

OUTLINE OF HISTORY OF
THE SHERWIN-WILLIAMS CO.

These records were originally written up by
E. W. Garfield in 1939, revised and extend-
ed by W. R. Sieplein in 1948.

1 8 6 6

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

One traveling representative was engaged. The sales in this first year amounted to \$400,575.44.
September 1st stock ...

G. O. Griswold	\$ 96,018.37
Truman Dunham	5,734.91

1 8 6 7

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

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

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

January 1st Stock ..

G. O. Griswold	\$54,742.10
Truman Dunham	236.63
Henry A. Sherwin	2,000.00

Truman Dunham and Henry A. Sherwin each received a salary of \$150 a month.

1 8 6 8

G. O. Griswold and Truman Dunham becoming particularly interested in manufacture of linseed oil.

H. A. Sherwin devoting preferred attention to studying quality and use of paint products.

January 1st stock:	G. O. Griswold	\$57,302.91
	H. A. Sherwin	4,360.47

Total Sales This Year: \$423,319.36

1 8 6 9

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

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

The sales in this year amounted to \$388,833.03.

January 1st stock ...

G. O. Griswold	\$ 12,500
Truman Dunham	12,500
Henry A. Sherwin	7,500
G. O. Griswold	31,348.74 cash

1870

On February 3rd, Messers Truman Dunham and G. O. Griswold retired from the firm, and a new partnership agreement was signed by Mr. Sherwin and Mr. Edward Porter Williams under the name, Sherwin, Williams & Co.

Thus started a remarkable business relationship which lasted throughout the remainder of the lives of both Mr. Sherwin and Mr. Williams.

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

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

Sales in this year amounted to \$422,390.97.

January 1st stock ..

G. O. Griswold	\$ 12, 500
Truman Dunham	12,500
Henry A. Sherwin	7,500
A. T. Osborn	10,598.04

COPARTNERSHIP.

"The undersigned have formed a copartnership under the firm name of Sherwin, Williams & Co., who as successors to Messrs. Truman Dunham & Co. will continue the business of importing and jobbing White Lead, Zincs, Oils, Colors, Varnishes, and Window Glass, at the old stand No. 118 Superior Street and Nos. 38, 40 and 41 Long Street

H. A. Sherwin
E. P. Williams
A. T. Osborn

Cleveland, February 3rd, 1870"

0007-SWP-000005080

1 8 7 1

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

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

Sales in this year amounted to \$464,192.45.

January 1st stock:	H. A. Sherwin	\$15,000
	E. P. Williams	15,000
	A. T. Osborn	15,000

In 1948 the factory building bought from Kingsley is occupied by

For many years after Murphey, Sherwin Company gave up this property it was occupied by M. P. and S. P. Day, dealers in naval stores who supplied much turpentine and rosin to S-W Co.

The January 1st stock in 1871 was listed as follows -

H. A. Sherwin	\$15,000
E. P. Williams	15,000
A. T. Osborn	15,000

1 8 7 2

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

Sales in this year amounted to \$630,291.22.

January 1st stock ...

Henry A. Sherwin	\$15,000
E. P. Williams	15,000
A. T. Osborn	15,000

1 8 7 3

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

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

New partnership agreement formed, admitting Mr. W. H. Glover. (See partnership agreement in exhibit case file, Historical Collection). Financial panic in Fall of 1873 weathered unscathed.

Sales in this year amounted to \$642,925.48.

Capital - \$70,000.00.

January 1st Stock ... (New Partnership)

Henry A. Sherwin	\$ 20,000
E. P. Williams	20,000
A. T. Osborn	20,000
W. H. Glover	10,000

First product manufactured was GSP Raw Umber, Oct. 25, 1873. Formula in Manufacturing Memoranda book.

0007-SWP-000005084

1 8 7 4

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

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

Paul Steyer Engineer April 1874
Sales in this year amounted to \$688,214.28, a remarkable record considering the financial condition of the country at large.

January 1st stock ..

Henry A. Sherwin	\$20,000
E. P. Williams	20,000
A. T. Osborn	20,000
W. H. Glover	10,000

Manufacture and printing of labels begun.

Mr. Sherwin records in February, 1905 Chameleon, page 19 twenty factory employees as follows:

- Mike McCafferty - General Foreman and Engineer
- Dave Varnes - Assistant Engineer and Fireman
- H. Pennington - Factory Office Clerk
- R. C. Hopkins - Foreman, Color Grinder
- Val. Steiger and Gustav Siltz - Color Grinders
- Richard George - Stone Mill Dresser
- Annie Baker and Lizzie Evans - Soldering and Labeling Cans
- Herm. Groener - Stockkeeper
- ✓ H. H. Hull - Foreman, Tinshop
- ✓ P. H. Kennedy and Jas. Burke - Tinnerns
- ✓ Ed. King - Tinner's Helper
- ✓ J. R. Joiner - Printing Foreman, Compositor and Pressman
- ✓ Tom Symes - Press boy
- John Williams - Errand Boy
- Thos. Thompson - Night Watchman
- Al Varnes and Ed Ready - Teamsters

0007-SWP-000005085

1 8 7 5

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

Constructed a tin can plant at Cleveland and started the manufacture of the tin cans used by the company for its own products. First manufacture of liquid paint - a Blue Enamel made on March 5, 1875.

Sales in this year amounted to \$645,519.63.

January 1st stock -

Henry A. Sherwin	\$20,000
E. P. Williams	20,000
A. T. Osborn	20,000
W. H. Glover	10,000

0007-SWP-000005086

1 8 7 6

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

Mr. Sherwin experimented with a new type of stone grinding mill, designed by himself, which later proved successful. Patent protection was received on this.

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

Sales in this year amounted to \$411,348.20.

January 1st stock -

Henry A. Sherwin	\$20,000
E. P. Williams	20,000
A. T. Osborn	20,000
W. H. Glover	10,000

1 8 7 7

Mr. Sherwin's new type grinding mill having proved successful,
it was adopted by the company, and put into use in this year.

Mr. W. H. Glover retired from the company, and his interest
was bought in.

First experiments with grinding a ready-mixed paint.

Sales in this year amounted to \$389,515.07.

January 1st stock ...

Henry A. Sherwin	\$20,000
Edward P. Williams	20,000
A. T. Osborn	20,000

Patent for new type can obtained

1 8 7 8

Office and Warehouse moved from Superior Street to Water Street.

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

Sales in this year amounted to \$577,135.81.

January 1st stock ...

Henry A. Sherwin	\$20,000
Edward P. Williams	20,000
A. T. Osborn	20,000

Moved office and warehouse to 137 Water Street.

1 8 7 9

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

Sales in this year amounted to \$368,500.52.

December 1 - Capital stock, \$65,000.

Canal in front of factory on Lime Road filled in for right-of-way of B & O Railway.

1 9 0 4

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

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

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

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

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

0007-SWP-000005091

1 8 8 0

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

Admitted Mr. S. P. Fenn into partnership.

Reorganizing the growing demand for ready mixed paint, on September 30th, 1880, produced the first high grade outside house paint under the name of "Painter's Prepared Paint." A few months later, January 4th, 1881, the name was changed to "Sherwin-Williams Paint."

Also added to the line: Paste Colored Paints.

Mr. J. C. Beardslee joined the company at Cleveland.

Sales in this year amounted to \$444,771.48.

December 1st - Capital Stock \$90,000.

First can of SWP 355 kept in Mr. Sherwin's personal desk until 1918 when shortly before his death he gave it to Mr. Sieplein to be opened at the 50th Anniversary Convention, by Phil Steyer. A panel was painted in the presence of the assembled representatives, the package was again sealed up and is being kept in the Historical Collection for opening in 1966 on the 100th Anniversary.

Bought land on Canal Street for office and warehouse.

0007-SWP-000005092

Oct 11

RECORD OF FIRST CAN OF SWP

This package is filled from some of the earliest S.W.P. manufactured. It was made September 13, 1880 and known as shade "K", now Rx 355.

The formula was -

400 lbs.	Zinc Oxide
200 lbs.	Lead Carbonate
200 lbs.	Barytes
24 lbs.	Golden Ochre
9 lbs.	Raw Umber
22½ lbs.	Medium Chrome Green (25% Pure)
10 oz.	Lamp Black
90 gls.	Raw Linseed Oil
10 gls.	Turpentine
10 gls.	Benzine
10 gls.	(12)
2½ gls.	(10) Drier

1 8 8 1

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

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

Sales in this year amounted to \$413,406.13.

December 1st - Capital stock \$95,000.

1 8 8 2

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

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

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

Sales in this year amounted to \$468,957.00.

December 1st - Capital stock \$72,000

1 8 8 3

Moved the Chicago office and warehouse to 241 Jackson Street.

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

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

Sales in this year amounted to \$525,014.35.

0007-SWP-000005096

1 8 8 4

On May 18th, a fire destroyed a large part of the Cleveland factory. / Loss \$70,000.00
The land on which this building had stood, previously leased, was immediately purchased, and construction of a new plant started at once.

On July 14, 1884, articles of incorporation were drawn up, under the name The Sherwin-Williams Co. Charter of incorporation was granted July 18th. Sherwin, Williams & Co., of Chicago was transferred to The Sherwin-Williams Co. Capital of the corporation amounted to \$300,000.00.)

Engaged Mr. Percy Neyman, graduate of Massachusetts Institute of Technology as chemist. (check-for-accuracy)

Large fire at Cleveland Lumber Yard, across the river from our plant, but our plant was fortunately undamaged. (See Mr. Williams letter in Historical Collection to Phil Steyer thanking him and other employees for heroic work during the fire.

Sales in this year amounted to \$538,775.90.

Added to line: Inside Floor Paint.

John F. Weare appointed Manager at Chicago.

Articles of Incorporation, Article 3 - The purpose for which this corporation is formed is to carry on the business of manufacturing, refining and dealing in Oils, Paints, and Colors.

Articles of Incorporation includes:

President - H. A. Sherwin	\$ 81,000.00
Vice-President - E. P. Williams	69,000.00
Treasurer - S. P. Fenn	25,000.00
Secretary - W. H. Hogarth	25,000.00
J. E. Ingersoll	-----
	\$200,000.00

0007-SWP-000005097

1 8 8 4

Convention held this year at Niagara Falls, N. Y.
Twenty men attended this convention.

First use of the Chameleon as a trade mark. Booklet in
historical collection on Chameleon, published by Mr. Sherwin in
1885.

1 8 8 5

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

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

W. B. Albright employed as Salesman.

A year of general depression, lower prices and reduced consumption.

Small increase over 1884 result of sales in new fields.

John F. Weare elected Director.

Chameleon mounted on a palette adopted as trade mark.

Sales in this year amounted to \$557,859.91.

0007-SWP-000005099

1 8 8 8

Capital of the company increased to \$400,000.00.

Franklyn Murphey elected a director of the company.

Roof & Bridge Paint added to regular line.

Sales in this year amounted to \$706,709.46.

0007-SWP-000005100

1887

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

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

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

Sales in this year amounted to \$789,511.59.

There was recorded a large growth in railway business.

R. C. Hopkins receives 55 shares of Common Stock.

1 8 8 8

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

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

from the Pullman Company
Purchased/a controlling interest in the Calumet Paint Co.,
of Chicago, in order to start our own manufacturing operations
at that point.

Mr. E. M. Richardson engaged as salesman.

Sales in this year amounted to \$821,279.92.

0007-SWP-000005102

1 8 8 9

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

Opened a branch in Boston, Mass., on Pearl Street.

Increased capital of the company to \$500,000.00.

Sales in this year amounted to \$859,560.38.

Withdrew from business connections with Murphy & Co.

First use of Chameleon mounted on painter's palette as) S. 1724
company trade mark,

0007-SWP-000005103

1890

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

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

Sales in this year amounted to \$1,072,205.19. First year to pass \$1,000,000 mark in sales.
Purchased interest in Cleveland Linseed Oil Company.

December 15th Annual meeting, present:

H. A. Sherwin
E. P. Williams
S. P. Fenn
W. H. Hogarth
J. F. Weare
A. J. Osborn
Wm. Modill
J. C. Beardslee
Dr. Percy Heyman
A. T. Peary
F. M. Sherwin
R. B. Sheridan
T. M. Williams
J. S. Albright
D. Linty

George A. Martin employed October, 1890.

The Sherwin-Williams Co's. Lake Shipping Venture

THE SHERWIN-WILLIAMS Co. has, since 1876, been much interested in supplying points for lake vessels and as such has been involved in Great Lakes shipping. At one time the Company actually participated in this great industry.

Among many other features, the Company early operated a subsidiary, The Cleveland Box Company, to manufacture wooden packing boxes for the shipment of paints. This factory was located on Stones Levee with a dock on the Cuyahoga River. Lumber for boxes was brought down by boat from Duluth and upper lake lumber ports. In 1890 freight and handling had developed to such an extent that it seemed to justify the purchase of a boat to be operated solely for this purpose.

Accordingly, The S-W Transit Co. was organized and the steamer *A. G. Lindsey* purchased. This ship was built in 1889 by the Detroit Dry Dock and Engine Company. She had a wooden hull 196 feet long, a 37-foot beam and a 22-foot depth, and a gross tonnage of 1334 tons. She was equipped with a two-cylinder F and A engine and two fire box boilers. Under favorable conditions she could develop a speed of eight or nine miles an hour. This shipping undertaking proved very satisfactory and operated profitably for several years. Lumber was brought down the lakes and return cargoes of coal or other materials were then taken up.

Mr. E. L. Trautman, who at that time was specially interested in the Company's box manufacture, relates that on one trip the *Lindsey* contracted to take a considerable quantity of dynamite on the up trip to Duluth. The captain being a little nervous about this unusual cargo, conveniently arranged some urgent business which required him to stop over in Chicago, so he had the mate take charge of her to the port where this hazardous cargo was delivered. The captain, finishing his mission in Chicago, traveled by rail to board the ship at the head of the lakes.

Usually for the last down trip at the

close of navigation the *Lindsey* took on cargo of flax seed from Duluth. This was brought down to The Sherwin-Williams Lined Oil Mill at Cuyahoga and West Third Streets where the ship was tied up at the dock for the winter. This served as storage space for flax seed until needed for crushing into lined oil.

Later it was found that lumber for boxes was not too plentiful and fibre began to displace wood. Such boxes were lighter weight and much less expensive than wood. So The Sherwin-Williams Co. discontinued the manufacture of wooden boxes and decided in 1907 to liquidate The S-W Transit Co. and disposed of the steamer *Lindsey*. And so the S-W flag was no longer seen on the Great Lakes.

The Rupert Steamship Company of Aberdeen, Washington, bought the *Lindsey* and had her overhauled and refitted for ocean service. When finished, she proceeded through the Welland Canal and down the St. Lawrence to the Atlantic Ocean. Then began the long voyage around the tip of South America, as this was before the Panama Canal was built. The long journey from Cleveland to Aberdeen, Washington, occupied several months, stopping occasionally at ports for supplies.

As the *Lindsey* approached the Straits of Magellan, engine trouble developed. After some delay, she then proceeded through the Straits, avoiding the rough seas around Cape Horn and headed north up the Pacific Coast, again crossing the equator.

Almost at the end of this long voyage, only 35 miles from her destination, she encountered such a severe storm that they put into the mouth of the Columbia River. There she ran aground on a sand bar. The heavy waves damaged the lake-built hull to such an extent that she foundered and was wrecked beyond recovery. No lives were lost. Thus, the Rupert Steamship Company's venture proved a failure.

—W. R. Seiplein,
Historian, Sherwin-Williams Company.



1 8 9 1

Organized the Atherton Paint Co., in Worcester, Mass., to conduct a retail business. (This was the first retail branch)

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

Sales in this year amounted to \$1,034,993.86.

Mr. George A. Martin was employed by Mr. Sherwin November 1, 1890 at the beginning of the fiscal year. He was taken sick with Typhoid Fever and did not start work until March 10, 1891. As Mr. Martin had sold his business to Mr. Adams - later, Adams & Elting, Chicago, Mr. Sherwin paid him the agreed salary beginning November 1, 1890 though he did not start work until about four months later.

0007-SWP-000005106

1 8 9 2

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

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

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

Sales in this year amounted to \$1,154,101.60.

E. C. Holton, graduate of Massachusetts Institute of Technology was engaged as chemist

April 22, 1892 purchased an interest of \$25,000 in Henry Wood Sons Company, Boston.

Sept. 24, 1892 A. W. Frank elected Cashier of Sherwin-Williams Co because of vacancy caused by resignation of Miss L. E. Johnston.

W. R. Dieffenbach employed May 18. 1892

1 8 9 3

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

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

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

Mr. E. M. Williams, eldest son of Mr. E. P. Williams, came into the Company at Cleveland.

Mr. H. J. Hain came into the company at Cleveland.

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

Disposed of stock in Cleveland Linseed Oil Company.

1 8 9 4

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

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

The Walter H. Cottingham Co., was organized in Canada to manufacture Sherwin-Williams products in Montreal. Also to manufacture Pratt & Lambert's Varnishes in Canada.

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

Sales in this year amounted to \$971,487.93, a drop of \$165,508.01 below last year on account of a depression.

W. B. Albright elected a Director.

W. H. Schaefer appointed as Acting Cashier, Chicago.

1895

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

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

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

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

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

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

Added Brighten up Stains to the regular line.

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

(1905) In this year, the Company adopted the "Cover-the-Earth" trade-mark as its official trade-mark, replacing the older mark of the Chameleon on the painter's palette. This Cover-the-Earth design had been made first by Mr. George W. Ford in 1895 for use on some enclosures planned for the Worcester store, and the idea "took" with the Company, and came thus to be officially adopted.

(See Further Notes Next Page)

0007-SWP-000005110

1 8 9 6

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

Additional land was purchased at Cleveland, and constructed a Dry Color Factory, in connection with other manufacturing facilities on the Cuyahoga River, including a new and fully equipped modern varnish making plant.

Added the following products to our regular line: Dry Colors, Liquid Filler, and Wagon & Implement Paint.

Sold out the Victor Holmes Co., of Jamestown, N.Y.

Established a warehouse in Philadelphia, Pennsylvania.

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

Dry Color manufacture started in Cleveland under E. C. Holton.

W. H. Schaefer became Sales Manager at Chicago.

0007-SWP-000005111

1 8 9 7

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

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

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

Added to the line: Oil Stains and Copper Paints.

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

J. C. Beardslee elected a Director.

February 15th - First iss ue of Company magazine "The Chamleon", in June.

First factory lunch room established in Cleveland plant.

1 8 9 8

Established a new branch office in Toronto, Canada.

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

Additions built to the plants both in Cleveland and Montreal.

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

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

Decided to sell Sherwin-Williams shares of interest in Cleveland Linseed Oil Co. to the American Linseed Co.

Sept. 10th, George A. Martin appointed Manager of the Chicago Division of the Sherwin-Williams Co. on the acceptance of resignation of W. H. Schaefer.

Complete line of Varnishes added.

1 8 9 9

Moved the Boston office and warehouse to Purchase Street.

Established a warehouse depot in Kansas City.

Started manufacture of varnish in Cleveland in the newly completed addition to the plant on the Cuyahoga River.

Mr. John F. Weare retired from the business.

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

Consolidated sales in this year amounted to \$1,820,520.75.

December 30th, Alex Sclater elected Manager of Pacific Division of the Sherwin-Williams Company at San Francisco.

Manufacture of Dry Colors undertaken in a large way in Cleveland.

0007-SWP-000005114

1900

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

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

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

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

Added to line: School Board Slatting, Modern Method Finishes, Lustroline.

Mr. H. D. Whittlesey appointed Eastern Manager, and moved to New York.

Sales in this year (consolidated) amounted to \$2,313,778.00.

Extensive repairs and expansion of the Cleveland plant was undertaken.

Decided to change fiscal year to close July 31st instead of October 31st.

0007-SWP-000005115

1 9 0 1

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

Manufacturing operations started at newly completed plant in Newark, N.J., with W. J. Lawson as Superintendent. New York Sales office, under Mr. H. D. Whittlesey, moved to new plant building at Newark.

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

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

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

Sales in this year amounted to \$2,435,898.13 (consolidated)

In November the date for closing fiscal year was changed to August 31st. July 31st date being found impractical.

1 9 0 2

Capital of the company raised to \$2,500,000.00. Land was purchased further up the Cuyahoga River at Cleveland and a new Linseed Oil Mill erected, to take care of linseed oil requirements for all factories operating at the time. Additional land was purchased in Montreal and an addition to the factory constructed there.

A warehouse was established in Minneapolis, and a branch office opened in Winnipeg, Canada. A Chicago City office was opened in the Fisher building, particularly to take care of Railway Sales.

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

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

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

Mr. Cottingham organized first Get-To-Gether Club in Cleveland, including in the membership, officers, heads of departments, and their first assistants.

0007-SWP-000005117

1 9 0 3

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

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

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

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

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

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

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

Added to line: Commonwealth Barn Red, Enameloid, Metalastic, Mar-not Varnish, Dry-O-Nite, Express Liquid Gold, Imperial Gold Enamel, Paris Green. (This was the first entry into Insecticide business).

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

Bought Benson property on Canal Road west of Office building also bought Thomas Wood lot east of the office building.

0007-SWP-000005118

1905

Purchased all the stock of Lewis Berger & Sons, Ltd., of London, England, including their business, offices, and factory. This gave to the Company many valuable formulae for fine coach colors, etc.

Manufacturing operations were started in England at once.
established 1760.

Constructed an addition to the Linseed Oil Plant at Cleveland, for the manufacture of lithographic varnish.

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

Organized the Ozark Smelting & Mining Company.

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

Consolidated sales in this year amounted to \$5,380,963.60.

1906

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

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

and fire April 13, 1906
Earthquake/in San Francisco/destroyed our office and warehouse at that point. Sold out the San Diego Paint Co.

Mr. K. H. Wood entered the company's employ.

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

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

0007-SWP-000005120

1 9 0 7

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

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

Large additions constructed at Chicago plant, and to smelter at Coffeyville, Kansas. A fire at Cleveland did large damage to the raw material storage warehouse.

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

Consolidated sales in this year amounted to \$7,567,262.93.

C. M. Lemperly employed.

1908

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

A soap-manufacturing department was established at Cleveland.

Regular warehouses were established at Spokane and Seattle, Washington.

The Winnipeg depot was made a Sales Division.

The New York City office was moved to Church Street.

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

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

Added to line: Flaxcap and Arsenate of Lead. Also Woodcraft Stain

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

A. D. Joyce made General Manager, Sales and Distribution

1909

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

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

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

Mr. Sherwin retired as President, and was elected Chairman of the Board. Mr. Walter H. Cottingham elected President. *Jan 2-1909* Mr. S. P. Fenn elected Vice President & Treasurer.

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

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

1 9 1 0

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

The Chicago City office was moved to the Steger Building.

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

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

Mr. C. M. Lemperly came into the company as office boy in the Advertising Department. (Incorrect. Employed July 16, 1907).

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

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

1 9 1 1

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

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

Dallas Sales Division changed to Texas District.

A retail branch established at San Antonio, Texas.

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

1912

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

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

Established a retail branch at Birmingham, Alabama.

Established a warehouse in Indianapolis, Indiana.

Purchased Lincoln Paint & Color Co., of Lincoln, Nebraska.

*Not correct. MS 91445.
Lincoln was part of American
Paint Co. in 1920*

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

1 9 1 3

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

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

Established a retail branch at Ft. Worth, Texas.

Established a Chicago City Warehouse at 2355 La Salle Street.

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

Fire at San Antonio warehouse.

Added to line: Commonwealth Barn Gray, Scarnot Varnish, Tuber Tonic, Carbolicol.

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

1 9 1 4

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

Established a retail branch in Houston, Texas.

Opened a distributing depot in New Orleans.

Thirty-fourth Annual Sales Convention held at Cleveland, Nov. 9 - 12.

Added to the line: Rexpar Varnish, Bras-Brite, and Beta Naphthol.

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

0007-SWP-000005128

1 9 1 5

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

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

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

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

Fire destroyed the New Orleans warehouse in September.

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

Added to line: Dry Lime Sulfur, Fungi Bordo, and Para Natraniline.

Consolidated sales in this year amounted to \$11,664,402.65.

1916

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

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

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

Established warehouse in Nashville, Tenn.

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

Constructed a lime sulphur plant at Cleveland, and started operations.

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

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

At the Convention the first can of SWP, Color #355 made in 1880 and kept in Mr. Sherwin's desk until shortly before the convention was opened by Phil Steyer. He painted a panel with it and was found this 36 year-old paint was in perfect condition - spread and dried perfectly and matched very closely the color chip of that date. It was sealed up again and put in the Historical Collection to be opened in 1966 at the 100th Anniversary of the founding of the Company.

*Mr. Sherwin died at the age of 74 years having devoted 50 years to the paint business. In that time he contributed more to the Industry than any one person before or since. The sound business principles he established continue to guide The Sherwin-Williams Co., as the leading establishment in this field.

0007-SWP-000005130

.

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

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

entire stock established 1878
On Jan. 15th, Purchased The Martin-Senour Co., of Chicago, and the Martin-Senour Co., of Lincoln, Neb., including factories at Chicago and Lincoln.

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

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

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

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

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

- A.D. Gray, Jr., R.H. Horsting and O.A. Howe leave S-W & buy U.S. Steel for \$2.5 million.
- 20,000 shares of \$100 par preferred stock sold to New Cleveland Trust Co., ending 51 years of general membership.

0007-SWP-000005131

1918

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

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

Added to the line: Semi-Paste Paint, Hat Brite, and Master Painters' Oil Colors.

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

1 9 1 9

On Dec. 11th, Purchased Hemingway & Co., of New York, ^{established 1913} manufacturers of chemicals and insecticides, together with their factory at Bound Brook, N.J.

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

Established a warehouse at Tulsa, Okla.

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

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

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

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

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

Established the manufacture of Lime Sulphur Solution at Cleveland.

1 9 2 0

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

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

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

Established warehouses in Detroit and Salt Lake City. Moved the New York City warehouse to Thompson Street.

Established retail branches at Chattanooga, El Paso, Little Rock, Rochester, and Schenectady.

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

Added to the line: Decotint, and Lustral Enamels.

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

S. P. Fenn completed 50 years in the service in April. Fifty golden years recognized by suitable anniversary banquet at Hotel Hollenden.

0007-SWP-000005134

1 9 2 1

A new Quick-Process Lead plant was constructed at Chicago.

A Red Lead & Litharge plant was built at Chicago.

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

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

A new Acetic Acid plant was built at Bound Brook.

A large insecticide plant was built at Oakland, Cal.

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

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

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

0007-SWP-000005135

1 9 2 2

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

Mr. L. H. Schroeder appointed Treasurer.

A fire at the Utica store damaged stock and fixtures.

New lacquer manufacturing department at Chicago started operations.

Added to line: Opax, Flat Rite, Traffic Zone Paints, Metronamel.

Consolidated sales in this year amounted to \$40,543,742.61.

1 9 2 3

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

Fire at Dallas started in adjoining premises. Loss \$31,000.

Established warehouses at Bangor, Maine, and Jacksonville, Fla.

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

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

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

\$100,000 Club organized for Representatives. Membership requirement, annual sales in excess of \$100,000. C. P. Jarden, First President.

*Changed from Wood to Fibre packing cases
for shipping paints etc. Handle & Dandy Reports
Carefully first supplies.*

1 9 2 4

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

\$10,579 fire at Saginaw, Michigan branch.

Established retail branches at Charlotte, N.C., Warren, Ohio, and A shtabula, Ohio.

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

Philip Styer on completion of fifty years service was honored at a dinner in the Company Club room in April.

1 9 2 5

Established a new warehouse at Memphis, Tenn.

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

Added to line: Semi-Lustre. Also reformulated Mill White
and renamed the line Save-Lite. Added also to line: Pheno-dip
and Floor Seal.

Fire Acme White Lead & Color Works, Detroit, \$9,219.

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

0007-SWP-000005139

1 9 2 6

Established warehouse at Abilene, Tex., Charleston, S.C.,
and Providence, R.I.

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

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

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

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

Fire started in lacquer press room at Chicago factory. \$14,000.

1 9 2 7

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

Fire Martin-Senour Co., Houston, Texas, \$10,000.

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

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

Added to line: Fast-Dri Varnishes, Full line of Master Painter Enamels & Undercoaters, and Vogue Finishes (RBL)

Mr. S. P. Fenn died January 3rd of this year, ending a long career as Treasurer and Vice President. He was the last of the founders, having devoted fifty-seven years to the business.

Sales (consolidated) in this year amounted to \$80,835,306.13, and total production was approximately 469 million pounds.

Anniversary dinner at Hotel Hollenden for William Paulus completing 50 years in the Company's service in September.

1 9 3 9

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

Purchased Bredell Paint Co., of Cuba (Havanna)

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

Purchased controlling interest in John Lucas & Co., Philadelphia.
(See 1929 record)

Mr. W. H. Cottingham, Chairman of the Board, died at his home in England on March 12th.* Mr. G. A. Martin was elected to fill his position.

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

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

Cleveland Head Quarters of the world's paint & varnish business
Established warehouses in Milwaukee and New Haven. *Aug 1930*

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

Added to line Fast Dri Enamels.

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

Al Russell completed fifty years in the service in January.

Event celebrated at a Christmas Party in Public Hall.

* He died after a brilliant career in which he greatly expanded the business from a Cleveland company to a world-wide establishment, the unquestioned leader in the paint, varnish, and lacquer industry.

0007-SWP-000005142

1 9 3 1

Constructed large and modern lithopone plant at Coffeyville, Kans.

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

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

Established a warehouse at Sioux City, Ia.

Established retail branches at Decatur, Lexington, Peoria,
Amarillo, Pensacola, and a second store in Albany, N.Y.

Added to line: Kem Spar, Exterior Kem Enamels, Asphalt Roof Coatings,
Kem Baking Enamels, and Kem Air Drying Enamels.

Consolidated sales in this year amounted to \$89,290,204.94.

0007-SWP-000005143

1 9 3 2

Established retail branches at Mobile, Newark, N.J., Greenville, S.C., and Asheville, N.C.

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

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

1 9 3 3

E stablished retail branches at Miami Beach, Paris, Ky.,
Corpus Christi & Tyler, and Waxahachie, Tex.

Added to line: Metro-Namel, Tri-Seal, Dex, Opex Automotive
Wax, and a line of Kem Store Front Finishes.

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

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

Philadelphia Warehouse damaged by flood in Delaware River Valley.

E. M. Richardson Dec 12 Jan 13 1933

1 9 3 4

Purchased remaining interest in John Lucas & Co., of Philadelphia.

Established retail branches in Milwaukee, Paducah, Ky., and
Rockford, Ill.

Added to line: Kem Surfacers, Kem Putties, Kem X-47 Enamels,
Kem Pictorial Paste Bulletin Colors, Kem Silk Screen Paste Colors,
Sur-Fas-Rite, Exolvent, Opex-Kem Automotive Finishes, KEm-Namel, Roto-Dust
and Basi-Cop (Non-poisonous insecticides).

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

Chattanooga store damaged by serious fire caused by spontaneous
combustion. Loss \$35,000.

0007-SWP-000005146

1 9 3 5

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

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

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

Fire in Amarillo, Texas store. Loss, \$10,000.

Sulphate Wood Turpentine manufacture begun in pilot plant at Chicago.

Graphic Arts line added to products.

Metropolitan Auditions of the Air radio program started. Continued for 10 years. 25 contestants won prizes of \$1,000 and Metropolitan Opera Company contracts. 3 others won Metropolitan contracts and 4 won \$500 scholarships. Estimated radio audience, approximately 6,000,000 listeners per week.

New warehouse added, Newark Plant.

1 9 3 6

Large addition made to the plant at Dallas, Texas, to include equipment for manufacture of varnish at that point. Large addition to Synthetic Resin and Turpentine Plants, Chicago.

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

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

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

Niagara

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

Mr. E. M. Williams died in July.

Consolidated sales for the year amounted to \$85,207,968.90.
Revised net figure \$59,505,500.14

Research and development of synthetic resins transferred from Cleveland to Chicago.

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

0007-SWP-000005148

1 9 3 7

Large addition to synthetic resin plant, Chicago - also addition to Dry Color Plant for the production of Dispersed Colors.

Zinc Sulphide addition to lithopone plant in Coffeyville.

Serious floods Mississippi Valley. The company suffered severe losses in branches at Paducah, Ky. - Huntington, W.Va. - Evansville, Ind.

Mr. H. D. Whittlesey completed fifty years active service. Presentation Dinner celebrating this event and honoring 14 other 25 year men at Cleveland Hotel.

Consolidated sales passed the one hundred million mark, reaching a total of \$103,437,488.59. Revised net figure \$70,253,884.55

Retail stores added: Scranton - Wilkes-Barre - Moline - Hutchinson - Reading - Kansas City Brookside

Added to the Line: Paintercraft Products, Silverbrite Aluminum, Interior Gloss, One Coat Galvanized Iron Paint, Pleasure Craft Finishes.

1 9 3 8

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

Small fire in Linseed Oil plant.

Established retail branches at Portland, Bangor, Me., Hollywood, Los Angeles, and Pittsburgh.

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

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

N. E. Van Stone elected Vice President Dec. 15

Consolidated sales for the year amounted to \$89,456,241.00.
Revised net figure \$60,190,306.31

Erected Dehydrated Castor Oil Plant at Cleveland,

Added to the line: Blaxphalt, Dehydrol, Graphic Arts, Sherdye,
Cota-Gloss, and Stain Cover. *Preparate. Color Harmony*

Established retail branches at Appletown, Wisc., Augusta, Ga.,
Council Bluffs, Decatur, Ala., Decatur, Ga., Frankfort, Ky., Lancaster, O.
Macon, Ga., Marietta, O., Port Arthur, Tx., Portland, Me., Providence,
R. I., Quincy, Ill., Salt Lake City, Utah, San Antonio, Tex. Santa Monica,
Cal., Sherman, Tx., St. Paul, Minn. Butler, Pa., Marshall, Texas, and
Henderson, Ky.

Consolidated sales for the year amounted to \$95,776,177.00.

Revised net figure \$64,058,345.16

Established Sherdye Plant at Gibbsboro.

1 9 4 0

Introduced Style Guide. Revolutionary method of illustrating to the public the results obtained with various paint finishes.

4 editions	1 - Red Cover	1940	45,000
	2 - Blue Cover	1941	40,000
	3 - Green Cover	1942	50,000
	4 - Combination	1943	15,000

Kodachrome pictures taken of exteriors and interiors painted with S-W products. These were transferred to 4-color process copper etchings. Plates were made by the Walker Eng. Co., New York. Printing job done by Wm. F. Hall Co., Chicago. Style Guide represented an investment over \$250,000 but S-W dealers were well repaid through increased customer interest with greater sales of S-W products.

S-W Argentina S.A. established at Buenos Aires.

Dec. 10 - A. W. Steudel becomes President, Mr. Martin retiring as Chairman of the Board of Directors.

Mr. G. A. Martin completed 50 years in the company's service.
C. A. Proseus, Chicago, Industrial Sales Manager completed 50 years.
Fred Rettker, Superintendent Newark Factory completed 50 years.
W. Finau, Cleveland Factory Coach Color Dept. completed 50 yrs.
Robert Boehm, Tin Shop and Mech. Dept., Cleveland factory completed 50 yrs.

Stop Drop and G & G Metal Primer added to the line.

Total Sales This Year: \$107,240,563.
Revised net figures \$78,713,991.34

0007-SWP-000005152

1 9 4 1

S-W Co. drafted to construct and manage a shell-loading plant at Carbondale, Ill. About 60 S-W men headed by Dr. E. E. Ware was organized to erect and operate the plant. Government invested \$35,000,000. Project covered 23,000 acres. 15,000 men employed in construction. Employed a force of 6,000. Continued operation with performance of plant better than average of the industry until 1945.

New warehouse erected at Chicago, largest in the Company's history. Additional plants at Chicago for manufacture of Dibutyl Phthalate and other special chemicals for military purposes. Much of the company's facilities devoted to military needs.

Kem-Tone put on the market. Met with remarkable consumer acceptance.

A total of 2756 men and women entered the military service during the war period - 25 paid the supreme sacrifice. About 90% were welcomed back in the company's employ after the end of the war.

Total Sales - \$126,089,283.

Revised net figure \$86,857,973.03

*1-15-41
Supt. Chem. Div.
Superior*

0007-SWP-000005153

1 9 4 2

Further additions to Chemical Products Plant and Synthetic Resin
kettles, Chicago. Additional mills for Los Angeles Plant.

New Products - Camouflage Paints, Black-out Flat Black, Dibutyl
Phthalate, Atabrine, Crude Sulfanilamide, Kem-Pol, Victory
Bulletin Colors *Kemtone Roller Kote.*

W. R. Sieplein completed 50 years in the Company's service.

Fred Leissa, Cleveland Factory completed 50 years.

Total Sales: \$142,146,223.

Revised net figure \$95,677,619.12

0007-SWP-000005154

1 9 4 3

Large addition to Chicago Tin Can Dept. for manufacture of fibre body cans.

Additional equipment, CP Department.

H. J. Hain completed 50 years in the Company's service.

C. M. Lemperly becomes Vice President and Director of Sales and Distribution, succeeding Mr. K. H. Wood.

L. H. Schroeder made Vice-President.

Color Harmony Products added to the line.

Total sales \$154,525,784.

Revised net figure \$106,787,925.81

Fire Losses:

4-9-43	Norfolk, Virginia Branch	\$14,145.86
10-14-43	Chicago Plant - Building #517 Drum House	\$25,570.31

1 9 4 4

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

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

Drum Cleaning Department added at Chicago.

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

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

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

Fire Losses:

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

0007-SWP-000005156

1 9 4 5

Pestroy, DDT insecticide and Weed-No-More 2,4-D selective weed killer put on the market for general sale by Sherwin-Williams and all subsidiary companies. *also Linx Products Industrial Products Lab. Custom Mix*

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

Fire Losses:

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

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

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

0007-SWP-000005157

1 9 4 6

Warehouse 2,600,000
Construction of power house started at Chicago. Gibbsboro Plant entirely remodeled doubling the capacity. Bound Brook Plant enlarged, new building for additional blending and filling equipment. Two new oil-fired boilers.

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

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

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

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

Toronto Canada New Or Grand 1011-0111

Total Sales - \$202,308,782.

Revised net figure \$138,082,188.16

Fire Losses:

8-27-46	Wenatchee, Washington Warehouse	\$54,775.49
---------	---------------------------------	-------------

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

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

0007-SWP-000005158

1 9 4 7

Cleveland Central District Office moved to St. Clair Ave.

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

Linseed Oil Solvent Extraction Process Plant erected.

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

*New Resin Plant at Mountaineer which had plant at
Cleveland - the largest Paint Plant. New Resin Plant 200,000 lbs.*

Oakland - Two synthetic resin varnish kettles installed.

Los Angeles - Extensive additions to paint manufacturing equipment.

Factory established at Mexico City.

New label design adopted for SWP and SW products.

Killax 50 added to the line. *Super White 50 P*

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

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

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

Capital increased to \$80,000,000.

Annual Sales: \$264,770,282.

Revised net figure \$171,989,402.55

Fire Losses:

4-1-47	Davenport, Iowa Branch	\$34,848.52
8-16-47	Cleveland Linseed Oil Mill - Tank #178	22,387.88

2 for 1 stock split effective Aug. 15, 1947

0007-SWP-000005159

1948

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

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

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

Manufacturing plant erected at Mexico City.

Enlargement and modernization of Brazilian plant completed.

New rex numbering system put into effect.

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

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

Annual Sales: \$288,969,254.

Revised net figure \$179,785,098.55

Fire Losses:	10-7-48	Toledo, Ohio Branch	\$21,502
	2-17-48	Cleveland Linseed Oil Mill	125,299 (explosion)
	2-17-48	Los Angeles Varnish Plant	16,134

0007-SWP-000005160

1949

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

New warehouse building at Gibbsboro.

Extensive additions to plant at Dallas, Texas.

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

Complete agricultural chemical laboratory established at North Olmsted.

Annual Sales: \$264,169,273

Revised net figure \$166,174,073.21

Fire Losses: 6-8-49 Cleveland Linseed Oil Mill
7-30-49 Gibbsboro, N. J. Plant

\$43,971
162,918

0007-SWP-000005161

1950

Super Kem-Tone put on the market.

Alkyd varnish kettle installed at Newark.

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

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

Annual Sales: \$277,807,546
Revised net figure \$171,132,354.60
Fire Losses: 2-4-50 Lancaster, Ohio Branch
10-23-50 Camden, N. J. Branch

\$10,622
9,007

0007-SWP-000005162

1951

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

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

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

New raw material warehouse at Gibbsboro.

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

Remodeled paint making equipment at Detroit.

Added ball roller mills and tanks at Dallas.

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

Installed tin can manufacturing equipment at Hubbard, Ohio

1950

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

*At Chicago Lithopone and Black Ash Plants
Renovated into modern San Plant Lithography
Plant as well as a new plant for making
Circle Seal Plates*

Annual Sales: \$321,348,599

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

0007-SWP-000005163

1 9 5 2

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

Installed equipment for manufacturing Super Kem-Tone at Dayton.

Added equipment for making lithographed cans at Hubbard, Ohio.

Hot spray application for automotive finishes introduced.

Dry wall finishing system introduced for interior decoration.

W. R. Seiplein died December 1952.

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

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

Annual Sales: \$320,819,164

Revised net figures: \$203,337,905.64

Fire Losses: 2-12-52 Greenville, So. Carolina Branch (Rogers) \$44,817

0007-SWP-000005164

1953

Introduced Super Kem Tone Applikay.

Bought site for Roller Coating Plant at Deshler, Ohio.

New lacquer plant and new warehouse for Brazil.

New Super Kem Tone Plant in Cuba.

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

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

0007-SWP-000005165

1 9 5 4

Kem Brush & Roller Cleaner

Kem Tinting Colors

Opal Glo

Epoxy Resins 6/31/54

Calcium Acetate Drier

Flattone Alkyd Flat

Odorless Flattone

Completed new plant in Mexico with much new equipment

Cascade of Colors

New warehouse Montreal

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

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

E. A. Daniels Appointed president of Lowe Brothers.

Gross Consolidated Sales: \$348,551,358.13
Revised net figures: \$217,145,930.81

0007-SWP-000005166

1 9 5 5

New Lines

SWP Exterior Velvet Flat Paint

Started production of Urea Resins 8/22/55

Paint and Varnish Remover (aersol pkg.)

F. A. Stanton completed 50 years of service

Walter Komanec completed 50 years of service

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

0007-SWP-000005167

1 9 5 6

New Lines
Sher-Gide Traffic Marking Paint

Wash Away Paint Remover

Water Repellant

Beauty Lok Interior Finishes

Spray Enamel (aerosol package)

Multicolor

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

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

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

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

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

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

0007-SWP-000005168

1 9 5 7

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

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

New products -- El-Kol

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

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

Annual total sales

Gross Consolidated -- \$409,150,310.83

Revised net figures - \$257,807,441.05

0007-SWP-000005169

1 9 5 8

New products --

Introduced Loxon new basement wall paint and Loxon Exterior Paint

New line of Pleasure Craft Finishes

Pest Control

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

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

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

A. W. Steudel completed 50 years of Service

L. H. Schroeder completed 50 years of Service

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

Vancouver (?)

Annual total sales

Gross Consolidated -- \$407,724,603.43

Revised net figures -- \$254,423,724.98

0007-SWP-000005170

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

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

In June, the Dëshler Products Company began the manufacture of Kem Color Meters adaptable to any of our larger trade sales lines. This is a revolutionary service for color mixing.

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

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

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

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

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

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

1 9 6 0

Mr. L. H. Schroeder, Vice-President and Treasurer of the company, passed away on June 26, 1960, after 52 years of distinguished service.

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

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

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

Mr. E. Colin Baldwin was elected President of the company on December 13, 1960.

New sales figures reached an all time high.

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

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

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

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

Air Conditioning general offices Cleveland	\$250,000.00
--	--------------

Extension of building and additional can-making equipment for "F" Style 1 gallons, "F" Style 1/2 gallons, small cans, also litho press at San Leandro -	\$400,000.00
---	--------------

New Para Cresol Sulfonation Process, Chicago C.P.	\$750,000.00
---	--------------

Acquisition of 8-1/3 acres of land and constructing and equipping 50,000 sq. ft. Research Center in Chicago -	\$1,350,000.00
---	----------------

Purchase of 25-Acre future plant site in Atlanta and installation of 35,000 sq. ft. warehouse -	\$400,000.00
---	--------------

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

0007-SWP-000005172

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

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

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

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

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

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

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

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

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

1 9 6 2

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

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

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

W. C. Fine, Assistant Secretary appointed Secretary December 12, 1962.

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

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

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

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

0007-SWP-000005174

1963

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

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

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

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

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

38 new branches were opened throughout the country in 1963

0007-SWP-000005175