

P3A



SAN FRANCISCO, CAL.

Dec. 8, 1919.

Mr. King, Engineer,  
Vol Can Land & Water Company,  
San Diego, Cal.

Dear Sir:

Our Mr. Bene Oden has advised us that you are in the market for a protective binder for wooden pipe lines that will give service and satisfaction.

If we were to go into detail about the technical qualities of paint, it would take a book to describe them, covering the different actions of the elements above and below grade on wood, metal or concrete.

Therefore, we will simply decipher you problem, a perservative, protective covering for a wooden pipe line, exposed to chlorine acid (sea air) and solar rays, above grade and the deteriorating effect of adverse salt conditions below grade.

This is a little different phrase of protection than is ordinarily encountered, and in such cases we urge our people to use Duck Brand Coating, not saying it is the best, but we do say with all the confidence of a vast experience, it will render 100 per cent. more service than graphite, red lead or any grade of asphalt.

Should you desire, we will contract with the Company, assuring them that DUCK BRAND COATING will be in first class condition five years from the day it is applied, further-more, we will guarantee that it will not crack, peel or blister, and it will not crawl,

The Cuyamaca Water Co. have used Duck Brand, also the City of San Diego, and 80% of the Cities throughout the Country, who will recommend this material. The latter statement is a broad one, but you can verify same by writing them.

Therefore, we say, be safe---use what other Cities use, namely AQUATITE PRODUCTS

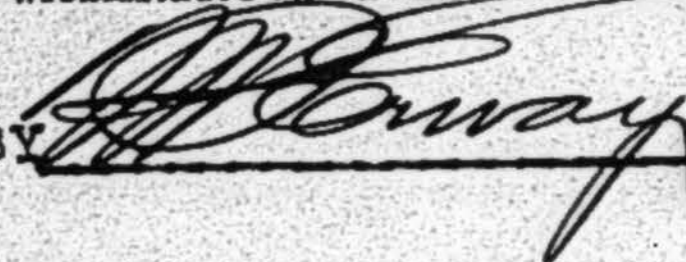
83C

Mr. King -2-

The covering capacity of DUCK BRAND COATING is 150 square feet per gallon on smooth surface, (sprayed or dipped) rough surfaces 100 square feet to the gallon. The penetration is 100 points, and that is why it wears, on wooden pipes laid above ground, and you have a satisfaction to know they are protected with a fire proof paint as well.

Trusting that we will have the pleasure of supplying you with this high grade material for your pipe line and assuring you that it will prove up to be one of the finest paints of its kind on the market, we remain,

Very truly yours,  
WATERPROOF PAINT COMPANY.

BY 

MPE:F

6310



SAN FRANCISCO, CAL.  
Dec. 17, 1919.

The Vol Can Water Works,  
San Diego,  
Cal.

Attention Mr. King,

Gentlemen:

Should you decide to use our distinctive  
DUCK BRAND COATING on your pipe line, for other  
coating we could suggest...  
requirements...  
material...  
paint market...  
all materials...  
list of the...

Therefore, present quotations cannot be  
guaranteed more than 48 hours, and we can assure you  
that it will be impossible for us to quote you less  
than \$1.00 per gallon on Duck Brand Coating on or after  
Jan. 1st.

Our Mr. Oden advises us that you will require  
about 22 barrels, and our reason for writing you now is  
that we would like to protect you on present quotations  
and would suggest that you instruct us to ship you 25  
barrels immediately, and if you do not need the entire  
shipment we will take back any amount you do not use.

Thanking you for your attention to this  
matter, and hoping that we will have the pleasure of  
hearing from you, we remain,

Very truly yours,  
WATERPROOF PAINT COMPANY.

BY *[Signature]*

LPE:F

March 10, 1920.

Mr. Gene Oden,  
Dept. of Engineering,  
Waterproof Paint Company,  
San Francisco, California.

My dear Mr. Oden:

The waterproof coating of the pipe  
line from the San Diego Mutual Water Company's  
main through Del Mar into La Jolla, which I dis-  
cussed with you several times, is up again for  
further investigation.

The Pacific Tank & Pipe Company  
who have the contract for building the pipe have  
submitted samples to this office of the standard  
asphalt coating rolled in sawdust and your "Duck  
Brand" carbon paint, which I understand is the  
coating you recommend.

Where the pipe line is above ground  
there is no question in my mind but that your coat-  
ing will be superior, as it will certainly not run  
off by getting hot from the sun's rays, as the  
asphalt coating will, and furthermore, any abrasion  
it gets during laying, can readily be touched up.

Where the pipe is buried, however,  
there is a serious doubt in my mind whether or not it  
is advisable to use your paint as it seems on the  
sample submitted by the Pacific Tank & Pipe Company,  
would be very readily abraded, especially the coating  
on the wire. The slightest knock seeming to take  
off quite a large area of the paint. This may pos-  
sibly be due to the fact that the wire is heavily  
galvanized, but the wire is the very part of the pipe  
which needs the greatest protection.

Would it be better to use your heavier coating which is put on hot and which will give a coating similar to the asphalt and would this coating be any more expensive than the paint? It is necessary for us to make a decision on the coating for the buried portion of the line in the very near future.

If you are to be in this part of the country soon, it might be well for you to stop in and talk this matter over with me and pass your opinion on the samples submitted by the Pacific Tank & Pipe Company. I must confess that I am much disappointed in the showing made by your paint.

Please let me hear from you at the very earliest possible moment.

Yours very truly,

THK/MR

# WESTERN UNION TELEGRAM

CLASS OF SERVICE	SYMBOL
Day Message	DM
Day Letter	DL
Night Message	NM
Night Letter	NL

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

CLASS OF SERVICE	SYMBOL
Day Message	DM
Day Letter	DL
Night Message	NM
Night Letter	NL

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

NEWCOMB CARLTON, PRESIDENT      GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

A596GS 66 BLUE

MS SANFRANCISCO CALIF 530P 14

T H KING

407

CARE CUYAMACCA WATER CO SANDIEGO CALIF

MR PRITCHER TANK COMPANY SAYS WILL NOT PAY INVOICE OUR MATERIAL AT MATURITY SAYS WILL NOT PAY US UNTIL SANDIEGO PAYS HIM AND IF SANDIEGO DOES NOT PAY HIM HE WILL NOT PAY US WE NOTIFIED HIM THAT THIS IDEA WILL NOT BE ACCEPTED BY US BILLS WHEN DUE MUST BE PAID OR OUR MATERIAL PUT BACK WHERE IT CAME FROM WITHOUT EXPENSE TO US REGARDS

GENE ODEN.

1920  
*[Handwritten signatures and notes]*  
 at Frisco

*[Handwritten signature]*  
 344M

COPY

March 16th, 1920.

Pacific Tank & Pipe Co.,  
910 Trust & Savings Bldg.,  
Los Angeles, Calif.

Dear Mr. Bernhard:

Pursuant to our recent conversation as regards the coating of the pipe line that you are installing for the San Dieguito Mutual Water Company, I will say that the Waterproof Paint Company will furnish you a carbon pitch the same as asphalt only different, that will be necessary to melt and roll in sawdust. This material will dry quickly and the cost to you Gentlemen will figure out approximately the same as the invoice of the material that you figured on, namely, the carbon liquid paint. The writer's estimate that it will take about 150 to 160 bbs. of this pitch to spread as far as the 50 odd bbls. of liquid that you expected to use. The cost will be \$50 per ton f.o.b. San Francisco, or possibly we can make it f.o.b. Oakland, but I am not sure about this.

The Waterproof Paint Company will furnish this to you tempered to the coast climate which will save you reducing it yourself, as the original pitch is very hard and requires reducing. The action of this material will be the same as asphalt; namely, it dries quickly and won't hold up the job. It will hold back the delivery an additional ten days, when we temper this ourselves and from the time that it is put in the solution ready for cooking and dipping, you better figure on twenty days from the time you place your requisition before deliveries will be made.

However, if you are in a hurry we might possibly rush some of it to you and you could reduce it yourself, which will save ten days. However, the latter statement I won't guarantee as we figured that the above price will be a tonnage shipment, but the reducing is not a complicated thing and we will give you the formula and after the material is melted you can add a percentage of this liquid to it. I mentioned this only as you might be in a hurry for the material and not allowing us time to put it in the proper gravity, which we would rather do.

Trusting this will give you information that you desire,

Yours very truly,

(signed) Gene Oden.

GO/MR.

# WESTERN UNION TELEGRAM

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

1920 MAR 15 AM

A161GS 7

HOLLYWOOD CALIF 937A 15

THOMAS KING

169

ENGINEER GUYAMACCA WATER CO SAN DIEGO CALIF

WILL SEE YOU IN THE MORNING REGARDS

GENE ODEN.

March 16, 1920.

Mr. T. H. King,  
Office.

Dear Mr. King:

Pursuant to our recent conversation as regards the coating for the wood pipe line, I will say that the Waterproof Paint Company will furnish the Pacific Tank & Pipe Company with a temperate carbon pitch which will be already to melt and use without further reduction. The action of this material will be the same as asphalt, namely, that it will be a quick drying material and will be necessary to roll this in sawdust the same as asphalt and the portion of the pipe that is above ground and exposed to the solar's rays, the Waterproof Paint Company will guarantee that the sun's rays will not disintergrade or melt the material so that it will leave the pipe exposed.

However, on exceptionally hot days possibly within the first year the material might sag a little but the bands will be perfectly protected against the element. The cost to the Pipe Company for approximately 155 bbls. will not cost them more than the invoice of the former liquid that they expected to use.

Trusting this covers the points that we talked about, I remain

Yours very truly,

*Gene Oden*

GO/MR

Form 1-50M-12-12-19

# FEDERAL TELEGRAPH COMPANY



## TELEGRAM

R. P. SCHWERIN, Pres.

RECEIVER'S NO.	TIME FILED	CHECK	INDICATE BY	X	RATE DESIRED
Send the following message, subject to the terms and conditions printed on the back hereof, which are hereby agreed to.					DAY MESSAGE
San Diego, Calif., March 24, 1920					DAY LETTER
					NIGHT MESSAGE
					NIGHT LETTER

Waterproof Paint Co.,  
821 Market Street,  
San Francisco, Calif.

Please wire me immediately if twenty-five tons of pitch and fifteen barrels of coating can be delivered within a week's time in San Francisco if requisition is placed immediately. The materials will be reduced under my supervision at the plant of Pacific Tank Company Oakland. Mr. King is advising Tank Company at San Francisco to cover this requisition immediately if delivery can be made

Gene Oden

*Chy Fletcher Co*

CLASS OF SERVICE	SYMBOL
Day Message	
Letter	Blue
Night Message	NLS
Night Letter	N L

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# WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	Blue
Night Message	NLS
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

794GS 48 NL

HOLLYWOOD CALIF 26

1920 MAR 26 PM 11 48

TOM KING

•521

ENGINEERING DEPT CUYAMACCO MOTOR CO SAN DIEGO CALIF

RECEIVED A WIRE THIS PM FROM MY HOUSE SAYING THAT THEY

HAD PLACED LOADING ORDERS UPON RECEIPT OF MY TELEGRAM

STATING THE REQUISITION WOULD BE FORTHCOMING BUT NO REQUISITIONS

SO FAR JUST WIRED THEM TO CANCEL LOADING ORDERS UNTIL THEY HAVE

AN ORDER FOR THE MATERIAL SORRY DELAY

GENE ODEN.

SAN FRANCISCO, CAL.  
April 7, 1920Mr. Thomas H. King,  
Fletcher Building,  
San Diego, Calif.

Dear Sir:

Your favor of the 5th has been answered by wire  
as follows:"Car due today past Ashland fifth Pipe Company  
spur tomorrow."

Immediately upon receipt of the order from the Pipe Company on the 30th ult., we placed shipping instructions for the car of Duck Brand Pitch, and as per our Mr. Oden's advice to you, the shipment will be in their hands within one week, as we expect the car today and we will immediately route same on to their spur at Melrose, and they will be enabled to unload tomorrow.

We regret very much that there has been a seemingly small delay in this shipment, but we hope that you will appreciate that it is no fault of ours, as you will understand that it would be impossible for us to start a car out before receiving the requisition from the Pipe Company, which we did not receive until the 31st ult.

We trust that everything will go along nicely now, and at this time thank you for the order and for the many courtesies extended to our Mr. Oden, which, we assure you, are greatly appreciated.

With kindest regards, we remain

Very truly yours,

WATERPROOF PAINT COMPANY

BY *W. B. Bway*

MPE/NAT

April 9, 1920.

Mr. M. P. Erway,  
Waterproof Paint Company,  
San Francisco, California.

Dear Sir:--

I am indeed pleased to have a definite statement that your product has been delivered to the Pacific Tank and Pipe Company, as I was very anxious to use your product instead of asphalt coating on the pipe. The Pacific Tank & Pipe Company will probably commence to run our pipe not later than the middle of the coming week, or about April 13th or 14th. I want you kindly to make it a point to have Mr. Oden to keep in touch with the Pacific Tank and Pipe Company so that he can direct the proper tempering of the coating.

Mr. Oden gave me a letter guaranteeing the product of the Waterproof Paint Company and I am going to request that you write me a short letter covering the same guarantee and send a copy of same to the Pacific Tank & Pipe Company and one to the City Manager of San Diego, Mr. Wilbur Judy. I think that this is only fair to both these parties since the City is contracting to purchase a portion of the line from this Company and we have a guarantee from the Pacific Tank & Pipe Company on the entire line for a period of one year. It is therefore only just that both of these parties have copies of your guarantee to us and it would look much better for them to receive the letter from you rather than from this Company.

Your prompt attention to this will be appreciated.

Yours very truly,

THK:K

# WESTERN UNION TELEGRAM



CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

A321GS 10

1920 APR 7 PM 12 56

MT SANFRANCISCO CALIF 1213P 7

THOMAS H KING

263

FLETCHER BLDG SANDIEGO CALIF

CAR DUE TODAY PAST ASHLAND FIFTH PIPE COMPANY SPUR TOMORROW

WATER PROOF PAINT CO.

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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# WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT      GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	DL
Night Message	NM
Night Letter	NL

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RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

1920 APR 14 PM 1 45

A387GS GO BENE

HOLLYWOOD CALIF 110P 14

T H KING 275

920-8

ENGINEER CARE OF CUYANUECA WATER CO SAN DIEGO CALIF

JUST RECEIVED WORD PITCH HAS NOT ARRIVED YOU KNOW BALL SITUATION  
 IM NOT OPTIMISTIC ABOUT EARLY DELIVERY NOW WE HAVE ON HAND ABOUT  
 THIRTY BARRELS OF LIQUID COATING AND IF THE FIRST RUN OF PIPES ARE  
 ABOVE GRADE WHY NOT USE THAT INSTEAD OF HOT COAT WIRE WE IMMEDIATELY  
 ADDRESS SIMPLY HOLLYWOOD AND IF SATISFACTORY WILL GO TO SAN FRANCISCO  
 TOMORROW

GENE ODIN.

SAN FRANCISCO, CAL.  
 April 23, 1920

Mr. T. H. King,  
 920 Eighth Street,  
 San Diego, Calif.

Dear Mr. King:

Replying to your letter of the 22nd inst., will say that the Company didn't send you the requested contracts as soon as they should have, and I regret this incident, as all their energies have been devoted to the one idea of getting the car down to Oakland for you. However, they have been sent out and I trust they cover all the points involved, but in case they do not, let us know, and they will be re-written.

There seems to be a jinx on this shipment, as on the 8th of the month the car was within exactly twelve hours' run of Oakland. It's been at Benicia for several days (about three hours' run), and we all look for it here at any time.

We are sending over to the Tank Company from the warehouse today, five barrels of the liquid coating and trust we will have the hot coat here any moment that you may not be further inconvenienced.

The writer is mad now and will remain here until his whiskers are as long as "old Doc Milage" if it is necessary, in order to assist the Pipe Company and yourselves, that no further delay may be occasioned.

Any suggestions or further information you wish, don't wait to write, write me at my expense.

With many thanks for your past favors,  
 I remain

Very truly yours,

Gene Odin

GO/NAT



CLASS OF SERVICE DESIRED	
Telegram	
Day Letter	
Night Message	
Night Letter	X

Patrons should mark an X opposite the class of service desired; OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM

# WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT      GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT


Send the following message, subject to the terms on back hereof, which are hereby agreed to

To Gene Oden  
 Street and No. Hotel Turpin  
 Place San Francisco Calif.

*Since you cannot furnish sufficient pitch dip at same price as paint according to your agreement have given Pipe company permission to use standard dip for buried portion and your duck brand carbon paint. At an exposed portion you must look to pipe company for your money*

*T. H. King*

SENDER'S ADDRESS FOR ANSWER

SENDER'S TELEPHONE NUMBER

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	Blue
Night Message	Nite
Night Letter	N L

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# WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT      GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	Blue
Night Message	Nite
Night Letter	N L

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RECEIVED AT 936 5TH ST., SAN DIEGO, CALIF.

1920 MAY 15 PM 3 01

A522GS 54 BLUE

MS SANFRANCISCO CALIF 215P 25

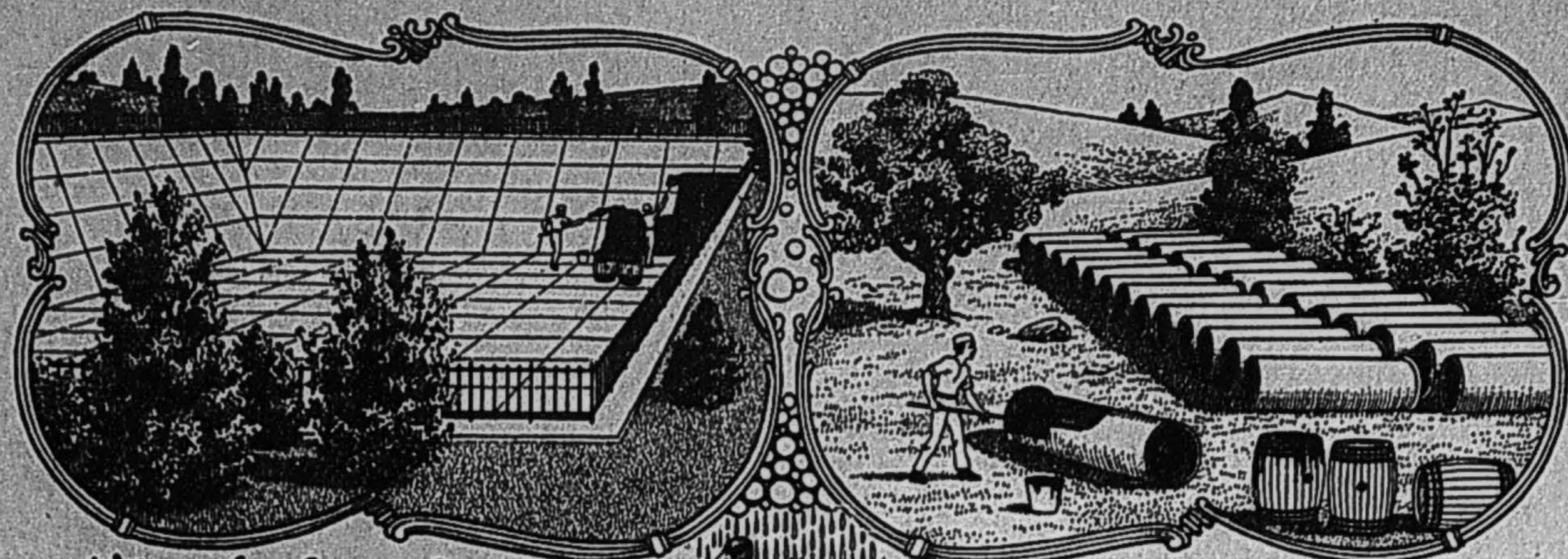
T H KING 323 SANDIEGO CALIF

I WILL APPRECIATE YOUR DECISION AS REGARDS THE USE OF OUR MATERIALS AND STAND WE HAVE TAKEN IN THE MATTER WITH PIPE CO. AND IF CONTRACTS ARE NOT ALTERED WHEN WILL THE PIPE CO RUN THE SANDIEGO SECTION, I REGRET THIS INFORMATION CANNOT BE GOTTEN. LOCALLY WIRE ME, HOTEL TURPIN. HERE AT MY EXPENSE

GENE ODEN.

*Mc 344 M*

Trans.	
Perm.	
Pacific	
Home	
Charges	
G. S. A.	



Waterproofing Concrete Reservoirs

TRADE MARK REGISTERED

U.S. PATENT OFFICE

Painting or Dipping Pipes

## AQUATITE SERVICE COATING

— READY TO USE —

Indicated for the treatment of defective concrete reservoirs, stand-pipes and metal pipes below or above grade. Use Aquatite for exacting conditions. It is guaranteed to arrest leakage up to 150 lbs. water pressure per square inch. Is unaffected by solar rays at 500° Fahrenheit; at 40° below zero doesn't crack or injure. Has a tensile strength of 150 lbs. per square inch, making a wonderful bonding paint for the bonding of cement and concrete joints. Aquatite contains no asphaltum or tar, doesn't make the water taste. Dries with a high gloss skin finish, forming literally a sheet of rubber over any surface, and takes dynamite to get it off. Aquatite has a reputation; has been used by hundreds of water companies, railways and United States Engineers for years west of the Rocky Mountains.

### THE WATERPROOF PAINT CO. AQUATITE FOR PIPES

Don't use Aquatite for pipes where a cheaper paint answers your purpose. Use Aquatite where conditions such as electrolysis, alkali, salt deposits, chlorine acid, or where a very high flow point and very low brittle point are necessary. Aquatite as a binder and protector for either below or above ground will serve perfectly against the ravages of such elements. The strongest acids, such as hydrofluoric rolls off of Aquatite like water from a duck's back, insuring years of service, and proving the best is the cheapest, particularly where pipes will be laid under pavements.

Why not send for our Specification No. 232? It's free, and tells how to waterproof storage reservoirs. Also, why not let us book you for a barrel? Try it out. It's the only way to determine value. We will be glad to extend you a separate dating and guarantee. You'll be perfectly satisfied with results, or cancel your invoice. Don't order Aquatite if cheaper materials are answering your purposes. Aquatite is made only for very difficult engineering requirements.

Price, \$1.50 per gallon, U. S. standard measure, in barrels f. o. b. San Francisco L. C. L. (color black).

N. B.—Aquatite weighs 8 lbs. to the gallon, and takes fourth class freight rate.

If not interested now, keep our proposition on file for future reference. Sometime you may need Aquatite.

## THE WATERPROOF PAINT CO.

SOLE MANUFACTURERS

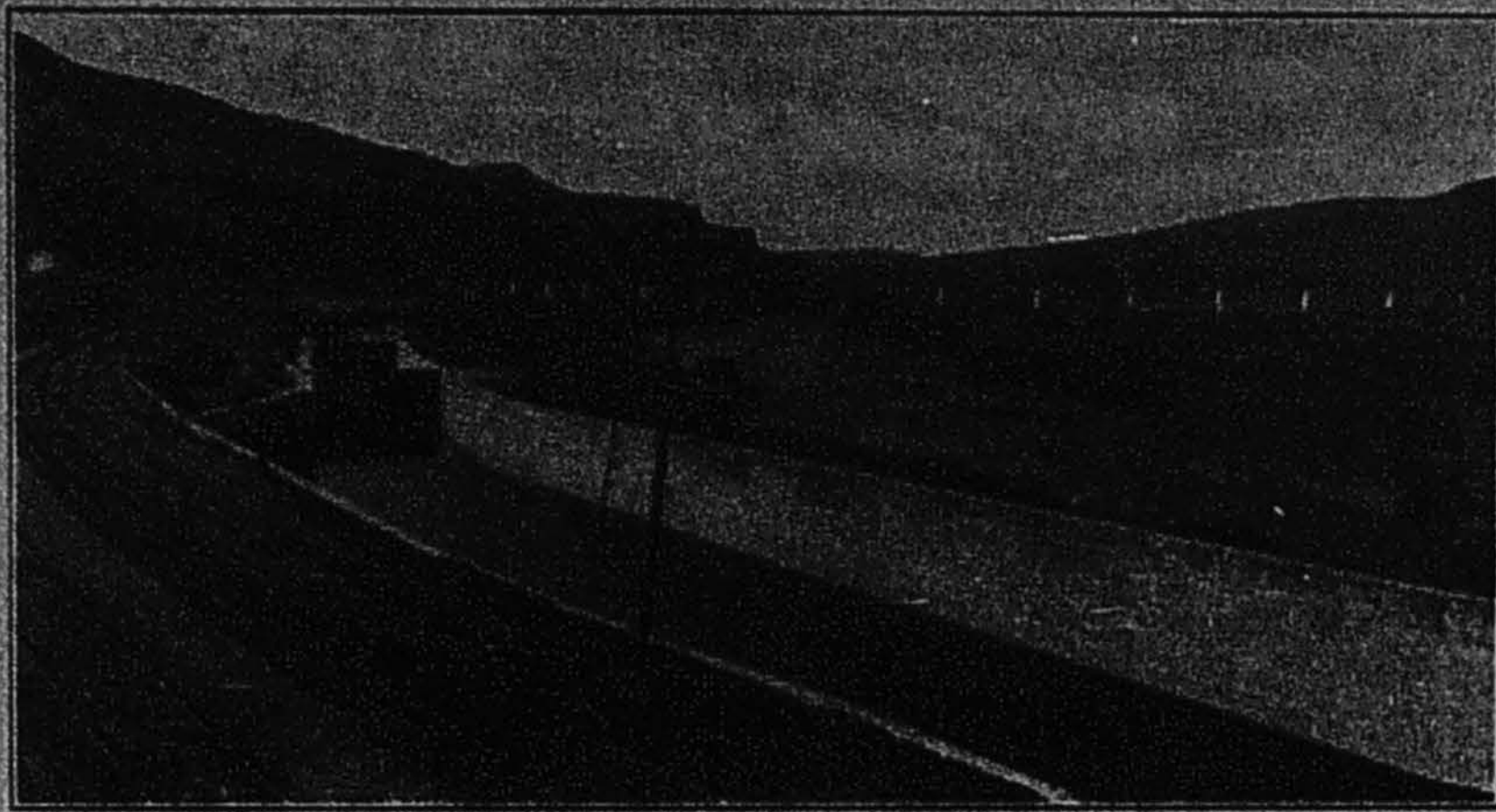
SAN FRANCISCO, U. S. A.

Since you cannot furnish sufficient material having pitch dip at same price as paint according to your agreement have given Pipe Co. permission to use standard dip for buried portion and ~~use~~ your duck brand carbon paint on exposed portion.



GENE ODEN, DEPT. OF ENGINEERING, SAN FRANCISCO, U. S. A.

Drawn from a photograph showing a section of the Dalles — Cello Canal, a \$10,000,000 Government project, built in 1914, and where the Government Engineers successfully used AQUATITE SERVICE COATING on the concrete work — This is only one of a great many fine structures where AQUATITE has been used.



Treating your reservoir like all fine engineering work — assures efficiency and permanency, which are the two prime factors in arresting leakage without constant maintenance.

## Aquatite Service Coating

is made to fulfill an exacting requirement, namely, waterproofing against water-pressure on concrete storage reservoirs, taking care of the contracting and expansion without cracking, where the pressure is as high as 150 pounds per square inch, making it absolutely impossible for water to penetrate the surface coated with AQUATITE, which forms a tough, elastic skin finish. On Reservoirs in locations where the temperature ranges from 40° below Zero and the solar rays beat down on the slopes at 175° Fahrenheit, AQUATITE has and will continue to give perfect waterproof service, because it will not crack, peel or blister, but "stays put" at all time and under all conditions.

AQUATITE contains no tar or asphaltum, but is a fusion of gums, will never make the water taste, prevents fungus growth and breeding of mosquitoes and literally forms a sheet of rubber over cracked and porous surfaces.

Reservoirs with a daily leakage of a million gallons have been rendered absolutely water-tight with AQUATITE, and when treated with this material there is no further up-keep and maintenance expense, as AQUATITE does not wear out, and, remember please, that every reservoir treated with AQUATITE is guaranteed to be water-tight for at least five years.

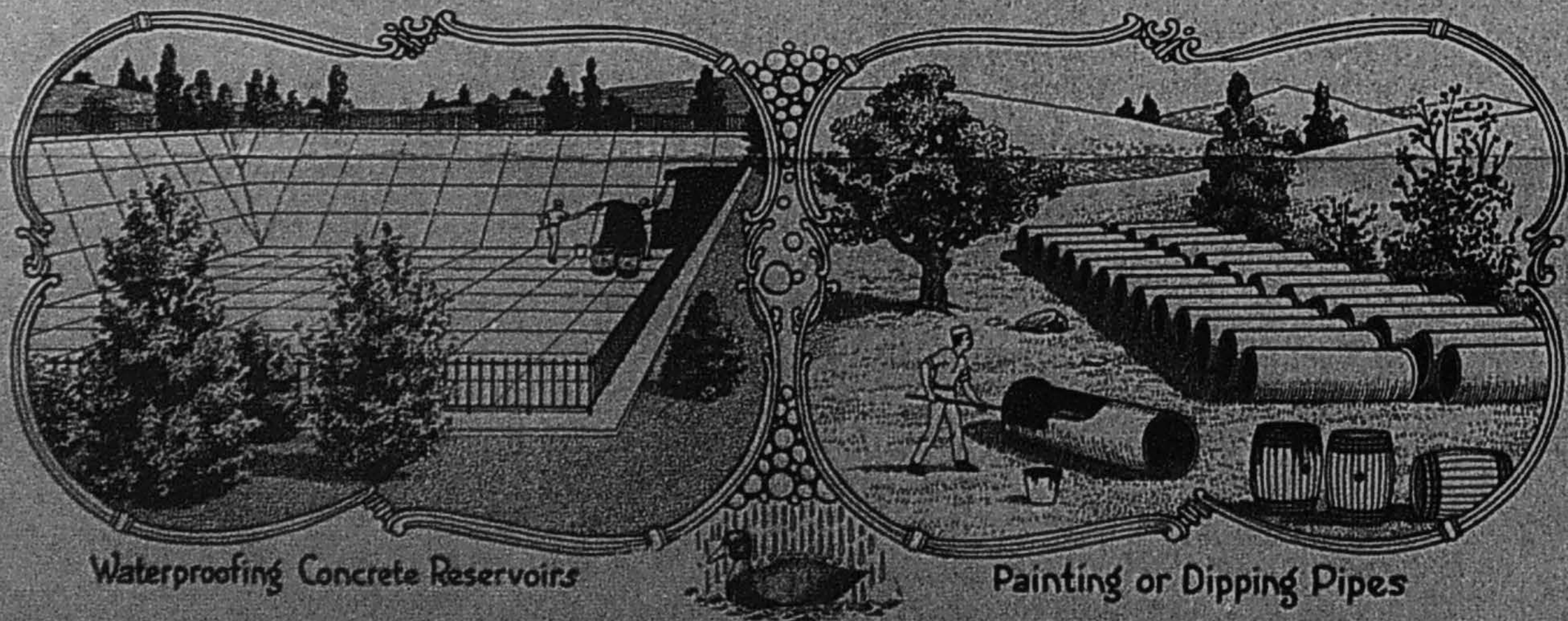
AQUATITE renders the work quickly and easily done, comes all ready to use, requires no heating, thinning or stirring. First coat all cracks with AQUATITE then compound them even with the surface with our DUCK BRAND MASTIC, then go over all with AQUATITE, and you have a finished work-man like job that will cause you no further annoyance—the labor for applying this material is a detail, so you can easily estimate the cost of a "Bone" dry reservoir. Simply mark the enclosed post card and return to us.

## Aquatite For Pipes

Paint or dip your pipes, whether above or below grade, if you are troubled with adverse soil conditions such as alkali, salt water, salt deposits, electrolysis, chlorine acid, etc., or where a high flow point or low brittle point is necessary, as AQUATITE is the finest Enamel on the market for proofing against the ravages of such elements. Don't encase a metal pipe in concrete without first painting the metal, and don't set a wooden pole in concrete without first painting the base. On the former the AQUATITE makes a perfect bond from the metal to the concrete, and on the latter AQUATITE prevents the wood from contracting and eliminates all open spaces. Where leaky pipe joints are painted with AQUATITE and then encased in the concrete will not break open—Therefore, always keep a barrel of AQUATITE in the shop for touching up castings, painting service pipes, meter boxes, etc. Simply draw it out with a faucet, no loss with age, and it always comes in handy. Why not let us send you a barrel now—we will allow you a liberal dating, and if you don't like AQUATITE we don't want your money—that's fair, isn't it?

per gallon  
Price \$1.50 in barrels U. S. Standard Measure in L. C. L. f. o. b. San Francisco—weighs about 8 pounds to the gallon and takes 4th class freight rate.

If you are building a new reservoir let us tell you about DE-AQUA-PHALT, which contains no hydro-carbon, but makes a perfect resilient cushion joint that will wear and give no future trouble.



Waterproofing Concrete Reservoirs

Painting or Dipping Pipes

THE WATERPROOF PAINT CO.

SOLE MANUFACTURERS

SAN FRANCISCO, U. S. A.

Cable Address "Aquatite"

**Ed Fletcher Papers**

**1870-1955**

**MSS.81**

**Box: 32 Folder: 31**

**General Correspondence - Waterproof Paint Company**



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