One Set of Success Principles Makes One Hundred Thousand Men Kin



Individual Success in Remarkable Code

-From the manufacturing of "From a sales force in 1876 of house paints to insecticides and one man, we have grown to a self-ing organization of over 700," said ourselves, and to take pleasure as well and sine mines in New Mexico to ors scattered everywhere; from one operating lead corroding furnaces little warehouse we have grown into a system of over 100 directly controlled distributing houses in principal cities.

To be considerate, polite and courted and in all our dealings within and without the company.

To be high toned in everything, everything, everything, everything.

Mr. Murtin it doesn't mean just cover 650 acres. producing white lead and red lead. "The one mill tepped out of a cross-word puzzle. of \$0,000 people." say nothing of the tooth-tubes, kodaks, lead pencils, buttons, furniture, telephones, nets, broom handles, washing answered. machines, toys, bicycles and thous- Although the Sherwin-Williams ands of other articles covered with Co, is an organization consisting its thousands of dealers and cos separate surface finish made by of widely spread plants and factor

of widely spread plants and factories—international in scope, they have by a super-effort, by a reign of policy and precept, been molded in one gigantic institution—an industry unto itself.

The cause of the phenomenal growth and the 6,000 successful products at the spirit of unity and other products at that Mr. Martin, solde soon runs to 60,000 to the most remarkable codes of us is our desire to succeed. One this growth and the solderity behind their manufacting arown to its huge proportions in little more than baif a century. That \$,000 products are belief the most remarkable codes of us is our desire to succeed. One that the number will be the same dustrial institution.

Sanufacturer of 6,000 Pro to morrow. Chances are that Mr. acts Points to Secret of to thik of for he also has his finger in research and experimenting. This like production, is car- To be the best and lar

fungicides; from the producing of the organization. From a handful of as profit out of our work.

Mr. Martin: From a handful of as profit out of our work.

To strive constantly for the improveinfectants; from controlling lead

44,000 authorized agents and deal
ment and advancement of the busi-

To grow in knowledge and character. To grow in knowledge and character. The Herwin-Williams Company.

When yer speak of pigments to we have grown to 52 plants and Family of Successful Units.

"The one mill in 1873 has exbut all kinds of things with out-panded to-day to 879 mills. Our men." The Sherwin-Williams com-dandish names like litharge and properties institutions and em-pany is a direct reflection of this lithopone, which seem to have ployees alone would make a city

> A Remarkable Code An admiring "how?" comes to the lips. It is easily and simply

ode of principles:

To be the best and largest condern the largest and most completely the largest and most completely aggressive in our policy and methods.

To take a pride in our institution.

Emerson sald that "An institut-ion is the lengthened shadow of truth. Under good leadership it assumes the proportions of one great centrally controlled 'amily-factories of steel and stone actuated by the fealty of their manpower to a common objective.
Its many executives, its allied

Foster-Pather "Millionaire Orphan Has Jail Quarters Frank's Murderer

CHICAGO, Varch 19.-William D Shepherd, feater father of William N. McClintock, orphan million see, today occupied the same county jail cell in which Nathan Leopoid. Jr. awaited trial nine months ago for killing Robert Franks, while prosecutors invest gated a theory that the typhtid gorms he is accused of giving McCintock to kill him. may have come from the city's he ath depart-

Tempora ly denied ball, Shepherd was taken to the county, jail yesterday afternoon when a petition for a writ of habeas corpus was dismissed after the indictment against, him was returned. It was agreed to go thoroughly into matters of motions



whether they be real live ones or just stuffed his leddy bears, and all the other beloved toys, which he have and kiels and chewe and adores must be kept as apick and adores must be kept as apick and adores must be kept as apick and span and clean as baby himself.

Often children are deprived of the toys they love best because it is feared it will be difficult to keep them clean. Here's a method, however, which easily cleans stuffed toys even those of rough goods like teddy hears, and long halred animals.

Make a thick lather of Jvory soap

Possible example of the fam
Null us this morning. The ceremony of the medieval period.

Null us this morning. The ceremony of the medieval period.

Was picture sque and impressive Rev. abbott acceved the solomn bleading the body of young McClintock, but also those of Mrs. Bunna McClintock Rev. Leo Hald, who died in July Rev. Michael J. Curley, D. D. are bishop of Baltimore, and continuents.

The ceremony was the occasion of tor of the new diocese of Rateigh. Dr. Oscar Oison, friend of the family and brother of Harry Oison, chart a great gathering of prelates, clergy men from all parts of the bouth. Man Killed, Another an investigation of the McCintock Many Greensboro, people attended, orphan's death inquiry was included. Mr. Taylor being formerly assigned ed by state authorities.

Rev. Vincent Taylor

BELMONT, March 19 .- Right Rev. Vincent George Taylor was bleased and installed us head of the diocess stitual and chant of the most ornate killed and Sergeant Irwin Mackey was of Belmont, known as the abbey kind, dating back to the early days by field, was badly injured.

to the pastorate of St. Benedict

Installed As Abbot of St. Peter's atholic church, Char- fell a distance of about

Hurt in Plane's Fall

SAN ANTONIO, Tex., March 19 .-One man was instantly killed, anoth-The sermon was preached by Rev. er was probably fattaly injured, and Ambrose Gallagher. O. S. B., pastor an airplans was demolished when it this afternoon.

Those Who Live in Glass Houses · Do Not Desire to Throw Stones

BY EARL PANCOAST

SOME one said that those who live in glass houses should not throw stones. He might have added that they would not want to-provided there were a few drapories and curtains to create privacy on

glass houses, or what amount to the same thing. They find the cusapirits, and, consequently, their morals. (The adage arose, I be lieve, over a question of morals,)

Living in giass houses is pleasurable, too. It permits an introduction of beauty and joyousness to the home that would be less pro-nounced otherwise.



The home that would be less need nounced otherwise.

You may, ask where these glass houses are to be found. The answer is everywhere architects and home builders have learged the divitues of pleaty of windows in the walls of a bouse, and where mirrior decorators have learned the merits of mirrored rooms. Glass, plate glass for preference, is as much the mark of the present building age as stone was of the Stone Age, gold of the Gold Age, and glaciers of the Glacial Age. This is, in many ways, a Glass Age.

It is not idle to point this out and to dwell on it, for, in spite of the attention given to windows and mirrors by the discriminating, there are still those who think of building be bounded by the control of the c

Ponce de Leon, in Quest of Eternal Youth, Will Land Again on Shores of Florida



GALLEON CLUB, ST. AUGUSTING

His Descendants Will Take Part in Historical Celebration at St. Augustine, April 2, 3 and 4.

St. A squetine, Plorida, the old-

St. A spectric, Pibrida, the aidest city in the United States, and one of the quaintest and most beautiful Sparman-type cities in the New World, is planning to give Plorida, visitors a seed thrist on April ., 3. 5 5 d. 4, when his celebrates the inclinity of Ponce de Leon at what is superich Augustine, in 1512 off time, was 1613 by most perfect of the way and the prevented way such a 1515 by and the founding of the early by Admired United Will the way of this will be formed but in 1821, when the United States, proper from the family and the prevented of the first participant. Another group of really oldest family man, and for the first was a force de Leon to be under the celebration. The Spanish Ambanasady to the United States, representing King Alphonso of Spain, will be first of homor.

To most persons not the least interesting participant will be represented by Mit. St. Elmo Acosta, last year Lity and his city and from the call and the celebration interesting participant will be represented by Mit. St. Elmo Acosta, last year Lity and his city and from the call and the celebration interesting participant will be formed by the Sister of Commissioner of Jacksonville, Pin. and his little grandchild Mit Acosta is a direct descendent of the way old Alwayer lanning.

The modine Rounced was a first descendent of the way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning of the records of the Way old Alwayer lanning

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