost all of whom are selected for their offices, not because of their knowledge of postal matters, but because of their political standing, influence or usefulness.

We pay rural mail carriers starvation wages (less than a dollar a day after deducting the cost to them of keeping their rigs) and require them to equip themselves with a horse and wagon each capable of carrying half a ton of merchandise or mail. Then we forbid these carriers to deliver on their routes anything heavier than letters, newspapers and postal cards, excepting at exorbitant rates. A man with an empty wagon drives from town to take the farmer his weekly paper or a letter containing a notice that the railroad has a small package for him, and the farmer has to hitch up and drive to town to get the package, to bring out a few pounds of groceries, or to deliver his butter and eggs.

Most of these and other absurdities are relics of the past, of outgrown conditions. Our postal system has not grown to keep pace with our development as a nation—to meet modern conditions and needs. The reason it has not grown is mainly because the express companies, the railroad companies and the telephone and telegraph companies have not wanted it to grow. These big corporations make big contributions to campaign funds, and our Congressmen, generally, are more interested in the campaign funds than in the postoffice or the public welfare.



VARNISHES

"ARE VARNISHES OF QUALITY," made by scientific Varnish Makers, under directions of men who have had forty-six years' experience.

Each and Every Varnish is Made for a Specific Purpose

They work freely under the brush, flow out nicely and dry hard with a brilliant lustre, and do away with "fatty edges," "runs," and "sticky work."

We want to convince you these are the best Varnishes made, and can. Ask your dealer for them. If he doesn't handle them, write us direct

Moller & Schumann Company
New York Chicago

Club Activities



INITIATION OF PRESIDENT MINEBART

VARNISH MANUFACTURERS PENSION EMPLOYEES

A pensioning system has been adopted by one of the large eastern varnish manufacturers. The pension is 2 per cent of the average salary for the last ten years of service for each year that a man has worked with the company. Thus a man who has worked for twenty years will receive 40 per cent a year of the average wages he earned during the last ten years before retirement.

Any officer or employe on reaching the age of 70 years, who has been in the employ of the company not less than twenty years, may be retired on his own application made through official channels, or he may be retired by action of the executive committee on the application of his immediate superior officer.

Any employe who has reached the age of 60, who has been in the service of the company not less than twenty years, and who shall have become physically disqualified, may make application for retirement, accompanied by a physician's certificate of disability. This application will be granted if approved by a proper superior officer.

Any officer or employe who has been in the service of the company not less than ten years and who has become disabled either through sickness or accident, may be retired by the executive committee.

The service spoken of in the foregoing rules shall be a continuous service. Any interruption, however brief, will cancel any pension claim. Pension allowances will be paid monthly by the head office. The company may withhold pensions from any officer or employe it believes unworthy.

The acceptance of a pension allowance shall not debar any former employe from engaging in any other business except the varnish business and its allied trades.

NATIONAL OFFICERS 1909-'10



President
National Paint, Oil and Varnish Association
Warren, Ohio



Treasurer
National Paint, Oil and Varnish Association
Cincinnati, Ohio



Secretary
National Paint, Oil and Varnish Association
Chicago, Ill.



Vice-President
National Paint, Oil and Varnish Association
Denver, Colo.



Vice-President
National Paint, Oil and Varnish Association
Boston, Mass.



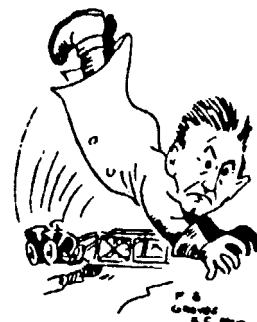
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Cincinnati



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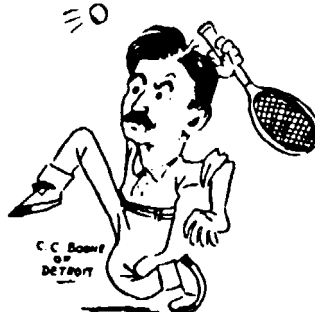
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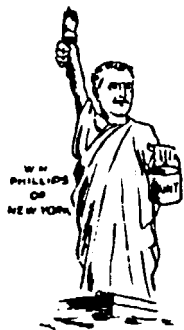
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President
Pittsburg Paint, Oil and Varnish Club
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President
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Minneapolis



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Buffalo, N. Y.



President
Newark Paint, Oil and Varnish Club
Newark, N. J.



President
St. Louis Paint, Oil and Drug Club
St. Louis, Mo.



President
Paint Manufacturers Club of Philadelphia
Philadelphia



Member
National Entertainment Committee
New York



President
Paint, Oil and Varnish Club of Cleveland
Cleveland, Ohio

EARLY HISTORY OF LINSEED OIL IN THE MIAMI VALLEY.

By George Archer.

In the early sixties, Dayton, Ohio, had at one time seven linseed oil mills and was probably making more linseed oil than any city in the world.

No doubt, the raising of flax for the fiber from which the homespun cloth was made produced a surplus of seed which started small oil mills, and the demand from these mills for seed caused the growth of the industry in the Miami Valley. Probably the first mill was built and run by Frank Esterbrook at Dayton in the late thirties. The pressure was caused at first by driving wedges, later by hand screw presses similar to cider presses.

The writer's father was employed by Mr. Esterbrook, and in good times the output was as much as ten barrels a week. In the early forties, W. S. Archer was associated with his uncle, Joseph Clegg of Parriott & Clegg, later Clegg & Wood, then Wood, Archer & Co.



J. W. DANIELS,
President Archer-Daniels Linseed Co.

In the early eighties, the younger Archers built a small mill at Yankton, S. D., the center of flaxseed production at the time, then moved to Minneapolis and St. Paul, building large mills in the late eighties, and at present the fourth generation successively in this business is interested with the Archer-Daniels Linseed Company of Minneapolis. Next to Dayton, Ohio, in number of mills came Piqua, Ohio.

A pioneer in the business is still living there—Colonel W. P. Orr, of Orr & Leonard, later Orr, Leonard & Daniels, then Leonard & Daniels. In 1902, the same Mr. Daniels built a mill in Minneapolis, now the Archer-Daniels Linseed Company. With these exceptions, the early Ohio names have disappeared from the business.

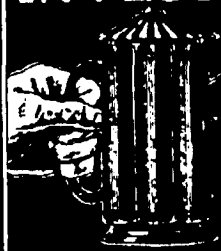
THE LOGIC OF PAINT LEGISLATION.

To label or not to label, that is the question that now confronts the manufacturer of mixed paints and specialties, and it is a serious question. Heretofore the so-called "pure paint" legislation has been confined to a few states, but now that it is becoming general it makes labeling almost compulsory. Any manufacturer who does an interstate business—and who does not?—will find a labeling law perhaps in an adjoining state, if not in his own, and he cannot stop all the routine of his factory to prepare a special line of paints for shipment into that particular state. So that it has now become almost a case where "discretion is the better part of valor," and it is perhaps easier to label everything that goes out, and thus escape any possible penalties that may be imposed in any state. This view is strengthened by the fact that paint laws are now in force in North and South Dakota, Minnesota, Iowa, Ohio, California, Massachusetts and Vermont, and are under consideration in Michigan, Wisconsin, Illinois, Indiana, Kansas, Nebraska, South Carolina and Pennsylvania.

It is evident that the paint trade has been singled out for invidious legislation and that paint manufacturers are to be compelled to label their products and disclose their formulas at great expense and loss. The pretense is that such legislation is designed to protect the householder, but it is evident even to the uninformed or ill advised that the fact of a paint manufacturer having complied with such laws by labeling his wares does not even remotely indicate that they will be finally used without being adulterated. Therefore, in order that the laws already enacted or those proposed shall be made effective in protecting the innocent householder, the PAINT, OIL AND DRUG REVIEW urges that an amendment shall immediately be made to laws in effect and added to laws proposed, to the purport that the painter using such materials shall give to the property owner a sworn guarantee that he is using them without adulterations and that he is applying them as the manufacturers direct; that in every case where paint is prepared by a master painter, contractor or journeyman, an analysis of the paint shall be furnished to the owner of the building and a sworn statement shall be made by the painter to the effect that the paint which he applies conforms to the analysis which he furnishes. This analysis should show the quantity and quality of all the ingredients used—the linseed oil, turpentine, dryer, lead or so-called combination lead, zinc, inert material, colors, etc.; and a sworn statement should be required to the effect that the materials were used without any manipulation or adulteration.

The PAINT, OIL AND DRUG REVIEW is strenuously opposed to any trade being singled out for paternal regulation, but is likewise opposed to any integral part of a trade being exempted from the operation of a law. What is sauce for the goose is sauce for the gander.

INVESTIGATE



"TO INQUIRE INTO SYSTEMATICALLY." Webster.

Claims are only Claims—but FACTS are FACTS. All we ask you to do is to compare our prices with those of other sellers of goods of equal quality, and judge for yourself as to the wisdom of turning our door-knob when buying supplies: Gold, Silver and Metal Leaf, Bronze Powders, Columbian Spirits, Gum Shellac, orange, Gum Shellac, bleached, Wood Alcohol, Shellac Varnish, Talc, Carnauba Wax, Pumice Stone, Marble Flour, and many other articles, all of the best quality.

Samples Free.

Remember the word INVESTIGATE, but do not PROCRASTINATE.

M. L. BARRETT & CO.,

CHICAGO.

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MANUFACTURERS OF

Varnish and Japan Specialties

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LONG ISLAND CITY, N. Y.

67 Eight Street

The Gasoline Auto-Car.

An enormous demand for gasoline is certain to be created by the further introduction of the gasoline automobile. That type of horseless carriage is the one that will be most popular in the future as well as at present, for it is the automobile of the middle classes, less costly to buy and to operate than the electric. Once in common use it will call for all possible adaptations of gasoline and petroleum fuel to meet the enormously increased demand.

An observer who has kept close watch of the development along this line says that what a multitude of people is waiting for is this: A car of ten horse power (it cannot climb hills at a decent speed if it is less, and your average speed depends upon your speed uphill), to carry either two people with baggage or four without, at a speed of twenty-five miles an hour on the level, and a speed of ten miles an hour up a twelve per cent hill; a car of very simple mechanism, the very best material and workmanship, absolute standardization and interchangeability of parts, like an American rifle, so that in case of breakage you can telegraph for part No. 17, for instance, and put it in yourself with a screwdriver and a wrench; a car that you can start by turning a switch, so that there may be no more handle-grinding on the road with its risk of a sprained wrist, and that will not need constant fresh supplies of lubricating oil and water; a car with little noise and no vibration; with both kinds of electric ignition, to avoid the most common cause of breakdown; a car, finally, that is really reliable—that can be counted on to run day in and day out, and remain equally serviceable, with due replacement of wearing parts for many years.

War and Civilization.

The Japanese ambassador in Paris has given utterance to this comment on the war and its bearing on the reputation of his country.

"We Japanese have for many generations sent to all the civilized cities of Christendom the finest lacquered ware made in the world, enameled goods with vari-colored glazes inlaid with threads of precious metals which were marvels of beauty and miracles of human patience and skill, decorated porcelain, hand-painted which had been repeatedly fired and emerged from the kilns pure and flawless so that your most refined and cultured ladies placed them in silk-lined china closets, and feasted their eyes and those of select gatherings upon their holidays and state occasions; we have sent you the most exquisite wood and ivory carvings ever created by the cunning hand of the artist; bronzes which you have honored yourselves by placing in your museums; birds and animals, drawn anatomically correct and colored in the beautiful hues of nature with infinite skill and cultured devotion; vases whose modeling, decoration, and firing required the labor of months and years, so large in size, and so exact in every detail as to startle your best artists and challenge the admiration of your finest connoisseurs, and despite all of this, you have persistently classed us among the barbarian people of the globe. But now, since we have killed several hundred thousand Russians on sea and land and won a series of uninterrupted military victories, unsurpassed in reckless abandon of life, in devotion to kin and country, in endurance and self-abnegation, and in bravery and the shedding of blood, you suddenly awake and begin to recognize us as a civilized people.

"And yet it is you who pretend to love peace and deprecate war. For was it not your glorious Milton who said 'Peace hath her victories no less renowned than war,' and did not America's Quaker poet, Whittier, write:

'Peace has higher tests of merit
Than battle ever knew.'

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PAINTS,
COLORS,
WHITE
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LINSEED
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OIL MEAL
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THOMPSON'S DIAMOND WHITE LEAD has a high standard of value of its own as a combination lead and it holds fast to the linseed oil which is "the life of paint." Many painters are using it. Write for circular and prices.

THOMPSON'S DIAMOND PREPARED PAINT is a high quality paint at a fair price. Its merit is in the quality of the paint materials and linseed oil, and quality is not sacrificed to pay for tons of high sounding literature and circus advertising. "Ask the customer" who wants more of Diamond Paint. Write for color card and prices.

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Diamond Paint and Oil Works

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THE
AKRON VARNISH CO.
AKRON, OHIO

For a Painters' Union Label.

The craze for combination has penetrated to every quarter. Never before was there so great activity in the formation of labor unions as there is in this age of capitalistic consolidation on the one hand and socialist tendencies on the other. New unions are being formed and old ones are becoming more and more aggressive, and the day when the individual working man treated direct with his employer seems to be passing rapidly away. It is a movement over which there seems to be no control—a social evolution, as it were, leading nobody knows where.

And now come the painters with a serious proposition to adopt a union label. They contend that the idea could be no more preposterous than the bread label which sticks to the side of every union-made loaf, or the printer's label which appears on fine stationery and rough poster alike. They intend to push this plan of a union label for painters until it shall be universally adopted wherever local unions can be formed, believing that it will be a great help in the furtherance of their organization.

The official organ suggests that the label be issued in stencil pattern to local unions and district councils and arranged on the same plan as the printers issue the Typographical Union Label, viz: to union shops, with the right reserved that if the shop proves unfair the label can be lifted. "If issued in stencil form it can be used in oil or distemper and may be placed on the highest class of paper, wood or decorated wall without defacing the work. It can also be used with satisfaction on carriages, coaches, buggies, wagons, banners, glass signs, blackboards, and in fact on all that painters, decorators, paperhangers or hard-wood finishers may be employed at. It will take many years of agitation and considerable expense before it becomes an established fact; but there are no better people in the world than the boys who work in paint, paste and varnish to introduce the goods. It will be 'A Brotherhood Label.'"

On closer study the label proposition does not seem at all unlikely to be adopted. Let the trade, then, prepare for the inevitable—for the time when the badge of respectability in the painter's trade shall be a stencilled symbol indicating that none but union men need apply.

PRICE CUTTING.

Possibly the most foolish of all fool things in retailing is price cutting. One merchant comes out with a low price on some staple article and at once every other retailer in the same line goes him one better with a deeper cut. Then the war has fairly begun, and before it is over prices have gone all to pieces and every one of the competitors has lost money and none of them has reaped any benefit from their insane rivalry. Nothing but bitterness arises from such folly.

If you have faith in your goods, hold up the price and talk quality first, last and always. If you have no faith in them, get a line that you can have faith in. You owe it to the manufacturers of honest materials to maintain prices, for a cut price is a confession that you think the goods are not worth what you have been asking for them. Of course, a merchant can give his stock away if he wants to, but that is not business.

Manufacture of Chemicals at Niagara.

Chemists are especially interested in the work which the enormous electric power generated at Niagara Falls has accomplished. By the use of an electrolytic process invented by Sir Humphrey Davy, sodium is made in great quantities for the manufacture of aluminum, and soda is produced ad libitum at 20 cents a pound. Alcohol, which is worth, with the revenue tax, \$3 a gallon, is made for 3 cents a gallon out of bituminous coal at the falls.

The above achievement in the manufacture of sodium affects the gold output of the world in a special way. In the old days many mines were unworkable because it was impossible to free the gold at a reasonable rate. Since the discovery of the cyanide process all that has been changed. Cyanide of potassium is one of the by-products of the sodium manufacture, and at Niagara Falls is limited by nothing but the demand. Not far away from the falls is the region of salt wells and salt-making. From the common salt of that region sodium and chlorine are manufactured by electric analysis.

The manufacture of bleaching powder and caustic soda used to involve the hardest physical toil. Now these are made by the ton every hour or two, and the workman has nothing to do except to watch the process with intelligent, unflinching attention, to see that it goes right.

CLASSIFIEDS

NOTICE.—The owner of a formula for the production of a permanent and economical paint, fully tested, prepared entirely without the aid of oil, turpentine or glue, at about one-fourth the cost of, and superior in some respects to ordinary mixed paints, is desirous of meeting party with capital to manufacture same. To the proper party, competent to manage the business, a liberal proposition will be made. Address "CHEAP PAINT," care of this office.

WANTED.—Salesman, who has large acquaintance among Western Furniture Manufacturers, to sell specialties. Varnish Salesman preferred. Salary \$1,200 to \$1,800 according to ability, and commission, address stating age, experience, past and present connection and references, Box 378, PHILADELPHIA.

Wanted.—Grinder, thoroughly competent to take charge of paint factory, one who is thoroughly posted in manufacturing a full line of goods. Salary \$100.00 per month. Address Box 190, care of this paper.

Paint Works for Sale.

Small but full equipment in a growing western city of 100,000 inhabitants. The whole plant, including real estate, can be bought under \$5,000, on very favorable terms. Owner's reason for selling is that he is engaged in business in another city. Address H. W., care of this paper.

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