

Keep your painters on the job all the time.
The Never Fail Plan will help you do it.

Plenty of business now but what about next July?



Are you planning against the off months that are sure to come? The Never Fail Plan is ready to help you. Start it to work today

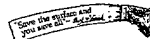
Busy till October

H. E. Grabbert, master painter of Arctic, R. I., writes us as follows: "Your Never Fail Plan worked wonders for me —gave me a fine start for the season and has not let up yet (July 31). I have enough work ahead now to last me until October 1."

Busy till Christmas

"Out of the 14 names sent you on the Never Fail Plan, I got 21 houses to paint. I got six houses from one man. I have put eight painters to work in the last two weeks outside and have three on the inside work. I have work to last me until Christmas. I think your Never Fail Plan is the best thing out."—A. L. KEFFER, Cumberland, Md.

Here is the coupon. Fill it out and mail it today. That's all you need do to start the Never Fail Plan *working for you*. Address our nearest branch.



At this time of year practically all master painters are in a fortunate position.

They are busy. Profits rolling in. Plenty of work to do. Can't get enough painters for the work on hand.

But what about the slack months? What about next summer?

Start the Never Fail Plan to work *now*. It will help fill gaps in the months to come. It will build business when you need it most—when you have time to handle it.

For nineteen years the Never Fail Plan has been ironing out the rough places for hundreds of painters. It has been amazingly successful in landing contracts. Scores of painters give this plan the credit for many of their big orders.



NATIONAL LEAD COMPANY

New York, 111 Broadway
Buffalo, 116 Oak St.
Cincinnati, 659 Freeman Ave.
St. Louis, 722 Chestnut St.
Pittsburgh, National Lead & Oil Co. of Pa., 316 Fourth Ave.
Philadelphia, John T. Lewis & Bros. Co., 437 Chestnut St.
Boston, 800 Albany St.
Chicago, 900 West 18th St.
Cleveland, 820 West Superior Ave.
San Francisco, 485 California St.
Philadelphia, John T. Lewis & Bros. Co., 437 Chestnut St.

DUTCH BOY WHITE-LEAD

National Lead Company

Gentlemen:

Please tell me how the Never Fail Plan can help me get more painting contracts.

Name _____

Address _____

Town _____

State _____