

The Canada Paint Co.

Limited

MONTREAL, TORONTO & VICTORIA

JUNE LETTER, 1895

MONTREAL, June, 1895.

We feel it due to our constituents to address a brief acknowledgment and explanation in reference to the somewhat unusual pressure of business during May.

In our January letter we gave notice of our increased appliances and preparedness for extended business, and had our statement verified by a prompt handling of the volume of trade entrusted to us up to the end of April.

The sudden rush of business in the very beginning of May, which continued throughout the month, tried our resources to the utmost, and during a part of the month we were unable to keep pace with orders, so that many shipments were not made with our wonted promptitude. By way of explanation, we venture to submit report of our Auditor, John Hyde, Esq., Public Accountant and Secretary of the White Lead Association of Canada, certifying that during the month we turned out 233,695 packages of goods, representing 8,988 per working day, during the entire month.

The month closed with only one average day's work on order files, so that our friends have herein an assurance of our ability to maintain our reputation for prompt and careful shipment.

IN VARNISH GUMS we bought heavily before the recent advance, and although this department has advanced more than any other, our tankage of fine Varnishes is more than sufficient for all demands.

IN WHITE LEAD, notwithstanding unprofitable prices, we never issued finer paint. Those of our friends who have been testing our product will not object to pay the small advance in price which we hope to announce shortly.

IN READY MIXED PAINTS our plant has never turned out so large a quantity, and our testing system has enabled us to give thorough satisfaction. Alike in Villa Paints, Floor Paints, Coach Paints and all ready mixed goods, we claim to make the hardest and most durable Paints sold in the Dominion.

IN CARRIAGE COLORS our success has been complete. Notwithstanding the great increase of business in this department, every batch of Ground Work, Primer, Fine Color, and Japan has been proved before shipment. As a result, the leading Carriage Builders have said some pleasant things to us, which we will shortly repeat for the information of any who have not taken advantage of our manufacture in this department.

OUR 93 p. c. CANADIAN IRON OXIDES & INDIAN REDS are asserting themselves, not only over the Dominion, but in England, Scotland and the United States. They are the finest goods in any market; they are purely Canadian Bog Iron Ore products, which have never reflected beauty until developed by us.

We introduce this month as a new feature our **TRIPLE STRENGTH COMPOUND TINTING COLORS**, on the same lines as have been so successfully adopted by the National Lead Association of the United States. Our selection opens with twenty of the choicest tints in triple strength, by means of which a desired shade in Pure White Lead Paint can be arrived at with certainty and without any trouble. Special illustration cards will be ready on 1st July for issue to all enquirers.

Another new feature of much importance is our **GRAPHITE PAINT FOR STRUCTURAL IRON WORK**, a paint which cannot be duplicated outside our factories. Our tests indicate that this paint will rival our Magnetic Oxides for this department of work. For the frames and plating of Iron Vessels in course of construction, we have entrusted the agency for Graphite Paints for the Clyde, to our friends, Messrs. Alexander, Fergusson & Co., of Glasgow. All manufacturers of exposed structural iron will find our tests interesting.

The list is too long to admit of special mention of our specialties in a single letter. We labor earnestly and unceasingly to produce, under every heading, thoroughly excellent goods, at the every-day low price of ordinary manufactures, and we invite our friends to continue their confidence, while we give the continued assurance of our best services.

THE CANADA PAINT CO., Ltd.

AUDITOR'S CERTIFICATE

"The sales books of The Canada Paint Co., Ltd., for the month of May, 1895, as audited by me, show the number of packages of merchandise sold and delivered by them during that month to be (233,695) two hundred and thirty-three thousand, six hundred and ninety-five."

(Signed) JOHN HYDE, Chartered Accountant.