

• Soren Jensen—St. Paul, Minn. "My materials average \$350 per month which I purchase from the same dealers where I get Dutch Boy White-Lead, Dutch Boy Colors-in-Oil and Linseed Oil."

• John B. Baras—Buffalo, N. Y. "In my 40 years of painting experience I have used well over 100000 lbs. of white-lead. I buy my materials from the dealer who sells me Dutch Boy White-Lead."

• Maxwell B. Lowman—Milton, Mass. "I find that the dealer who sells me Dutch Boy White-Lead carries supplies of the quality the skilled painter demands."

Get in on this Profitable
VOLUME BUSINESS
These Painters
Give you the Password!

• Charles C. Mathis—Winston-Salem, N. C. "I spend several thousand dollars annually for paint materials and always do business with the dealer who handles Dutch Boy White-Lead."

• Herman C. and Henry Brewster (Brewster Bros.)—Cornwall, N. Y. "The amount of materials bought by us is between \$1500 and \$2000 per year, all purchased from the dealer who furnishes our Dutch Boy White-Lead."

• John Rodland—Merrill, Wis. "My paint purchases run from \$2000 to \$7000 annually. I give this business to the dealer who sells me Dutch Boy White-Lead."

• A. A. Johanson—Worcester, Mass. "I purchase over \$1000 worth of paint materials each year from the dealer where I buy my white-lead."

• Henry B. Padlock—Louisville, Ky. "I spend about \$600 a year for materials with the dealer where I get my Dutch Boy White-Lead."

WHEN painters buy materials they buy in worth-while quantities. Judge for yourself from the statements printed here. These statements also tell you the one best way to get this profitable volume business... stock and push Dutch Boy White-Lead, the most sought-after item in the painter's line.

Other Dutch Boy products that help to attract the volume buyers are Dutch Boy Lead Mixing Oil, Dutch Boy Linseed Oil, Dutch Boy Liquid Drier, Dutch Boy Colors-in-Oil and Dutch Boy Wall Primer.

DUTCH BOY
All-Purpose Soft Paste
WHITE-LEAD



NATIONAL LEAD COMPANY

111 Broadway, New York; 116 Oak St., Buffalo; 908 West 18th St., Chicago; 659 Freeman Ave., Cincinnati; 829 West Superior Ave., Cleveland; 722 Chestnut St., St. Louis; 2240 24th St., San Francisco; National-Boston Lead Co., 800 Albany Street, Boston; National Lead & Oil Co. of Pa., 316 Fourth Avenue, Pittsburgh; John T. Lewis & Bros. Co., Widener Bldg., Philadelphia.

KD-4753—Hardware Retailer, Sept., 1935
Hardware Age, Oct. 10
American Paint & Oil Dealer, Aug.

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