

LEAD INDUSTRIES ASSOCIATION

Graybar Building, 420 Lexington Avenue
New York, N. Y.

May 13, 1941

Bulletin No. 37

Subject: Survey of Public
Interpretations of Municipal
Practices, Customs and
Usages and Miscellaneous
Institutions.

To Members Supporting the White
Lead Promotion Program:

Enclosed please find a summary of the visits our
field representative, Mr. Holden B. Brown, has made in his
interviews with city, county and state officials on point since
those reported in Bulletin No. 30 dated December 21, 1940.
In addition, we are also attaching a summary of the visits
Mr. Brown made in his interviews with miscellaneous institu-
tions.

Very truly yours,

J. E. Womack
Secretary



Report of Belden S. Brown.

SURVEY OF PAINTING PRACTICES OF
MUNICIPALITIES, COUNTIES AND STATES
MICHIGAN

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used		Steel	Remarks
		Ext.	Int.		
<u>Detroit</u> W. C. Gleason, Buyer Dept. of Pur. & Sup. Water Bd. Bldg. February 7, 1941	Yes	MP Main- ly	MP Main- ly	MP Main- ly	Gleason is at present testing a number of paints on the roof of the office bldg. Said WL was showing up poorly as to dirt collection. I pointed out that all paints get dirty rapidly in that kind of atmosphere, therefore the other characteristics of the paints tested are of greater importance. Requested we check test fence with him next summer.
William Collins (P.A.) Dept. of Pur. & Sup. Bd. of Education 1354 Broadway February 7, 1941	-	WL	MP	-	Use calcimine on interiors because they can not afford to tie up classrooms by using a slow drying oil paint.
<u>Grand Rapids</u> James Baker Purchasing Agent City Hall February 3, 1941	No	WL Main- ly	MP	-	Says local dealers discriminate against WL by giving more attractive discounts on their MP
E. P. Harrington Purchasing Agent Bd. of Education 143 Eastwick St., E.E. February 4, 1941	Yes	MP	MP	MP	Spec. exterior paint (80% WL, 20% ZnO) has given them good service and they do not desire to change from it. Interested in our data and findings on true costs of interior paint and possible advantages of interior WL over water paints.

Report of Belden B. Brown

NORTH CAROLINA

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Charlotte</u> C. E. Dutton, Pur. Agent City Hall Jan. 8, 1941	No	MP	MP	-	Believes WL to be best, but has not used it because most of work is done by WPA painters, who, he says know very little about paint and who do not work continuously; they work one day and then not again for a week or so. He says under those circumstances it was too difficult to keep a properly mixed supply of WL on hand. He believes the new ready-mixed WL may solve his problem. Uses WL on all jobs where a good painter or a supervisor is present.
C. B. Blackburn Bus. Mgr. of City Schools, City Hall Jan. 8, 1941	Yes	WL	MP	-	Majority of paint purchased through specification by State Div. of Pur. and Contract. Never realized that WL for interiors was comparable in actual cost per sq. ft. of painted surface to MP of a considerably less price per gal. Requested information on correct formulation of WL for use in their spray equipment used on interior work.
<u>Greensboro</u> C. H. Ingram Pur. Agent City Hall Jan. 8, 1941	No	MP	MP	-	All paint purchases not under the control of the WPA are subject to approval by the City Council. Ingram believes in WL but needs some concrete evidence and figures to support his claims before the Council who think the cheapest bid must be the best buy. Requested copies of our cost analyses.
M. D. Torgue, Bus. Mgr. Bd. of Education 501 Ashboro St. Jan. 8, 1941	Yes	WL	MP	-	All paint bought under yearly contracts held by the State Div. of Purchase. Interested in the new ready-mixed WL because his painters prefer MP. Interested in comparative cost figures for interior paints.

Report of Belden B. Brown

NORTH CAROLINA
(continued)

Place, Date and Person Interviewed	Dry on Spec.	Paint Now Used Ext. Int. Steel	Remarks		
<u>New Hanover County (Wilmington)</u>					
Capt. T.J. Gause	No	MP	-	Believes WL is good but has been misled by the old theory that it could not be mixed properly; has even gone as far as to buy the ingredients and have them mixed by a local paint factory. Explained the fallacy of this and also told about the washable qualities of interior WL -- a characteristic he is particularly interested in.	
Bus. Mgr.		Main-ly			
Public School Adm.					
County Court House					
Jan. 18, 1941					
(See Report on Wilmington County)					
<u>Raleigh</u>					
G. H. Andrews, Mayor	No	MP	MP	-	The Mayor is responsible for the maintenance of public buildings but knows little about the technical aspects of paint. Pointed out to him why the local dealers to whom he goes for advice always recommend MP. Interested in our information and asked a number of questions about paint and painting.
Jan. 18, 1941		Main-ly			
J. F. Bryan, Bus. Mgr.	Yes	WL	WL	-	All exteriors and interiors painted by WPA with WL specified by them. Pleased with results and our information confirming savings with use of WL on interiors as well as exteriors. Particularly requested our literature to use as argument against MP dealers who don't relish the loss of MP sales.
Raleigh Public Schools					
Jan. 16, 1941					
<u>Wilmington</u>					
J. A. Loughlin	No	WL	WL	-	WL used for larger jobs; MP used on smaller jobs of a few gallons. Especially interested in WL for the complete painting of the newly rebuilt interior of the City Hall and wants our literature to help him maintain his stand with other members of the City Government.
City Engineer		MP	MP		
City Hall					
Jan. 18, 1941					
J. E. Benson	No	WL	WL	-	Purchasing only is done by this Dept. Specification of the paint to be used comes from the City Engineer. (See report above)
Purchasing Dept.		MP	MP		
City Hall					
Jan. 18, 1941					

Report of Belden B. Brown

NORTH CAROLINA
(CONTINUED)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Wilmington County & (Wilmington)</u>					
<u>New Hanover County</u>					
Captain T. J. Cause	No	MP	MP	-	See Report on New Hanover & Wilmington Counties
Business Manager		Main-ly	Main-ly		
Public School Adm.					
County Court House					
January 18, 1941					
<u>Winston-Salem</u>					
Mr. W. J. Hammer	No	MP	MP	-	Main objection to WL was that painters could not mix it properly and were likely to add gaso- line for super spreading ease. After description of new ready- mixed WL, Hammer was more inter- ested, especially in comparative costs.
Purchasing Agent					
City Hall					
Jan. 8, 1941					

Report of Elden B. Brown

OHIO

Place, Date and Person Interviewed	Buy on Specs.	Paint Now Used			Remarks
		Specs.	Ext.	Int.	
Ohio (State) Central Purchase Dept. Columbus Jan. 28, 1941	-	-	-	-	Individual State Institutions requisition type or brand of paint desired from a standard State Spec. list now being revised.
Ohio (State) Dept. of Highways Columbus Jan. 28, 1941	Yes	-	-	-	Standard Materials Specifications includes specification for white paint of: (1) 100% white lead and (2) 75% maximum and 35% minimum of WL.
Cleveland E. A. Harris, Buyer Dept. of Pur. & Sup. City Hall - Rm. 128 Jan. 27, 1941	Yes	WL	MP	-	Able to switch from a requisitioned MP to WL at his own discretion and interested in this possibility after study of the cost figures.
J. G. Bender, Buyer Bd. of Ed. Bldg. Business Dept. 1380 East 6th St. Jan. 27, 1941	Yes	WL	MP Mainly	-	Prefers to buy WL but politics seldom lets him use it for interiors. Our data on comparative interior paint costs will be useful to him in convincing the others of the value of WL.
Arthur P. Baer Chief Architect Bd. of Ed. Bldg. Business Dept. 1380 East 6th St. Jan. 27, 1941	-	-	-	-	A large supply of lithopone paint on hand left over from the WPA. This must be used before purchasing more interior paint. (Also see report on J. G. Bender)
Columbus H. H. Hyland, Sec'y. Bd. of Pur. City Hall Jan. 29, 1941	-	MP	MP	-	Use only MP bought locally. Not interested in our story. Satisfied with present set-up.
E. Kromer, Archt. Bd. of Ed. Bldg. 270 E. State St. Jan. 29, 1941	No	WL	MP	-	Very interested in any information we had, but too busy at time of interview to go into it extensively.
Layton H. A. Maltby Pur. Agent Municipal Bldg. Feb. 1, 1941	No	MP	MP	MP	Maltby says that it would create so much antagonism to switch from local manufacturers MP to WL that it wouldn't be worth it.

Report of Belden E. Brown

OHIO
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Toledo Ward Walts, Buyer Div. of Pur. & Sup. City Hall Feb. 7, 1941	Yes	MP Main- ly some WL	MP	-	Have found that WL saves many purchasing headaches. Planning to use greater quantities in the future.
A. W. Rogers, Dir. Dept. of Housing Bd. of Ed. Bldg. Lindwood & Southard Ave. Feb. 7, 1941	No	WL	MP	-	Mr. Wm. Hallauer, Maintenance Engineer, who is in charge of painting, was out of town.

Report of Belden B. Brown

SOUTH CAROLINA

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Charleston</u> C. H. Webb Pub. Agent City Hall Jan. 11, 1941	No	MP	MP	-	Street marking paint is the main item on city paint purchases. Small maintenance work is done with mixed paint. Interested in the new ready-mixed WL because he wants to use WL but doesn't want to have to mix it.
J. A. Johnston Dir. of Bus. Mgmt. Charleston Public Schools 11 St. Phillips St. Jan. 11, 1941	No	MP	MP	-	Johnston does the purchasing of paint but does not understand the technical end of it which is handled by Mr. Vaseenburg who does all the specifying. Johnston, however, especially interested in the cost angle and in our cost figures.
<u>Columbia</u> W. E. Yonlinson City Engineer City Hall Jan. 10, 1941	No	MP	MP	-	Large jobs are contracted for with no paint specified; on smaller jobs two or three gallons of mixed paint are bought at a time. He had very little to say except for a considerable interest in the cost figures, a copy of which he requested be sent him.
Z. Waites, Bus. Mgr. Columbia Public Schools 1811 Marion St. Jan. 10, 1941	No	MP	MP	-	Mr. Waites is in charge of purchasing painting materials which are specified and ordered by K. L. McCullough, Supt. of Bldgs.

Report of Belden B. Brown

VIRGINIA

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Lynchburg E. V. Ogden Pur. Agent City Hall Jan. 7, 1941	No	MP	MP	-	Small quantities of MP generally used — bought gallon or so at a time from local stores. Believed in WL for larger jobs but thought it necessary to add zinc oxide. Explained disadvantages of this, and relative advantages of pure WL, quoting Consumers' Guide and Dr. F. L. Brown.
A. L. Burger Pur. Agent John W. Wyatt School 11th & Court Sts. Jan. 7, 1941	No	WL	MP	-	Too busy to discuss paint now — no painting until summer. Asked me to call next spring.
Norfolk W. H. L. Ransome City Pur. Agent City Hall Jan. 18, 1941	No	WL MP	WL MP	-	WL used on large jobs; MP on small jobs of a few gallons. Mr. Ransome not interested in hearing anything about WL because he already knows all that is necessary.
Petersburg E. C. Chandler City Pur. Agent City Hall Jan. 18, 1941	Yes	WL	WL	-	All painting is done with WL. Chandler says that they are not interested in experimenting with the unknowns of MP.
J. B. Andrews Bus. Mgr. Petersburg Public Schools Jan. 18, 1941	No	MP	MP	-	Was thoroughly sold on MP because he thought that the paint manufacturers should be able to mix paint better than the painter. Has always refused paint contractors requests to bid on a WL job rather than the specified MP because he felt that he would only get a poorer job and the contractor a higher profit. Very interested in our story and said that it gave him an entirely new slant on the whole question.
Portsmouth L. C. Brinson City Clerk Municipal Bldg. Jan. 18, 1941	No	WL MP	WL MP	-	WL used for white jobs; MP for all tinted jobs, because experience has shown Brinson that painters are not capable of producing the same tint in several successive batches of paint. Suggested remedy of tinting by formula rather than by eye. Interested in new ready-mixed WLs.

Report of Belden B. Brown

VIRGINIA
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Portsmouth (cont.)</u>					
Mr. A. Hunt Supt. of Schools Municipal Annex Jan. 18, 1941	No	WL MP	WL MP	-	MP used on small jobs and on WPA before they started having competent supervisors over the WPA painters. WL now used on WPA and on large jobs.
<u>Richmond</u>					
Mr. Edward Daggins Plng. Inspector City Hall Jan. 6, 1941	No	MP Mainly	MP Mainly	-	Daggins is in charge of painting of city buildings. Most of work by contract generally using MP because he says that there are no painters good enough to mix, tint and match WL to an existing interior wall color. Very in- terested to hear of ready-mixed WL on the market.
W. T. R. Morris School Bldg. Admin. Offices 312 North 9th St. Jan. 6, 1941	Yes	WL	MP	-	Not interested in hearing any more about WL. Says he knows all about it and did not want to go into its advantages for inter- iors.
<u>Roanoke</u>					
W. F. Hunter City Manager Jan. 7 & 8, 1941	No	MP Mainly	MP	-	Mr. Hunter has been taking WL for granted and had forgotten the qualities that make it out- standing. Interested in all angles of the subject and par- ticularly the use of WL on in- teriors.
J. S. MacDonald P. O. Box 1807 Jan. 8, 1941 (clerk of the school board)	No	WL	MP	-	WL for exteriors and MP for in- teriors. MacDonald is thorough- ly satisfied with results in both cases. Particularly interested in and asked for literature on interior WL.

MISCELLANEOUS INSTITUTIONSCONNECTICUT

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Bridgeport</u>					
West Side Bank 1400 State St. Feb. 25, 1941	No	-	-	-	No paint is specified - choice of material left up to contrac- tor.
First National Bank & Trust Co. Mr. Romano, Real Estate Agent Feb. 25, 1941	No	Both	Both	-	All bank properties are painted by painting contractors who are depositors or customers of the bank. Never question painters choice of materials for fear of voiding his responsibility.
Investor's Mortgage Co. 875 Main St. P. F. Orolup, Treas. Feb. 25, 1941	No	MP	MP	-	Most of the painting is of an inferior grade.
Mechanics & Farmers Savings Bank 230 Main St. Ralph Hanson, Archt. & Mgr. of Properties Feb. 25, 1941	No	WL	WL MP	-	All work is done by contract. No paint is specified.
City Savings Bank 962 Main St. W. G. Linoburgh, Real Estate Agent Feb. 25, 1941	No	WL	Case- in	-	Most of the property held is poor quality, such as tenements.
The Bridgeport City Trust Co. 965 Main St. P. J. Hada, Jr., Bldg. Mgr. Feb. 25, 1941	No	-	-	-	Properties painted by bank customer painters with their own choice of material. In- terested in our interior cost figures as they may apply to the interior painting of the bank itself.
<u>Greenwich</u>					
First Federal Savings & Loan Association March 2, 1941	-	-	-	-	No real estate.
Putnam Trust Co. Mr. Selby March 2, 1941	No	-	-	-	Painting is done by contract with no paint specified.
Greenwich Trust Co. P.O. Hollistead, Real Estate Dept. Greenwich Avenue March 2, 1941	Yes	WL	WL MP	-	Large jobs are by contract. Smaller jobs are handled by a maintenance crew. Mixed paint used only on very small jobs.

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Report of Belden B. Brown.

CONNECTICUT
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Greenwich (cont'd) First National Bank Putnam Avenue W. M. Harris, V.P.	Yes	WL	WL MP	-	Painting done by contract with white lead specified in 90% of the cases.
Stanford Stanford Savings Bank Mr. Vail, Real Estate Department March 1, 1941	No	-	-	-	All painting handled by one con- tractor. No paint is specified.
Stanford Federal & Savings & Loan Ass'n. Mr. Talbott March 1, 1941	-	-	-	-	Real estate holdings negligible.
Morris Plan Bank of . Stanford March 1, 1941	-	-	-	-	No real estate.
Stanford Trust Co. Mr. Kirk, Real Estate Dept. Mr. Rider, Trust Dept. March 1, 1941	Yes	WL	MP	-	Type and quality of interior work varies to such a degree that the bank feels that it is impossible to specify one mater- ial.

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Report of Belden E. Brown

MARYLAND

Place, Date and Person Interviewed	Pay on Specs	Paint How Used			Remarks
		Ext.	Int.	Steel	
Baltimore The Savings Bank of Baltimore Mr. Nelson, Real Estate Department March 22, 1941	No	-	-	-	Painting of properties owned by this bank is done through various real estate agents.
Union Trust Co. Mr. Kaulback March 19, 1941	No	-	-	-	This bank used to have its own maintenance crew. Now 90% of the painting work goes to one trusted contractor with no paint specified.
Marvante Trust Co. Mr. Schneider March 19, 1941	No	-	-	-	All painting done by contract. No paint is specified.
Equitable Trust Co. Mr. Herbert Hanny March 19, 1941	No	-	-	-	All painting done by contract. No paint is specified.
Baltimore Nat'l. Bank & Trust Co. March 19, 1941	No	-	-	-	All painting is done by contract. No paint is specified.
Fidelity Trust Co. Mr. J. E. Herring March 19, 1941	No	BOTH	BOTH	-	Some of the painting is by contract, some by day labor, with the bank furnishing the paint. Mr. Herring was inter- ested in knowing about paint and paint life and asked a number of questions on this subject.
Central Savings Bank March 19, 1941	No	-	-	-	Real estate holdings small, handled by W.E. Ferguson & Co., agents.
Druid Hill Federal Savings & Loan Ass'n Mr. Fin March 19, 1941	No	-	-	-	Only dozen or so parcels of property handled by G.W. Lindsey & Sons, Agents.
Real Estate Trust Co. March 20, 1941	No	WL	WL RP	-	Specify white lead in oil for exterior work and some interior work.
Loyola Federal Savings & Loan Association March 20, 1941	No	-	-	-	Property handled by W.E. Ferguson & Co., agents.
State Mutual Bldg. Association Mr. Dubell March 20, 1941	No	-	-	-	All painting by one trusted painter. No paint specified.

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MARYLAND
(continued)

Place, Date and Person Interviewed	Buy on Specs.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Baltimore (cont'd)					
Royal Oak Perpetual Bldg. Ass'n Mr. Mitchell March 20, 1941	Do	-	-	-	Real estate negligible.
Providence Savings Mr. Gerlach March 20, 1941	Do	-	-	-	Properties maintained by John E. Marshall & Sons, agents.
First National Bank Mr. Graham Wood March 20, 1941	-	-	-	-	No properties to maintain.
Maryland Trust Co. March 20, 1941	Do	-	-	-	Real estate small and handled by Wm. Ferguson & Co., agents.
Safe Deposit Trust Co. Mr. Hildebrand March 20, 1941	Do	-	-	-	This outfit has one of the largest real estate departments in the city. They own 8,000 parcels of property. 60% of the painting through J.E. Marshall & Sons, agents; the other 40% con- tracted, with no specifications, or done by resident building managers.
Liberty Federal Savings - and Loan Association Mr. Muller March 20, 1941	-	-	-	-	Two houses only.
The Baltimore Federal Savings & Loan Ass'n. Mr. Eibly March 21, 1941	-	-	-	-	Have no property.
The Federal Land Bank of Baltimore Mr. Lait March 21, 1941	Do	-	-	-	Used to maintain a large main- tenance crew. Now all main- tenance has been decentralized and is handled by individual field offices.
Baltimore Life Ins. Co. Mr. Colburn March 21, 1941	Do	-	-	-	Most of their real estate hold- ings are in Atlantic City. All paint maintenance is handled by agents. No paint specified.
J.E. Marshall & Sons, Agents March 21, 1941	Do	-	-	-	Paint by contract. No paint is specified.

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MARYLAND
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Baltimore (cont'd)					
Geo. W. Lindsay & Sons March 21, 1941	No	-	-	-	All painting work is sub-let. No paint specified.
E.J. & S.W. Frederick, Inc. Mr. H.E. Hansen March 21, 1941	No	-	-	-	Painting of property sub-let. No paint is specified.
W. E. Ferguson & Co. Mr. Seeling March 21, 1941	PART	WL	WL	-	White lead is used on all jobs of more than a few gallons. Very large jobs are contracted out -- no specifications.
S. J. Stackhouse & Sons March 21, 1941	No	-	-	-	All painting work by contract. No paint specified.
W. C. Finkard & Co. March 21, 1941	PART	BOTH	BOTH	-	Sometimes paint jobs are con- tracted for with specifications (usually mixed paint); sometimes with no specifications. Some- times painting is left in the hands of the local building managers.

-4- Report of Belden B. Brown

NEW JERSEY

Place, Date and Person Interviewed	Day on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Camden First Camden Nat'l. Bank & Trust Co. Mr. Goodwin, V.P. March 21, 1941	No	-	-	-	All painting by contract. No paint is specified. Choice of materials left up to the con- tractor.
Camden Trust Co. 2014 Federal St. Mr. W. E. Mershon March 21, 1941	No	WL	MP	-	All painting by contract. Mr. Mershon was interested in the possible use of white lead on interiors. Requested we send interior cost figures.
The City Bldg. & Loan Ass'n. The Franklin Bldg. & Loan Ass'n. The Peoples Bldg. & Loan Ass'n. The Cottage Bldg. & Loan Ass'n. The Mechanics & Work- man's Bldg. & Loan Ass'n.	No	-	-	-	All of these Associations oper- ate out of one office. However, there is no central control of maintenance and painting, what little there is of it, is done without specifications.
Frank The Howard Savings Institution March 8, 1941	No	-	-	-	All properties maintained by agents; SOX through Perkoff & Forman, Inc., 327 Washington St.
U. S. Savings Bank March 8, 1941	No	-	-	-	Feist & Feist, 88 Park Place are agents for bank and handle main- tenance of all their properties.
Dime Savings Institu- tion Mr. Fells March 8, 1941	Yes	WL	WL	-	White lead specified for all work exterior and interior. Mr. Fells says that they are almost all poor quality jobs, but that even so it wouldn't pay them to use cheap paint.
The Branch Brook Bldg. & Loan Ass'n. The Builders Bldg. & Loan Ass'n. March 8, 1941	No	-	-	-	Properties maintained by Sergeant Dwyer, agent.
The Carteret Savings & Loan Ass'n. 444 Broad St. Mr. Wright March 8, 1941	Yes	BOTH	BOTH	-	All properties are painted by contract with a choice of sev- eral high quality paints spec- ified (white lead included).
U.S. Trust Co. March 8, 1941	-	-	-	-	No property.

-7- Report of Seldon S. Brown

NEW JERSEY
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Bowery, (cont'd) Edtown Bldg. & Loan Ass'n March 8, 1941	-	-	-	-	No property.
Merchants & Bowery Trust Co. Mr. Kane March 8, 1941	Yes	WL	BOTH	-	White lead specified for exter- iors. No specification for interiors.
Fidelity Union Trust Co. (this is the main bank for which there are about 10 branches) 755 Broad St. W.F. Jay, Real Estate Dept. March 8, 1941	Yes	MP	MP	-	All work by contract through various agents who supply the specifications. Initially mixed paints are used. May says that white lead was generally dropped from exterior work because they found that a great many of the painters were of poor ability and intended to gyf the job when white lead was used. They were subject to the same thing with mixed paint but to a less degree. Was very interested in our literature and figures of cost and asked for 1/2 dozen copies of each, saying he would use them to advantage among their agencies.

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Report of Belden B. Brown

NEW YORK

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Brooklyn Fremont Mgmt. Co., Inc. No 80 Court St. Mr. Kilman Dec. 23, 1940		-	-	-	Through a demonstration of the true costs of WL as compared to MP for interiors, Mr. Kilman plans to use WL on several jobs and probably on all future work.
Larchmont Larchmont Federal Savings & Loan Ass'n 148 Chatsworth Ave. Mr. Cullins March 4, 1941	No	MP	MP	-	All small jobs done by own maintenance crew. Too much trouble to mix white lead.
Trust Co. of Larchmont 124 Chatsworth Mr. Mills, Real Estate Dept. March 4, 1941	No	-	-	-	All work is by contract and no paint specified.
Manhasset Union Savings Bank Manhasset Ave. March 4, 1941 Mr. Cornell, V.P.	Yes	WL	WL	-	White lead is generally specified on exteriors and interiors.
Manhasset Federal Savings & Loan Ass'n 142 Manhasset Ave. March 4, 1941	No	-	-	-	All painting by contract. No paint specified.
New Rochelle New Rochelle Trust Co. 843 Main St. Mr. Hank March 4, 1941	Yes	WL	WL LP	-	Part of work by contract, part by maintenance crew.
Peoples Bank for Savings 277 North Ave. Mr. Kirschhoff March 4, 1941	Yes	WL	BOTH	-	White lead specified on large jobs, otherwise no specification. All work by contract.
Huguenot Trust Co. 310 North Ave. Mr. Calgan March 4, 1941	Yes	MP	MP	-	Work by contract with specifications calling for "high quality paint".
New Rochelle Federal Savings & Loan Ass'n Mr. Chandler, Real Estate Dept. March 4, 1941	No	-	-	-	All work by contract with high quality paint the only specification. White lead used in a number of cases.
Central National Bank 820 North Avenue March 4, 1941	-	-	-	-	No real estate.

Report of Belden B. Brown

NEW YORK
(continued)

Place, Date and Person Interviewed	Dry on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
New Rochelle (cont'd) First Nat'l. Bank of New Rochelle 431 Main St. March 6, 1941	-	-	-	-	No real estate
New York City Consolidated Edison Co. No Irving Place Paint Division Mr. L.B. Donovan Nov. 8, 1940		MP	MP	MP	Painting staff consists of all around handymen taken mainly from gas plants which shut down in the summer. All ready mixed paint is used; painters are not allowed to alter it in any way, and just open can, stir paint and start painting. Very much interested in new ready mixed white lead because he prefers lead if he could get away from mixing it.
Portchester First Nat'l. Bank & Trust Co. 122 North Main St. E. A. Hammel, Real Estate Dept. March 8, 1941	No	MP	MP	-	Hammel has always favored white lead, but has never had concrete argument for it. He said that, using our points on white lead, as convincing argument, he will definitely use white lead on the next job.
Portchester Savings Bank Yes 133 North Main St. Real Estate Dept. March 8, 1941		WL	MP	-	Interiors unspecified, mixed paint generally used. He was interested in our story on in- teriors and requested the in- terior cost figures when complete
Mutual Trust Co. Main Street Mr. Horton March 8, 1941	No	-	-	-	Required painting is small and done by local contractors. No paint specified.
Rye Rye Trust Co. March 8, 1941	-	-	-	-	Real estate holdings negligible.
Rye Nat'l. Bank March 8, 1941	-	-	-	-	No real estate.
White Plains Home Savings Bank Mamaroneck Ave. E. Kullberg, Real Estate Dept. Feb. 28, 1941	Yes	WL	WL	-	Standard specifications call for a white lead on exteriors and interiors except for a few cheap jobs.

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Report of Belden B. Brown

NEW YORK
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
White Plains (cont'd) The Citizens Bank of White Plains E. B. Sliter, Real Estate Manager Feb. 24, 1941	No	WL	BOTH	-	All work is contracted. No paint is specified.
The Peoples Nat'l. Bank & Trust Co. Hamaroneck Ave. Mr. Brown Feb. 26, 1941	-	-	-	-	No real estate.
<u>Yonkers</u>					
Peoples Savings Bank Real Estate Dept. 20 South Broadway Feb. 26, 1941 D. E. Christie, in Charge of main- tenance and real estate.	No	LP	IS	-	All work is done by competitive bidding among contractor de- positors with specifications calling for "a white lead paint"
Yonkers Savings Bank South Broadway John J. Dulaney, Operating Manager Feb. 26, 1941	Yes	WL	BOTH	-	White lead specified for prac- tically all exterior work and some for interior work.
Yonkers Savings & Loan Association 28 North Broadway F. W. Diller, Real Estate Manager Feb. 26, 1941	Yes	WL	WL	-	White lead, for exteriors and interiors, is the standard specification. They operate their own maintenance crew.
First National Bank Feb. 26, 1941	-	-	-	-	No real estate or properties.