



The Chameleon

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Enthusiasm

By Walter H. Cottingham

HUMAN nature may be divided into two great classes, those who are enthusiastic in their dispositions and those of a pessimistic nature. There are so many advantages in enthusiasm, the great wonder is that there are so many pessimists in the world.

To be enthusiastic is to be hopeful, to be cheerful, to be confident. To be pessimistic is to see things through dark spectacles, to declaim against fate and to expect disaster.

At the root of enthusiasm you will find faith in mankind, faith in the world and faith in yourself. The enthusiastic man is thankful that he is alive. He finds the world a fine place to live in. He believes he has been sent into it for a purpose, and is determined to make the most of its vast opportunities.

And the poor pessimist, he is disgruntled, nothing suits him. People and things bore him, and he trusts nobody, not even himself. He is out of step with progress, and altogether he is a very miserable spectacle.

Enthusiasm can be cultivated. Nature intended us to be enthusiastic, for surely man's position in the world as the greatest and most marvelous of God's creatures is in itself an inspiring thing. Think of it!

Man has within him the power and capacity to command and enjoy all the marvelous things the world contains. They have been created for his use and enjoyment. He is invited to partake of them. It is surely a grand thing to be born into such a world. It is surely a marvelous chance that is afforded us. We are brought into this vast field of opportunity with body and mind capable of the highest development. We have the means within ourselves to make of ourselves almost anything we want to be. What a chance and what a responsibility.

No man should ask for, or expect, more than a fair chance to show what he can do. The man who is born into the world with a position made for him, is handicapped as compared with the man who has nothing but his God-given talents to depend upon. That position and success which we gain by our own hard efforts is ten times as sweet and ten times as creditable as the highest position in the land inherited.

The young man who inherits wealth and position is without the greatest incentives to effort and development — want and poverty. Envy him not. The temptations of the well-to-do are greater than those of small means. It requires great self-denial

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The Manufacture of Zinc Oxide

By H. W. Curry, Chief Chemist, Coffeyville

COMMERCIALLY, Zinc Oxide or Zinc White, is manufactured by two processes which may be termed direct and indirect. The indirect process, which has been in common use in Europe, since the middle of the eighteenth century, consists in heating retorts containing molten zinc or spelter. The metal passes into the form of a vapor which is oxidized by a current of air in an adjoining chamber of zinc oxide which is in turn carried by the draught from a high chimney to collecting chambers. The oxide then undergoes a finishing treatment to rid it of impurities which naturally distill over with it. Traces of arsenic, cadmium and lead if present in the metal will be found in the oxide.

The color of the oxide if properly made is a pure and brilliant white and absolutely permanent. It is yellow when heated, but upon cooling returns to its original white color. It is obvious that, in order to produce a pure grade of zinc oxide, a pure zinc metal must be used at the initial stage of the process. A zinc oxide produced from the distillation of electrolytic spelter would, in my opinion, be the purest of all zinc oxides.

The chief objection to the indirect method, and the reason that it has never met with favor in this country is apparent when costs are considered. The metal used in the process must first be extracted from zinc ores which is quite a process in itself.

The direct process for manufacturing zinc oxide, known as the Wetherill process, and in which the oxide is made directly from the ore, sprang into use soon after the famous zinc mines at Franklin, N. J. were opened. Col. Samuel Wetherill was the first to manufacture zinc oxide on a commercial scale, in 1855. Although many improvements have been made since, the process today is essentially the same.

Since that date, however, an abundance of zinc, lead and leaded zinc ores have been produced by mines throughout the United States. The Missouri-Kansas-Oklahoma district produces more zinc and lead ores at the present time than any other district in the world. However, owing to the great ease with which ores from this district are concentrated, the high grade concentrates produced therefrom command a price, which is, in normal times, prohibitive to the manufacturers of zinc oxide, and consequently these concentrates are used by the manufacturers of spelter. The lower grade disseminated ores of the Western States and New Mexico are the chief ores used in the manufacture of zinc oxide in the middle west. These should contain at least 30 percent combined zinc and lead, and should be free from arsenic, cadmium, antimony, bismuth and any other objectionable elements which might find their way later into the pigment and discolor or otherwise injure its quality. These ores are



A. R. Gilmore

quite variable in composition, but may be carefully blended so as to insure a resultant pigment of the finest quality and of almost any composition desired, whether it be a zinc oxide or a leaded zinc pigment.

As may be inferred from the above, the Wetherill process may be applied to the manufacture of either zinc oxide or leaded zinc pigment, the only differences being in the selection and blending of the ores to meet the requirements of the resultant pigment.

The ore is usually shipped in open-top or coal cars and upon its arrival at the smelter is sampled by an automatic sampler and crushed to a fineness such that the largest piece is only $\frac{1}{8}$ in. in diameter. The crushed ore is conveyed by an elevator to the top of the crusher where, by means of chutes and small cars on narrow gauge tracks, it is put in bins of about 50 tons capacity, and at all times the chemical analysis of the ores in the different bins is known. These ores may be either a carbonate, silicate or sulfide. The first two mentioned ores are now ready for use, but the sulfide ores must be roasted to eliminate their original sulphur content, and in so doing, the ore is rendered fit for furnace operations, since by this treatment it has become oxidized and made more reducible.

Various types of roasters may be used. (Where the sulfur from the ore is utilized in the manufacture of sulfuric acid, the Hegeler or Hasenclever muffle furnaces are used.) Splendid success has been met with in the use of a Cappeau Kiln which is a modified form of the Ropp Straight-Line Furnace. This is a reverberatory kiln about 150 feet long and 14 feet wide, equipped with two stirring ploughs or rabblers and fired with four stokers which consume 12 tons of coal

Credit Department Installed at Minneapolis



A. R. Gilmore

Announcement is made of the installation at Minneapolis of a complete Credit and Accounting Department with Mr. A. R. Gilmore as credit manager.

Mr. Gilmore's experience in the Company's service has been confined entirely to work in the Credit and Accounting end of the business, which qualifies him for the responsibilities he is now taking up.

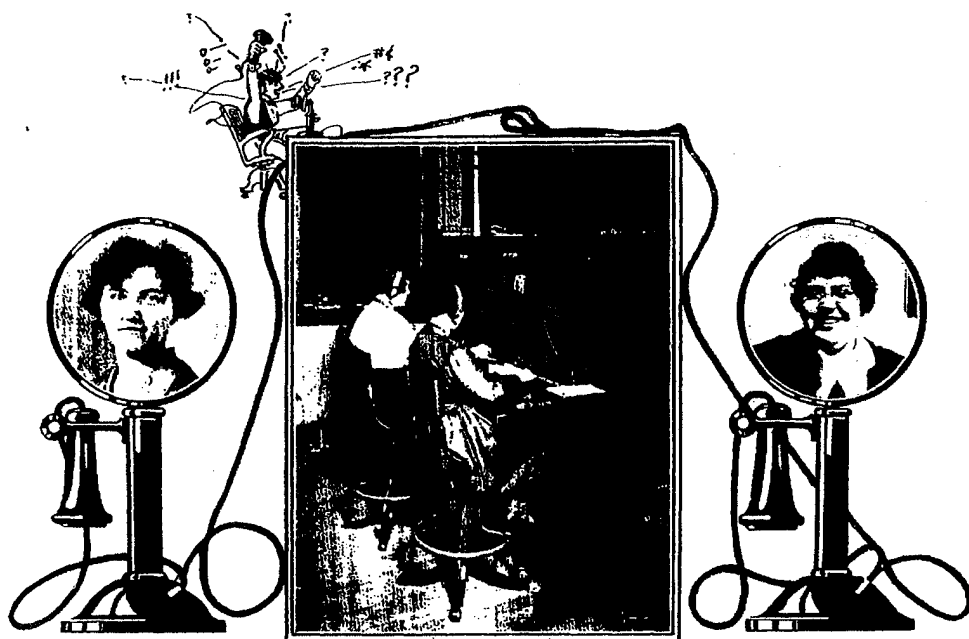
Entering the service of the Sherwin-Williams Co., at Waco, Texas as cashier in the Retail Store, Mr. Gilmore was later transferred to Cleveland as assistant to Mr. Campbell and about a year ago he went to Chicago as assistant to Mr. Sawyer, where his part of the work was in the handling of Minneapolis credits and accounts, and the work therefore, is not new to him as he takes up his duties as credit manager at Minneapolis.

W. W. Hoehn is appointed cashier and will work with Mr. Gilmore in giving service and splendid co-operation on all accounting and credit matters.

per day. It is capable of roasting 38 tons of leaded zinc ore every twenty-four hours. Only enough sulfur is left in the ore to combine with the lead in the formation of lead sulphate. The roasted ores are graded and placed in different bins according to their sulfur and metallic contents. The zinc in the ore is now in the form of zinc oxide and the Lead as lead sulphate. The ore is now ready for the pigment furnaces.

At the Coffeyville Oxide Works of The Ozark Smelting and Mining Company there are three blocks of furnaces. A block consists of 16 furnaces built of fire brick with a combustion chamber in the center, making 8 furnaces on each side of the combustion chamber, a long arched roof covering the entire block.

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The Cleveland Telephone Exchange

Did you ever visit the telephone exchange during the busy time of the day when calls are coming in and going out the heaviest, and watch the operators as they plugged in this line or disconnected that line as they sought to pacify some disgruntled telephone user, receiving and sending out long distance calls, calling the adjoining office and asking the Specialty Products Dept., to have the Varnish Sales hang up the receiver, check up on the alleged non-personal calls, and tucking in their scolding locks and spearing them with hair-pins--and all this happening within thirty seconds by the clock?

The telephone exchange is a beehive of industry and action, and what a splendid place it is to hear all the interesting conversations that take place over the 'phone!

The telephone exchange at Headquarters in Cleveland is located on the fourth floor and is under the supervision of the Service Dept. Miss Esther Shilling whose picture appears in the 'phone on the right, is the chief operator, while Miss Irene Harper is the other charming lady who says "operator" anywhere

from one to one hundred seconds after you lift the receiver. For the past two and one-half years Miss Shilling has been acting as chief operator, while Miss Harper has spent the past two years in the exchange.

Miss Shilling gave some interesting information and figures about the exchange. There are 10 trunk lines and 139 inside stations. The busiest times of the day when the peak load is coming in over the wires are 10 in the morning and from 2:30 to 4:30 in the afternoon. Monday, Thursday, and Saturday are the busiest days of the week. However, the figures which follow are for the average day.

The exchange begins work at 7:30 in the morning and continues until 5:30 in the evening making a total of 10 consecutive hours. Calls are comparatively quiet, however, until 8:30 when they begin to increase, reaching the maximum at 10 o'clock and continuing for some 30 minutes when there is an appreciable falling off with a period of comparative quiet during the lunch hour, resuming again about 1:30 and working up to the heavy rush of the

afternoon at 2:30, continuing until 4:30 and then decreasing in number until closing time. The average inside calls, that is from one department to another, average 2400 per day. This means that a line must be plugged to take the call and another to make the necessary connection and at the conclusion of the conversation both plugs removed from the board.

2400 calls per day means that the operators repeat the word "operator" 720,000 times per year for inside calls alone or on an average of 240 times per hour which is at the rate of 4 times per minute, or once every 15 seconds.

The incoming calls from the trunk line average 252 per day while the outgoing calls average 216 per day, making a grand total of 2868 calls of all sorts per day, not including, of course, the number of times the operators are "called" by some telephone user who forgets that every 12 seconds during the day the exchange is called, connection made and conversation completed, and demand one second service for themselves.

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Meet A Big Success

This year the Managers' Meeting was held a little earlier than usual—the six days from May 19th to the 24th, inclusive, were given over to the big event. However, the old enthusiasm was present as ever.

The keynote this year was "Confidence in Ourselves and Faith in the Future Still Dominate All Our Actions." This spirit prevailed throughout the meeting from the first beat of Mr. Cottingham's gavel to the very close on Saturday morning—an extra day added because of the unusual amount of business to be transacted.

As usual, the managers of the various departments at headquarters, along with their assistants, conducted most interesting and instructive sessions which were sometimes interrupted by questions and suggestions from those present which resulted to the mutual benefit of all. It is useless to go into detail concerning all of these sessions and the things discussed. That they went across in most cases with a bang will suffice. That we have some new problems with a bigger and ever growing organization and more and more products varying a great deal as to their nature and manner of marketing was ever evident at this meeting, so that it gave every manager present an opportunity to do some tall thinking, for President Cottingham was only too willing to receive suggestions in regard to this problem.

From the very beginning a bigger program was mapped out for the ensuing year than has ever been before attempted. Our advertising is to be broader in scope and we are to do more of it than ever. A gigantic Floorlac free sample plan has been decided upon, varnishes are to be pushed as never before, we are going after the mill and manufacturing trade with a new determination—in fact 1919-20 is to be the banner year for the Sherwin-Williams organization. That in a few words is the gist of the speeches made at the meeting.

But, with all of these big problems confronting us, time was given over to things of a lighter vein. On Tuesday evening, May 25th, a big jamboree and smoker was held at the Elk's Club, which was thoroughly enjoyed by all present.

On that night the Managers followed the destinies of the United Products Company, a combination owning all former competition in the paint, varnish, insecticide, dye, chemical, fertilizer and soap industries of the world. Their annual powwow in 1938.

There was plenty of rapid-fire satire in the show which seemed to hit the audience right above the belt, and

often the laughter drowned out the performers' voices. The second part of the entertainment was given over to vaudeville acts by purely S-W talent and was received with the same enthusiasm as the first part. The whole affair was a huge success and the men back of the entertainment are to be congratulated on the smooth way everything went off. Also Mr. George Mowat and Mr. Clarence Bull, for the rare judgment they showed in their purchase of smokes.

On Friday afternoon Old J. P. vius did all in his power to put the outing on the blink, but his efforts were thwarted. Just as rain, snow, and the other elements can not destroy S-W products, so are the employees immune to their effects. At any rate, the older men had their golf and the youngsters like Captain Kydd their baseball, and some of the others played cards, making the day one to be remembered long by all of those present.

When we began this article we promised not to go into detail about any of the sessions. However, at this time we think it fitting to mention the special session held on Saturday morning given over to a general discussion of things for the welfare of the company as a whole. Everything imaginable was discussed and probably more than one thousand dollar idea was let loose at that time. At any rate, everybody received some benefit from the remarks, so that no one begrudged the extra half-day given over to this.

Mr. Cottingham closed the meeting by wishing the men God-speed to their respective headquarters, and as in his opening speech called attention to the excellent general business conditions and a keds the Managers to take this message back with them, namely, that the future held forth greater things for our Nation and for this Company than we had ever dreamed of in the past.

Now it was up to us to go out and be doing.

Announcement

Announcement is made that a new Sales Promotion Department in Minneapolis has been opened to handle the rapidly increasing business in the North-West. This change answers a long felt need, and relieves the Chicago department which has hitherto handled the territory.

In the future all Cleveland Department heads will correspond with Mr. Rooney on any subject relating to sales promotion work in the North-West; and all such matters now clearing through Chicago will clear through Minneapolis.

Chicago Will-Sher-Win Girls' Outing



The account we have of the outing of the girls of the Chicago office begins by congratulating Prof. Cox, who evidently stands sponsor for the weather in that windy city, on the splendid showing he made on June 21, the day of the outing. The inference is that Prof. Cox does not always have the weather of that region under control, but he seems to have made an extra effort and delivered the goods for once. After looking at the accompanying photo we knew that the professor couldn't have been human if he hadn't tried his damndest.

Well, however that may be, at 12 o'clock "sharp" (from our limited experience with the fair sex we are prompted to wonder whether that means 12.15 or 12.30) the girls embarked on trucks bound for Evergreen Park—and after a "short but sweet" ride arrived there.

A little Ford (so the story goes) following the trucks brought out the lunch. You can't kid us, girl—we've seen girls eat before. At any rate, immediately upon arriving tables were set up, and the contents of the truck—we mean the Ford—were used to prepare an appetizing picnic lunch.

Lunch was followed by athletic games. The "over-all" girls invaded the realm of mere man, and staged a baseball game. In the description we have of the game several comparisons are made with the White Sox, in which the Sox come off worsted. No proof of the fierceness of the contest is needed in addition to the fact that a huge box of bon-bons was the prize to reward the winners. For nine breathless innings the game raged, at the conclusion of which the Manufacturing Department boasted of 24 runs to the Sales Department's 12. And they say a woman's place is in the home!

"The only use of an obstacle is to be overcome. All that an obstacle does with brave men is not to frighten them, but to challenge them. So that it ought to be our pride to overcome everything that stands in the way."

—Woodrow Wilson.

Observation and Its Uses

By Fred Minter

Do you remember "The Warrens of Virginia." It is an old show, worn out now, so there's no free advertising in this mention of it. When Belasco put it on he deliberately set out to trap three



of the five senses and make them contribute to a greater enjoyment of the play. Belasco was wise in his generation and day, but this is no boost for an amusement merchant, so to the story

and its application to salesmanship.

The play mentioned contained a scene showing a typical Virginia home. The roses grew in the garden, the honeysuckle vine clamored over the wall and ran riot over the door. You know they were real, even in chill December you caught the odors. You recognized the rose by its subtle fragrance and the honeysuckle by its perfume, you were tricked, but the trick helped to a greater enjoyment of the play. Robins sang in the trees and hopped around on the lawn, you knew they were there, why, man, you heard them. Tricked again, but glad of it now.

Remember "The Secret Orchard?" "Joy" walked on the stage with an armful of lilacs, you smelled them, that helped to a greater appreciation of Channing Pollock's effort.

The point about all this is that we often use but one sense where we should use two or three or all five. A blind man could travel around the earth fifty times and be unable to describe the beauties to be drunk in with the eye. A deaf-man can sit in the same room with Paderewski at the piano and know nothing of the beauties of harmony and melody.

Some people say Travel is the greatest educator. I believe the greatest educational force is Observation. Not with the eyes alone, when four other senses are waiting to be called on to deliver their judgment. Observation is the use of every faculty—seeing, hearing, tasting, smelling and feeling.

Conan Doyle makes Sherlock Holmes say he does not want to know anything about astronomy and some other things. The detective feared his brain would become clogged with useless lumber in the shape of information. Wrong, dead wrong.

The other day, some one who thinks deeply said, "Man's brain may be compared to a quarter section of land. Some of us cultivate one acre and leave the rest to be over run with foul vegetation, in swamps and morass. Some of us, the greatest of us, cultivate half our brain heritage. The very greatest have cultivated three-fourths, but none has cleared all and sowed every foot. There is no danger that any brain will dog."

The more brain acreage cultivated the more we shall have to cultivate. It is a peculiar thing about nature, that she constantly adds to brain room. The more man knows the more he can do, the more senses he employs the more he can learn.

Enthusiasm

(Continued from page one)

and much ambition for such to devote themselves to the hard work necessary to win success.

In all this I wish to make plain that the first essential of enthusiasm is a satisfied feeling toward the world and a lively appreciation of its opportunities. Be sure you will get a square deal, and nothing more. A man generally gets out of life what he puts into it. The trouble with most disappointed people is that they are looking for larger returns than their investment entitles them to.

Once you become satisfied with the world as a field for your operations, the next thing is to get in love with your work—that's the only way to develop genuine enthusiasm. Enthusiasm to be genuine must be spontaneous, it must be the kind that bubbles over of its own accord, without effort—anything else is a make-shift and a counterfeit. Enthusiasm is contagious, and it's a good thing to catch and indulge. Most of the great things in this world, indeed, it is safe to say all the really great things, have been the result of intense enthusiasm.

Enthusiasm is earnestness, and the downright earnest man gets results. Enthusiasm is to a business what patriotism is to an army; it gives zest and inspiration to its transaction which is a power of tremendous force. I would rather have ten enthusiastic men around me in developing a business than a hundred of the same capacity who lacked enthusiasm.

Billy Powell, formerly Assistant Advertising Manager, recently sailed for England to take up his new work with Lewis Berger & Sons, Ltd. Billy will handle the sales promotion work for this company and assist in the advertising department.

Harry and His Chickens



Harry Lawrence is one of the "old guard" in the San Francisco Division having been a member of the Sherwin-Williams organization for about 10 years and one of the most loyal men in the Company, full of enthusiasm for his work and proud to be numbered among the Sherwin-Williams folks.

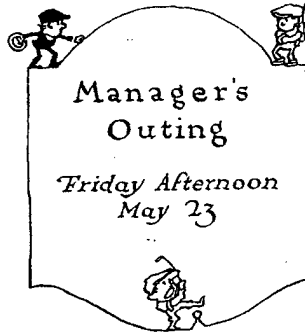
Harry works the Bay Cities, Oakland, Alameda, Berkeley and is responsible for the splendid agency and dealer representation we enjoy in those three cities. Harry believes in putting an agency on every corner and the generous dotting of these three cities with agencies is a splendid testimonial of the excellent work he has been doing.

His hobbies are his garden, chickens and his canary birds, but our photograph unfortunately does not show the beautiful flowers he raises or the canary birds which brighten the Lawrence household with their song.

We do not know whether Harry has been painting or spraying the hen coop or whether it is a hard boiled egg he is holding in his left hand—in any event he seems to be contented and pleased about something and the chickens apparently think pretty well of Harry; they seem to be getting "chummy" with him.

Could any mortal man ask more than to have a good Sherwin-Williams territory, comfortable home, birds and flowers and trees, and last but not least, a whole flock of playful, friendly and very interesting chickens?

Mary had a little lamb,
When she saw it sicken
She shipped it to Chicago—
And now it's labeled "chicken."



Cleveland Get-Together Club

Pleasant retrospection calling up a multitude of delightful glimpses into the past, gratifying recollection of the formative days of the organization, and intimate personal anecdote, characterized the Founder's night program. A hundred and twelve men—including the Foremen's club and several visitors invited for the evening—enjoyed the most enthusiastic and pleasant meeting of the season.

The success of the Get-together Club during its thirteen years existence was reviewed by Mr. H. D. Whittlesey, President of the Club, who emphasized the splendid idea of Mr. W. H. Cottingham in the conception of the Club, and his constant untiring support and interest in its development ever since. Mr. Whittlesey paid a glowing tribute to the ten or twelve years' faithful service of F. E. Davis, "conscientious hustler" and "secretary extraordinaire." Starting with Mr. Martin, "Old Man Martin," as Mr. Whittlesey affectionately called him—whose telegram expressing his regret at not being able to be present had previously been read—the ex-presidents of the Club were recalled to mind.

The ex-presidents were then called upon for brief remarks. Unfortunately Mr. Hain and Mr. Holton were out of the city, but their absence was made up for by the splendid responses made by ex-presidents Lempert, Kydd and Bull.

The feature that made the evening memorable to every man of the 112 present was a talk by Mr. Cottingham—a talk entirely informal, intimate, brilliant, interspersed with flashes of rare humor, charged with a simple, charming, strong personality that could not fail to hold his audience *en rapport*. He touched on his recent trip abroad, and narrated many intimate experiences and laughable anecdotes. In closing he gave an inspiring rendition of Kipling's "Explorer," the spirit of the poem clearly reflecting the spirit of Mr. Cottingham's own life—the dauntless courage, the restless energy, the tireless eager questing into the unknown, that has characterized the explorer in every age and in every realm of human activity.

The regular business of the meeting included a vote by the club to extend, through a letter of condolence, to Mr. and Mrs. C. Sager, its own deep sympathy over the loss of one of the Club's former members, Mr. Clarence Sager, who died while on active duty in the Red Cross Division of the U. S. Navy.

The Club also raised a purse of \$48 to be added to the subscription of the Brighten-Up Girl's Club and the Foremen's Club for the Warrensville Farm. It was turned over to the President of the Brighten-Up Girl's Club which is



The St. Louis Outing

Tuesday, June 10th, was marked on every calendar pad in the St. Louis office for many weeks ahead. There was much speculation and anxious scanning of weather reports during the few days previous to that momentous day, for on that date was to be held the annual Sherwin-Williams Outing.

Every hope was fulfilled and every wish gratified when the big day dawned clear and bright. A joyous throng assembled downtown at eight o'clock to take the special car to beautiful Ramona Park, an hour's ride from the city.

Immediately upon arrival the Office and Warehouse ball teams began warming up for the first big event of the day. From the first inning it could easily be seen that the game would be one of those thrilling nip and tuck affairs. The teams swung into the seventh inning with the Warehouse one run to the good. At this juncture P. L. Maury, from the Cleveland office, arrived on the scene and cast his lot with the Office team, going to center field. Here the tide of battle turned, for Phil turned in two brilliant put outs and an assist which helped hold the Warehouse runless. The office force took a brace and put over enough runs to win by a score of 12 to 9.

In Cleveland they say Tris Speaker's batting slump is due to worry for fear that Maury will apply for his job. Tris knows he's a goner if Phil wants the job.

After the ball game there was a general call for lunch and picnickers could be seen converging from all corners of the park to the tables loaded down with things to satisfy the inner man, woman and child.

After the prolonged session with the lunch basket, the many contests provided were entered into heartily by everyone and the handsome prizes delighted every winner.

Mr. Cannon officiated as master of ceremonies as well as umpire of the ball game and ran them off in his usual masterly fashion.

It was late when the tired and happy crowd finally started homeward, everyone declaring the outing to be the best ever.

Next morning there were a few canes, limps, bent backs, etc., in evidence, but all gave signs of complete recovery in a short while.

handling the active work in connection with the donations to the Warrensville Institution.

An amendment to article IV of the Constitution and By Laws was unanimously adopted and expressed by a rising vote of the Club, to wit:

Section 1.—That Mr. Walter H. Cottingham be and hereby is elected Honorary President of this Club for life.

Section 2.—That Mr. S. P. Fenn be and hereby is elected Honorary Vice-President of this Club for life.

During the evening a number of splendid selections were rendered by

Mrs. Alice Shaw Duggan, contralto, and Miss Phoebe Snow, pianist, who proved themselves to be real artists in music. The large gathering thoroughly enjoyed the musical feast and numerous responses were made to encores.

The evening was brought to a close with the showing of a comedy film introducing a dozen or so of Mr. Sennet's bathing girls. The silver tongued orator of the club, Mr. George Mowat, whose famous oration on "Amphibious Invertebrates" has won him renown, secured the film for the edification and enjoyment of his fellow members.

Get-Together Club Outing

The Get-Together Club of Cleveland rambled eastward on Flag Day, June 14th, to Nela Park for their annual outing. A warm June sun looked down from a cloudless sky with breathless interest upon the contests of eighty-six lively "young" (the quotation marks aren't ours) athletes.

Pape's Auditors won the preliminary ball game from Swaney's Marnots, and Tritton's Bugs vanquished Menz' Grinders. In the play-off between the victors Tritton's Bug, with its mighty battery, Sauerheimer and Goldenbogen, triumphed over the Auditors. "Brighten-Up Deery," the Auditor's mound artist, with rare generosity gave to anyone of the Bugs who did not care to hit the ball, a free pass to first. His unselfishness was seemingly unappreciated by his fellow Auditors since he was removed from the box. The Auditors were presented with a dozen fine, highly decorated rubber balloons to celebrate their blow-up. According to the tale told by the official score, for the accuracy of which Hambaugh vouches, Mr. Whittlesey cops the laurels as a batter, bringing in six runs besides hammering out one home run.

Following the ball game Jim Campbell and Carl Jaster grabbed off the supremacy in quoits. George Mowat and Davie Jones succeeded in wresting the booby prize from all contestants.

Albert Kulhanek and Ivan Swaney excelled in the gentle art of "forty loving," while Cline and Budden were relegated to the booby class and given small rackets for practicing.

In the bull's eye competition Dan Cline won first place, H. Hoffmeyer second, while Art Budden excelled in avoiding the Lull's eye.

In the "Throw It Straight" campaign, H. D. Whittlesey, lie of the "Indian eye," won first honors; Boy Scout Jim Campbell second; "Brighten-Up" Deery lost, although his widest shots were not much more than ten or twelve feet from the target.

The speed artists competed in a relay race in which the General Accounting team sprinted in first. The "also rans" were represented by the Laboratory boys, who were presented each with a pair of guaranteed rubber heels to improve his stride next time.

Jack Krapp and Clarence Tritton won the blue ribbons as water dogs. Bob Graham was presented with a pretty wash-rag and a bar of soap; it was suggested that he confine his attempts at swimming in the future to the bath tub.

The crowning athletic event of the afternoon was then held in the dining hall. The eight-six athletes joined effectively in demolishing huge quantities of chicken pie, etc.—washing it

down with lusty quaffs of lemonade (the most potent beverage Ohio affords since July 1st.) Each of the eighty-six received a flag souvenir. Closing the day's sport with a song of cheer, all romped westward.

Tabulating Bureau Added to Accounting Department

A Tabulating Bureau has been established at Cleveland for the purpose of centralizing the sales classification work for the entire Company. The accompanying illustration shows a section of this department.

The February classification work for Cleveland Division was compiled, and, effective April 1st, this statistical work for the South Atlantic District and Minneapolis Division was taken over. On May 1st, New England and Cincinnati Divisions will be added, and it is our plan to gradually extend this system so that by September 1st we will have centralized the work at Cleveland for all Districts.

This method provides for the punching of the detailed information on cards, which are punched at the rate of 300 per hour with the Hollerith Key Punch. The cards are sorted and arranged in any desired order by the Hollerith Sorting Machine, which operates at a speed of 15,000 cards per hour. The statistics are then compiled with the aid of the Hollerith Tabulating Machine, which automatically adds at the rate of 10,000 cards per hour.

The system has unlimited possibilities in the gathering of statistics, and the scope of the Tabulating Bureau will undoubtedly be enlarged from time to time.

Does Advertising Pay?

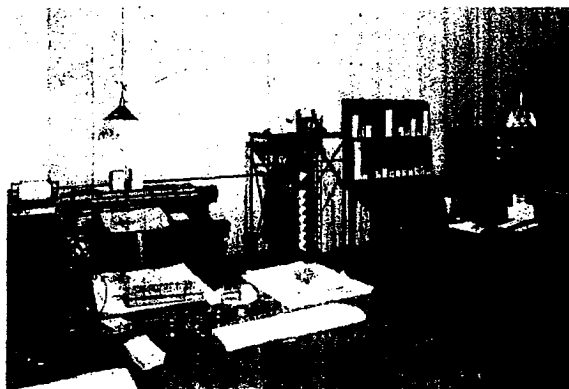
Well, we hope it does and it pays with a vengeance. The production of advertising literature which creates an interest in the product featured and stimulates that interest into action is considered pretty fine stuff. But when the literature goes further than that, and so impresses itself upon the reader that it disturbs his slumbers, and he carries with him to his work, to his home, every place, a recollection of the advertising, then it has been doubly successful.

We are reproducing a portion of a letter received by Oliver Box from his good friend, Judge Rowley of the Probate Court of Huron County. The Judge read our booklet "The Sprayer's Manual" and what he thinks about it is best portrayed by the Judge himself.

Last night I spent the evening reading a thrilling romance—and I read it all. It was the story of bugs and worms and sprays. Its author was some genius in The S.W. Co. Don't tell me there is no imagination or even art in big business. I went to bed thinking of and seeing every crawling thing of the earth, upon the ground or else trees and in the air. In dreamland I saw beautiful butterflies, great green tomato worms, San Jose insects, white jiggers, red crawlers and blue devils. Sprays of every description filled the air, and made great banks of clouds. I awoke after I dreamed I had been poisoned with Arsenate of Lead, and my mouth seemed filled with Lime-Sulfur.

At breakfast I could hardly bring myself to eat the customary eggs until I knew the hens had been sprayed and the roosters dusted. At my office I have a feeling that my desk and library should be sprayed, and all callers disinfected. Maybe it will wear off before long, but anyway, your author is some literary genius and your artist some boy. Jules Verne's belt should be passed along.

Hush, little saloon, don't you cry,
You'll be a drug store, by and by.



"Get Together Club" Outing, Nela Park, June 14



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The Newark Minstrels

The Newark Minstrel show on Wednesday evening, May 7th, was a distinct triumph for the New Jersey organization. Every detail of the performance was worked out with greatest thoroughness, and the presentation had a finesse rarely found in amateur theatricals.

No, it was not a professional performance; it was a minstrel, staged by a jolly bunch of people whose chief pastime is running typewriters, working at desks, and grinding paint at the Newark Plant of The Sherwin-Williams Company.

It was the occasion of the second annual minstrel and dance of the Sherwin-Williams Company employees, Wednesday evening, May 7th, at Kreuger's Auditorium.

After the prologue by J. M. Smith, interlocutor, informing the audience as to what is going to happen, the show began, *a la* Winter Garden.

And how the thirteen hundred people in the audience stretched their necks! "Is it a funeral coming in?" said one. "No it's a wedding," said another. But it was neither, for the entire disturbance was created by the melodious entrance of the minstrels, singing their way through the audience. The chorus wound its way to the stage and seated itself in such a manner and in such color effect as to form a rainbow.

The affair was beautifully staged; the ladies of the chorus were attired in *risque* but beautiful evening dresses. The male members all blossomed out in full dress suits.

Variety featured the programme, and the audience was treated to everything from a clever artist's sketch by R. S. Brooks, and classic Egyptian dances, to black-face comedy and dance galore.

The end men, Bones: F. G. Plumaker, A. L. Bundy and F. Mesereau. Tambores: E. H. Bentzen, J. Stinson and H. L. Shanks.

All had the ear-marks of professionals, in fact a great many people of the audience thought they were professionals hired for the occasion.

The soloists were the Misses Lauterwasser, Widegren, Carman, and Burgesser.

The sympathy of the entire audience was with poor "Bill" Lawson. "Bones"

showed how "absolutely" impossible it was for him to get by Saint Peter on a trial flight. In fact, it will be much harder for "Bill" to get by Saint Peter, than it is to get John Schlitz to buy liquid refreshment for anyone but John Schlitz.

Mr. Howell, too, had the audacity to accompany Mr. Lawson in the attempt, but Saint Peter gave him a cold look, and fortunately he had a penny in his pocket, so he took a transfer.

And Mr. Spettigue—well, he has been all puffed up ever since, for he joined the class of Rockefeller and Carnegie, even though his wife says he is always broke.

Dancing and refreshments followed the minstrel.

It's a Winner!

The Sherwin-Williams Company has again come to the front, and placed a winning team in the Manufacturing League. The performance of the team to date gives promise of a remarkably successful season. The opening game marked the defeat of the Lamson-Session Company by a score of 9 to 2. Since this auspicious beginning the team has won consistently. Among other victims, the National Refining fell twice before us—8 to 6 and 8 to 4. If the Lamson-Sessions were not convinced by their first experience

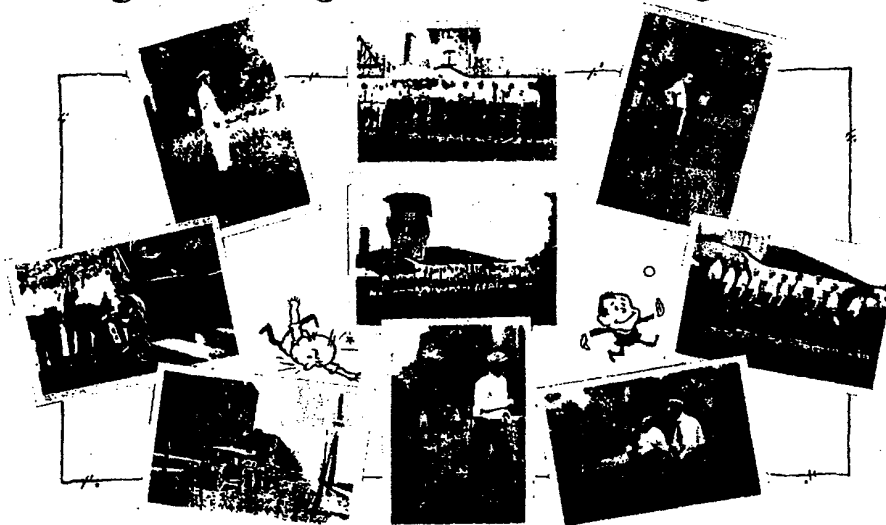
at the hands of our victorious aggregation, their doubts were dispelled on Saturday the twenty-first—score, 11 to 2. On July 6th the S-W aggregation won its sixth straight game.

Come out to the games and back your team. Its work entitles it to whole-hearted support. Billy King, press room foreman, is capt.in.

Enthusiasm breakfasts on obstacles, lunches on objections, dines on competitors and rests in peaceful slumber on their scattered tailfeathers.

—Arcady Press.

Chicago "Get Together Club" Outing, June 14th



Sharpshooters' Park saw great doings on the fourteenth day of June. As it lay peaceful and undisturbed in the afternoon sun a procession of automobiles dashed madly up and stopped, unloading a host of lusty invaders. It slumbered no more that afternoon. For several hours fierce athletic contests raged until victors and vanquished joined amicably with one common purpose around the banquet boards.

The Factory team, led by Captain Wood, defeated Captain Conley's aggregation from the Sales Department—score, 14 to 11. The unevenness of the field made stealing bases easy; the runner could sneak along behind the ridges and never be seen if he was careful not to fall into any shell holes.

Van Stone and Bingham successfully held the field against all comers in the gentle art of pitching quitoes. Each received for a prize one silver dollar in United States currency, familiarly known by those rare birds who are accustomed to the light and habits of this coin, as "one back." The distinction of earning the booby prize in the contest went to McIntosh and Goodell.

Proudfoot won the honors as a sharpshooter, and a "buck" in U. S. currency besides. The merit shown by Simonsen

in this event was awarded the booby prize.

Doc Ellis came out of the golf tournament richer by the possession of one "buck" and the championship. F. E. Miller, Todd and Scott qualified for undisputed membership in the booby class. The booby prizes, by the way, were large cherry pies, which explains the stiff fight put up in all events for first place in the booby class.

The tennis games were called off, because of the poor condition of the court, one of the two goats whose duty it was to eat the grass and cans off the court having died from gout the week before and the remaining goat being unable to perform the work unassisted.

Sayer took pictures of the picnic, including the lean men, the bald-headed row and the beef trust. The gentleman with his back towards the camera is advertising Herpicide. But the pictures will tell their own story.

After "chow" the annual election of officers was held.

Then all embarked in the autos and speeded away, leaving the park to the care of the one lone goat.

The following officers were chosen to guide the affairs of the Club for the years 1919-1920:

President, Mr. R. M. Carson; Vice-President, Mr. F. R. Bigelow; Sec.

Treas., Mr. A. M. Simonsen.
Board of Governors: Mr. W. K. Sayer, Mr. N. E. Van Stone, Mr. A. K. Thayer, Mr. B. E. Nelson, Mr. E. F. Buchanan.

The past year under the able presidency of Mr. E. F. Buchanan has been very successful. The meetings have been both entertaining and helpful, and the spirit of the club has been excellent.

Fourteen Points

- 1 To have confidence.
- 2 To keep my temper.
- 3 To be cheerful.
- 4 To be optimistic.
- 5 To do my best always.
- 6 To speak good only.
- 7 To be enthusiastic.
- 8 To speak by achievement.
- 9 To be loyal.
- 10 To improve myself, mentally, morally, physically.
- 11 To fight discouragement.
- 12 To profit by my mistakes.
- 13 To encourage others.
- 14 To be ambitious.

Our Returned "Hun Busters"



Sergeant John M. Wilmeth started with the Sherwin-Williams Co. in October, 1913, as manager of the Wall Paper Dept. of the Fort Worth store. In 1916 the Dallas store was opened and John went thither with R. E. Graham.

Wilmeth is a man of small stature and



R. L. Johnson entered the employ of The S-W Co., in January, 1917, as representative in the western District. On July 15, 1919, he was called into service where he remained until January, 1919, when he returned to

the Western District and has taken over Territory 118.



Paul I. Denning resigned his position with The Sherwin-Williams Co., on July 23rd, entering the service the following day, going to Camp Devens, Mass., and was assigned to Company C, 75th Infantry.

Obtained his warrant of corporal the 1st of September, which he held ten days, being then advanced to a sergeancy and on October 10th, was sent to the Central Officer's Training School for Cavalry at Leon Spring, Texas arriving there on the 15th, and was discharged December 5th, before completing the course, having had the option of remaining and securing a commission in reserve, or immediate discharge.

Mr. Denning is now Promoting Manager at Boston.



Before going into the service last Fall, just prior to the signing of the armistice, Reginald Wood was connected with the Accounting Department in Chicago. He was stationed at Ft Benjamin Harrison, Ind., for several months, and when he

was released the latter part of January, resumed his work with the accounting department in the capacity of Assistant Cashier.

not very heavy in weight, but of strong character and a firm determination to accomplish whatever he sets out to do. Wilmeth volunteered to the service by joining the National Guard. After passing the examination for the National Guard, he was rejected by the regular army, owing to his weight. He immediately consulted a physician who offered to help him get the necessary 10 pounds in weight, after which Wilmeth tried the army again, but was once more rejected.

He persisted in his efforts, however, and took up physical culture and medical treatment and after a short time, again applied for enlistment, passed examinations and joined the Engineer Corps at New Orleans upon making a trip from Dallas to New Orleans at his own expense in order to join this unit. Two months later he was made top sergeant of his company.

In spite of his untiring efforts, to get into the military service, Wilmeth says he is mighty glad to be back in the service of The Sherwin-Williams Co. again. Either is a great life, if you don't weaken.

BACK FROM "OVER THERE"



H. S. Hill volunteered in the Canadian Engineers, leaving his position on a sales territory in Toledo. He has resumed work as MSD representative on Terr. 88

More Hun Busters



Mr. Jos. Klingenberg, whose photograph we are enclosing, and who has been on Territory No. 3 in the Cincinnati Division for the past several years, enlisted with his brother E. W. on May 23rd, in the same company—311th Cavalry, and on June 6th, the same day E. W. was promoted to Supply Sergeant, Joe was promoted to Mess Sergeant to Troop G—311th Cavalry. In fact, he had taken a course in cooking, to which he seems to be particularly adapted, and showed himself capable of handling the work. Joe is back on Territory 56, Central District.

Joe says that while he admits his cooking is the "kind that mother used to make" or just as good, still he'd rather sell paint.

Mr. E. W. Klingenberg, who has been Traveling Representative on Territory No. 33 since September 1st, was called by Uncle Sam on May 23rd and assigned to 311th Cavalry, Fort Riley, Kansas. On June 6th, through his good efforts and past experience as a Sherwin-Williams employee, was promoted to Supply Sergeant of Troop B, where he made good. E. W. is now assistant to the Sales Manager, Cincinnati Division.



Lieut. E. C. Young was former Cashier and Credit Manager of our Nashville Brighten Up Store but now Traveling Representative on Territory No. 75. He entered the service of Uncle Sam as a private, was made office manager at headquarters and afterwards given rank of sergeant-major and finally lieutenant at Camp Lee, Va. We welcome him back and prophesy that his successful career in the army will be duplicated on his new territory.

Top-Notcher Competition

September 1, 1918, to June 1, 1919

These standings are extremely interesting and the leaders in each District, Division and Territory are to be congratulated upon the splendid work which has placed them at the head of their individual competitions.

<i>District Manager</i>	R. N. Ballow.
<i>Sales Manager</i>	F. B. Spangler (St. Louis)
<i>Trade Sales Representative (Entire Company)</i>	C. M. McWhorter (Central)
<i>Manufacturers Sales Representative 1st</i>	D. W. Cline (Central)
<i>2nd</i>	D. E. Ewell (Central)
<i>3rd</i>	B. E. Earle (No. Atlantic)
<i>Manufacturers Sales Department Manager</i>	A. J. Budden (Central)
<i>Railway Sales Representative</i>	E. M. Brooks (New Orleans)
<i>Sales Promotion Manager</i>	Miss S. A. Difert.
<i>Varnish Sales Manager</i>	H. J. Howell (Newark)
<i>Manager Credits and Accounting</i>	S. A. Smoot (So. Pacific)
<i>Superintendent</i>	G. L. Hehl (Cleveland Factory)
<i>Eastern Ohio</i>	1 S. Pringle
	2 R. S. Fisk
<i>West. Ohio & Mich.</i>	1 C. M. McWhorter
	2 S. J. Baker
<i>New York & Penn.</i>	1 I. G. Wade
	2 L. G. Pellitier
<i>Cincinnati Sales</i>	1 A. L. Pollard
	2 C. Dowlen, Jr.
<i>Central District</i>	1 C. M. McWhorter
<i>Chicago Country</i>	1 H. R. Wilson
<i>Sales Division</i>	2 G. J. Manassa
<i>Chicago City</i>	1 J. B. Rose
<i>Indianapolis City</i>	1 E. J. Clare
<i>Sales Division</i>	1 P. H. O'Neil
<i>Minneapolis City</i>	2 W. R. Wingate
<i>Sales Division</i>	1 E. J. Clare
<i>Western District</i>	1 E. J. Clare
<i>St. Louis Sales</i>	1 J. W. Kibler
<i>Division</i>	2 W. D. Nichols
<i>New Orleans Sales</i>	1 O. W. Ludwig
<i>Division</i>	1 J. W. Kibler
<i>Mississippi Valley</i>	1 J. W. Kibler
<i>District</i>	1 R. S. Richter
<i>Omaha Sales</i>	2 T. C. Crabb
<i>Division</i>	1 H. R. Hefley
<i>Kansas City Sales</i>	2 R. E. Wyatt
<i>Division</i>	1 H. R. Hefley
<i>Southwestern</i>	1 H. R. Hefley
<i>District</i>	
<i>Dallas Sales</i>	1 E. K. Cannon
<i>Division</i>	2 B. D. Reynolds
<i>Texas District</i>	1 E. K. Cannon
<i>Newark Sales</i>	1 B. W. Clayton
<i>Division</i>	2 F. L. Foy
<i>New England Sales</i>	1 J. W. Johnson
<i>Division</i>	2 H. A. Sturn
<i>North Atlantic</i>	1 B. W. Clayton
<i>District</i>	
<i>Philadelphia Sales</i>	1 F. E. Richardson
<i>Division</i>	2 W. E. Hirst
<i>Richmond Sales</i>	1 W. O. Masten
<i>Division</i>	1 H. S. Blizzard
<i>Savannah Sales</i>	1 H. S. Blizzard
<i>Division (Atlanta)</i>	1 F. E. Richardson
<i>South Atlantic</i>	1 F. E. Richardson
<i>District</i>	
<i>San Francisco Sales</i>	1 E. F. Kaneen
<i>Division</i>	1 A. V. Higgins
<i>Portland Sales</i>	2 C. G. Roduner
<i>Division</i>	1 L. B. McDade
<i>Southern Pacific</i>	1 L. B. McDade
<i>Sales Division</i>	1 E. F. Kaneen
<i>Pacific Coast</i>	1 E. F. Kaneen
<i>District</i>	

Major Irwin Writes from Coblenz

Folks down in the Texas District will be interested in the news that Major Frank L. Irwin intends to remain in the service. Major Irwin left our employ as credit Manager of the Texas District to go into the army as Captain. He has been commissioned as a Major in the Regular service.

We have had the pleasure of receiving a letter which the Major wrote from Coblenz. Attached to the letter was an exceedingly entertaining story of a trip through the war-scarred sections of France, a story replete with picturesque description and intimate glimpses at the daily life of the "Sammies." We hope to print this story in an early issue.

The Manufacture of Zinc Oxide

(Continued from page two)

The roasted ore is mixed with coal (the particles being about one-quarter in. diam.) in the proportion of about one ton of ore to one ton of coal and a slightly greater quantity of silicious material for anti-flux (the particles being approximately one-half in. diam.) also a quantity of water is added and the whole thoroughly mixed. Two automatic mixers are sufficient for the three blocks. This mixture is put in bins by the furnaces and charged into the furnaces as needed.

The grates are first covered with a thin layer of semi-anthracite coal which immediately ignites from the furnace heat of the previous charge. In a few minutes about 3600 pounds of the mixture of coal, ore and fluxing material are charged into the furnace, one-half on each side of the furnace. A certain amount of blast is turned on at the start and increased as it is found necessary. About four hours are required to burn out the charge which is occasionally raked.

The coal serves a double purpose, that of furnishing the necessary heat and also as the principal reducing agent. As the charge burns, carbon monoxide (evolved from the coal) reduces the zinc and lead in the ore to a metallic state from which condition they almost instantly vaporize. The zinc vapor is immediately oxidized by the carbon dioxide and air present in the furnaces to zinc oxide and the lead vapor to lead oxide which, in turn, combines with sufficient sulfur trioxide to form lead sulphate. Thus we see how the zinc and lead in the form of pure compounds are separated from the rest of the charge which constitutes the slag or cinder.

The fume, consisting of solid particles of zinc oxide and lead sulphate so finely divided and intimately mixed that they practically form a compound together with the gases from the combustion of the coal and other impurities, is drawn off of the furnaces by large suction fans. It, of course, first passes through the combustion chamber where particles of carbon and other impurities are burned out and then it is carried on through a sheet iron pipe line which is about 6 feet in diam. and about 700 feet long and which serves to cool the fume and also to collect any impure or discolored pigment settling out along the way. The pipe line is equipped with cleanout doors at regular intervals and the impure pigment taken from it is returned to the mixers where it is mixed with the charge and reburned.

The slag or residue remaining upon the grate after the metal has been volatilized and drawn off, is taken from the furnaces to a crusher where it is reduced in size and loaded into cars for use by the railroads as ballast.

By the time the fume reaches the end of the pipe line leading to the bag room, it has cooled considerably and it is discharged by the fan into a hopper line in this room. The bag room is in a very large, well ventilated brick building, its dimensions being about 100 feet, by 150 feet, by 86 feet. The hopper line extends entirely around the room and then branches out into a large number of rows. Muslin bags 30 feet in length are suspended from a runway above and fit over the openings in the hoppers. When under pressure, these bags are about 23 in. diam.

The pigment or fume, under pressure from the discharge fan, passes through the system of hopper lines up into these bags which stop the solid particles but allow the gases from the combustion to escape through the pores of the bags. The bags are frequently shaken and the pigment removed from the hoppers daily. By means of trucks it is conveyed to the packer where it is usually packed in barrels of 350 pounds each, or in paper bags which hold 75 pounds. The daily output of this plant is 36 tons.

For the past seven years, however, most of the pigment produced here has been subjected to an additional refining process. The idea being to eliminate any remaining impurities. The barrels and bags containing the pigment are now weighed and properly stenciled ready for shipment to the trade or stored in a large warehouse.

The production of zinc oxide in the United States increased from 10,000 tons in 1880 to 72,000 tons in 1907 and since that time there has doubtless been an enormous increase. According to C. D. Holley, 61 analysis of the leading brands of mixed paints sold in this country showed an average ratio of lead pigments to zinc oxide of 45.55. Considering the comparatively short period of years during which zinc oxide has been manufactured in this country, as well as its steady increase in consumption, it is very apparent that paint manufacturers recognize its value as a pigment. Zinc oxide forms a considerable percent of the composition of high grade rubber goods, giving them resiliency and durability. Also it is used in the production of linoleum, and for many other purposes. As a pigment, it has not the covering power of white lead but has the double advantage of being non-poisonous and of not becoming discolored by hydrogen sulfide. Zinc oxide mixed

Notes from Our Chicago Correspondent

The salubrious Chicago climate is popular these days with some Clevelanders. We had with us recently a Mr. Whittlesey, who is said to hold a lucrative situation down there.

Other visitors were old Doc Holton, of Dry Lime Sulfur fame, Freddie Meyers, the genial paint man, Geo. Minn'ch, who says he traveled 28,000 miles in the last two weeks, or some such figure; Young Jimmie Hasson, of New York and Cleveland; Art Steudel, who can pronounce such words as paraphenylene-diamine, and others.

The dapper Clarence Bull was also in our midst. Clarence says his ambition is to wear a flannel shirt to work, with no necktie. My goodness, Clarence!

It was necessary to have a guide last Monday morning to show folks their desks in the office. The departments are now segregated. Many cases of wry neck are being cured.

Speaking of such things, John Barden has contracted torti-col-lis in a mild form. Some say it is from looking back to see what is approaching. John has a new horseless carriage. He was late to business last Tuesday. He tried to push over the garage, but could not do it.

Stork Feathers

Mr. and Mrs. Elmer A. Ruland announce the arrival of an eight and a half pound boy on June 11th. The newcomer's name is Robert Russell. Mr. Ruland is our Omaha representative. Congratulations, Mr. and Mrs. Ruland.

with chloride form oxychlorides which are used by dentists for filling teeth.

Most of the paints made today contain in part zinc oxide and leaded zinc pigments. A pigment containing about 65 percent zinc oxide and 35 percent lead sulphate is an ideal one for paints providing toughness, luster and constancy of color, qualities which are essential in this age of conservation. The leaded zinc pigment seems to embody only the finest qualities of other individual pigments. In making up a batch of paint it is necessary for zinc oxide to be mechanically mixed with the proper proportions of lead sulphate or carbonate of lead (white lead) while the leaded zinc pigment, as made here, is all ready for use, and one could not hope to obtain a more intimate mixture of the particles of zinc oxide and lead sulphate.



The Cleveland Telephone Exchange

(Continued from page three)

The operators say that they could tell a number of interesting stories about a number of interesting people in the organization, but declared they wouldn't, and it was difficult to get any stories from them. However one or two bits of humor came over the wire during the busy afternoon which helped to relieve the tension.

Operator—"Your party line is busy. Do you care to wait a minute?"

Party Replies—"Oh yes I am a good waiter. I worked at the Statler two years and the Cleveland one week."

Party Calling Long Distance—"Chicago please. Main 3270—Mr. Jones." (Hangs up receiver and 60 seconds later calls) "Anything on my Chicago call yet?"

Operator—"It will take 15 minutes to get a report."

And then the fun began!!

Party trying to get personal call through:

Miss B.—"Main line please."

Operator—"Personal call?"

Miss B.—"Strictly business."

Gets Party and Says—"I can't get the paint you wanted."

Party—"What in the world are you talking about?"

Miss B.—"Good night! Don't you get me?"

Operator—"Please hang up the receiver on the other line."

Linseed Oil Mill—"Say where do you get that? I can't walk that far."

Party—"Hello operator give. Let me see—(3 or 4 seconds elapse)—who did I want (few more seconds elapse) Wait a minute until I look it up (some more time lost) I guess I've forgotten—never mind I will call them later."

Party finishes talk on long distance call, leaves receiver down 5 minutes and then calls the operator and wants to know why she doesn't answer.

It always is a good plan to hang up the receiver after you finish a phone conversation.

F. E. Davis announces the appointment of E. C. Smith as Manager of the Dallas store, succeeding J. W. Ennison.

C. E. Shaw is now manager of the Waco store, succeeding J. J. Twaddell.

Announcement is made of the appointment of E. E. Bass as Manager of the Baltimore Retail Store, to succeed J. O. Pope, who has entered the naval stores business.

Australian Top-Notcher Visits States

Back in 1914, the top-notch competition was started among the traveling staff of The Sherwin-Williams Co., in Australia. This competition extended for a period of three years, closing on June 30, 1917.

The prize was a five-month tour of the world and intense rivalry developed among the representatives.

E. E. McKenzie captured top-notch honors over this period of three years and won the trip around the world. He delayed starting on his travel, however, because of the war and the attendant difficulties of transportation which existed, and not until April did he get away on his trip.

Accompanied by Mrs. McKenzie, they left Australia for the United States and were held in quarantine for eighteen days because of influenza on board ship.

They visited the important cities on the west coast and, as Mr. McKenzie expresses it, "fell in love with Los Angeles and Pasadena", which they considered the prettiest cities they had visited in their many years of travel. Going eastward they stopped off at Chicago and visited the plant at that city, being entertained by Mr. Quinn and various members of the Chicago organization. On May 31 they reached Cleveland and spent five days at headquarters, where Mr. McKenzie says he received a mental eye opener regarding the magnitude and the immensity of the S-W organization.

From Cleveland they went to the Atlantic seaport, spending a week in New York, and sailed for Great Britain, where they expect to spend two months vacation visiting Ireland, Wales and Scotland. Mr. and Mrs. McKenzie are

natives of Glasgow, where they will spend most of their stay in Great Britain.

They plan on returning to Australia via the Suez Canal in the event suitable sailing dates can be secured, otherwise they will return via United States, the latter most preferable. Mr. and Mrs. McKenzie are thoroughly familiar with the Eastern hemisphere, having traveled that half of the globe frequently, but this is their first visit to the Western hemisphere, and they are very enthused about the United States and the many interesting things they have seen and the remarkable business activity which is apparent everywhere.

In commenting on the business conditions in Australia, Mr. McKenzie said that, when he left, business was moving along splendidly and that every indication pointed to a splendid year for 1919 and 1920, with an increase of building and a corresponding increase in paint and varnish sales.

"From a business point of view I have derived a great deal of benefit from my stay in Cleveland," says Mr. McKenzie, "and I cannot sufficiently express my appreciation for the kindness and attentions, both in business and social, which have been extended to me by those in the organization, from the President down."

"I have always felt that The S-W organization was a splendid one with which to be connected, but after my visit at headquarters and meeting the different managers, I am convinced that there is no greater organization anywhere than The S-W Co., and I am proud and happy to be a member of this wonderful S-W family."

I'll Say So!

Tobacco is a filthy weed—

I like it.

It satisfies no normal need—

I like it.

It makes you thin, it makes you lean,

It takes the hair right off your head,

It's the worst dam stuff I've ever seen—

I like it.

—The Island Motorist.

Perfectly Clear

Said an Irish Leader: "Min, ye are on the verge of battle. Will yez fight or will yez run?"

"We will!" came a chorus of eager replies.

"Which will yez do?" says he.

"We will not," says they.

"Thank ye, me min," says he; "I thought ye would."

Has Anyone

Died—

Eloped—

Divorced—

Embezzled—

Left town—

Had a baby—

Had a party—

Sold a farm—

Been arrested—

Come to town—

Had twins or triplets—

Sold a cow or lost an auto—

Laid in a stock of whisky—

Stolen a dog or his friend's wife—

Committed suicide or murder—

Fallen from an aeroplane or—

Fallen into a coal hole—

Fallen into a legacy * * * *

THAT'S NEWS

Phone or Mail to The Chameleon.