

THE GLIDDEN VARNISH COMPANY



HIGH GRADE VARNISHES

FACTORIES: CLEVELAND, TORONTO,
BRANCHES: ATLANTA, BOSTON,
CHICAGO, ST. LOUIS, NEW YORK

CLM
CABLE ADDRESS: COPAL, CLEVELAND
A. B. C. CODE: FOURTH EDITION USED

CLEVELAND, O. 1/31/11

Copy sent J. F. D

PLEASE ADDRESS YOUR REPLY TO

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ADVANCED FINISHES

DEPARTMENT

Olmstead Bros.,
Boston, Mass.

Gentlemen:

Referring to the work which you are doing in connection with the Pan-Californian Exposition, it is very possible that you will be interested in our LIQUID CEMENT as decorative mediums for use upon these buildings or upon landscape work in cement.

Under separate cover we are mailing to you demonstrations of the LIQUID CEMENT in various colors. This material bonds itself firmly to the surface and will not crack, peel or blister. It is made in a variety of pleasing colors, as shown herewith.

Our Mr. Cathcart leaves today for San Francisco with a very handsome line of samples showing the LIQUID CEMENTS and inasmuch as he is our special representative on this material, it would be a great pleasure for him to take the subject up with Mr. Olmstead, Sr. personally upon his arrival in San Francisco.

If this subject is of interest, it will be a great pleasure for us to hear from you further in the matter.

Very truly yours,

THE GLIDDEN VARNISH COMPANY

J. F. D.
MGR. ADVANCED FINISHES DEPT

JFG