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Western Zone
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Central Zone
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W. P. ALLEN, Wilmington, Del.
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Executive Committee
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N. G. GREGG, New York (two years)
E. T. TRIGG, Philadelphia (three years)

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BALTIMORE—George Barth.
CENTRAL NEW YORK—P. L. Miller.
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COLORADO—Frank A. Taylor.
FORT WORTH—I. F. Watkins.

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Proceedings of the N.P.O.&V.A. C

Wednesday, October 21

Opening Session, Wednesday Evening

The thirty-eighth annual convention of the National Paint, Oil and Varnish Association was convened Wednesday evening, October 21, at 9:15 o'clock in the ballroom of the Hotel Cleveland, Cleveland, Ohio. R. B. Robinette, Cleveland, vice-president for the Central zone was in the chair.

Chairman Robinette:—We will formally open this convention tonight by singing two verses of "America," the first and last verses, Mr. Smythe will lead us in singing.

The audience was led in singing the first and last verses of "America" by Harper Garcia Smythe.

Chairman Robinette:—It has been the custom of this organization for many years, and I think very fitting, that we should ask divine blessing before we proceed with the regular program. I have the pleasure of introducing the Rev. Dr. Hiramn Foulkes, Old Stone Church of the Public Square, who will invoke the divine blessing.

Rev. Fulkes:—O, Thou who are the source of light and life, we bring our friends to Thee tonight and pray that Thou mayest be with them in their midst, in the fellowship of the hour, in order that there may be the spirit of unity that binds up together, and that from the fountain of life that flows from Thee, we may drink those spiritual refreshings that shall make us better men and better women and enjoy to the full everything that Thou hast given unto us, with a quickened sense of service and responsi-

ual convention of this great organization. I am sure that the men who thirty-eight years ago started this organization would have been greatly surprised and could hardly appreciate what this organization has grown to had they been around this hotel today. Surely they had no idea at that time that this organization would ever grow to be what it is today. They, of course, had a wonderful idea,

were accepted as almost a necessity would put one in prison today. That simply shows that progress has been made in our business dealings. We wouldn't think of doing the things today that ten years ago we perhaps all of us did, and did because it was the common thing to do. Those things are frowned upon today. Our government has taken a leading hand in weeding out a lot of those things, and it is through organizations such as this of ours that the government has been given a helping hand. We ourselves have cleaned house in our own industry and we have a better industry as a result.

This constant contact and association

the automobile people haven't been able to do. If you keep track of the automobile business at all and of the gasoline business you know that for some years now they have been trying desperately to eliminate the knocking.

Now, judging from this crowd, whatever else you may not have managed to do, so far as this business is concerned, I imagine that you have pretty well eliminated the knock. In fact, I understand that you conduct a sort of all-for-one and one-for-all campaign in your advertising in which, no matter what you may say to each other privately about each other, you are unanimous in telling the whole world that if it wants to save its soul and preserve its self-respect it must use somebody's paint and somebody's varnish. Then you trust to luck as to who gets the business. Of course, that is the best business in the world.

There was a long time when I had to go frequently into a part of the South where they hadn't discovered that there was such a thing as paint. You know, there were such places! Paint has even got in there lately. The one impression I always had as I went through that mountain country down there and saw all sorts of buildings, no one of which had ever been touched with a brush, was of the hymn which tells us about the place "where every prospect pleases and only man is vile."

Of course, it is a great thing to be in a business where you feel that no matter what you sell or no matter who buys it the net result has to be good. That is really great. You know, that isn't true of every business. I wouldn't say it isn't true of the public business. But judging from some things that we hear about it once in a while, some of the things that we do are not considered good at all. We can't be sure, as you can, that no matter where our product may go or no matter what we may do, that the net result is good. We wouldn't be allowed to rest in that pleasant sensation, illusion, if you like.

And so we are glad to welcome you—who wouldn't be glad to welcome this kind of a crowd?—to Cleveland. I feel sure that you have already found out that you are welcome but it you haven't, I want your really to know that you are welcome. There are a lot of things we haven't got here and there are a lot of things that we hope to get. There are a lot of things that aren't what we would like them to be, but there really is one thing in Cleveland, I believe, that is here that we don't have to get. That is a real spirit of hospitality. We really are glad to have people come here and we are a bit anxious, while they are here, to conduct ourselves in such a way that they will want to come back to us. In fact, we are taking new pride in our growing constituency of what I will call our real Greater Cleveland. More and more this city is becoming the centre not of the ordinary metropolitan area but of an area reaching out even into the neighboring States, and tonight we have instituted something on the order not of an old home week but of an old home night every week; beginning tonight in our public hall, we broadcast from the Cleveland public hall something for Clevelanders everywhere. We hope to have an institution such that, no matter where a Clevelander may be, or any friend of Cleveland, or anybody who wants to think of Cleveland, he will know that at any time between eight o'clock and ten o'clock any Wednesday night he has only to tune in and he will get something from Cleveland.

Now you might think of that when you get home. If you don't like what you hear, you know we won't know it.

And so without taking more of your time, may I say that if there is anything we can do for you, for your happiness, we want to do it and we sincerely hope that you will have so good a time here that you will be glad to come again.

Chairman Robinette:—Now that you may know you are going to be thoroughly welcome in Cleveland, we are going to have a few words of welcome from R. W. Levenhagen, president of the Cleveland Paint, Oil and Varnish Club. Mr. Levenhagen.

Welcome by Cleveland Club

R. W. Levenhagen:—It is indeed an honor to officially welcome you on behalf of the Cleveland Paint, Oil and Varnish Club to this thirty-eighth annual convention of the National Paint, Oil and Varnish Association.

Your general committee and the various committee chairmen have been busily engaged during the past four months in preparing plans for your entertainment and program with the thought that as you come here you will have a most delightful and enjoyable visit with us.

Today we had our golf tournament at the country club. I am indeed pleased to see that there are so many brave men here tonight who weathered the ordeal. As we stood at the various tees for twenty minutes shaking and shivering, waiting for the foursome ahead of us to dip out of the rough and finally proceed, we realized that here in Cleveland in October it isn't always beautiful weather and sunshine.

When we desided to have the convention here in Cleveland, our weather prophet told us that, as in past years, September and October would be very delightful weather, and while last year we did have wonderful weather, this year we have had a hard time finding good days for the last two months.

We finally went through and finished the eighteen holes. It is reported that there were some very remarkable scores made. There were a number of 25 shooters that had handicaps of 23. Of course, their net score was just a little better than it usually is. We find that those fellows are rather close to the gold committee, and it has been decided to appoint an investigation committee and find out how these fellows from New York that sell wood oil and who are so closely associated with the chairman of the golf committee get such a big handicap.

As I said, those splendid scores were made on the course. However, they tell me that there were a number of men who made No. 19 hole in one. In fact, there were several who with a little encouragement would have made it in one-half.

Your entertainment committee has a very delightful program worked out for tomorrow night. It is known as "Fairland Scandals" and has been renamed the "End of the Rainbow." This performance, I understand, is going to be of a very high professional character. There are a number of noted celebrities who have been engaged that vie with Will Rogers in New York, in fact I understand a very large part of the Ziegfeld Follies organization is going to be with us.

They have sent out investigators and these investigators have the low down on all of us and they are going to tell us things that we don't know about ourselves. So come and be prepared to laugh and at the same time expect to be laughed at.

The banquet committee has a very delightful program worked out for Friday evening, and as the chairman told me, "This banquet is going to be ne plus ultra, and special attention is going to be given to the ladies. We are going to make every lady happy that attends this banquet." And I am quite sure of that because I have some idea of what the surprise is going to be.

It really is refreshing at a convention of this character to see so many ladies

R. W. Levenhagen
President, Cleveland Club

with us to lend their charm and their pleasing personality to the greater success of this convention.

It is ten years since the National Paint, Oil and Varnish Association met in Cleveland. Since that time the volume of the industry has more than quadrupled. During the past your years we have doubled the volume of the industry. This in itself speaks wonders for the men and women that are associated with the paint and varnish industry.

When we take our allied and affiliated associates in with the paint and varnish manufacturers, we have an industry which totals well over a billion dollars, and as such is now one of the leading industries in the world.

As we pick up our morning papers we see the references to steel, grain, cotton and other important commodities, and as a result of meetings such as these, where our relationship and our inter-communications are so intimate and our exchanges of our ideas so broad and liberal, the time will not be far distant when we also will pass out information regarding our output, our sales, our plans, so that when they are recapitulated by the Federal Reserve Bank and other statistical bureaus, we will find that the paint industry will be given the proper place as one of the leading industries in this country.

We have all been very reluctant in passing along figures, and as our city manager illustrated by the custom that was in vogue in the old days when there was the Higbey Nail Works, because I think that is what he referred to, and the Backus Wire & Steel Company, and they had the big high fence, and today there is the United States Steel Corporation, and they all know what is going on in the great big family.

And so it is with this industry of ours. If we will only let down the bars and have a clearing house where we can pass along real authentic information that will be of real value, not mako-believe, not a willingness that is not backed up by fact, but a genuine, broad, open-minded policy that will enable the paint and varnish industry to come out as a unit and to tell what they do in every way. I think we will find that the publicity that this business of ours will get will be far beyond any of our expectations.

It wasn't so many years ago that when we talked of rosin it was in a whisper, and if we had rosin in any of our factories it was hidden away in some shed so as to be sure that if a visitor came in he wouldn't see that barrel of rosin. Now we know that there is a very distinctive place for rosin. Even fish oil, naphtha, and products of that kind have their valuable place.

Today we hear people talk about smokeless powder, guncotton, high boiling solvents, and other similar products with high sounding names that are being used in the paint and varnish industry. What the new products are going to be, none of us can tell. No one has any idea of what a wonderful development there is ahead for this paint and varnish industry.

We certainly are a remarkable organization. We have here before us a wonderful gathering that is aggressive, intelligent and progressive, and we are glad to have you here with us in Cleveland. And so I extend you once more a most cordial greeting and our best wishes for a very delightful and enjoyable time while you are with us.

Chairman Robinette:—I have a rather unique and unusual opportunity in introducing our next speaker who will give the response to the addresses of welcome. We are claiming him as vice president of the Eastern zone of the National Paint, Oil and Varnish Association and yet here in Cleveland within the past few days he has been elected as president of the Paint Manufacturers Association.

And now we will hear in response to these addresses of welcome from J. Sibley Felton, whom we claim as vice president of the Eastern zone of the National Paint, Oil and Varnish Association.

Response to Welcome

J. Sibley Felton:—It is not only my duty but it is also my great pleasure on behalf of the National Paint, Oil and Varnish Association to express to you our deep appreciation of the warm and generous welcome which you have extended to us in words of open-hearted friendship. Not only so, but the program so carefully and thoughtfully arranged indicates that you intend to back up your verbal welcome by acts of attention and a multitude of courtesies which will leave no question as to the genuineness of your invitation to spend this week in Cleveland while at the same time we are attending to the business of the thirty-eighth annual meeting of the National Paint, Oil and Varnish Association. For these evidences of hospitality in your great and glorious city we thank you with hearts which glow with fervent pride.

First of all we want to assure Dr. Foulkes that his invocation so beautifully worded and so expressive in its appeal has touched a chord in our hearts which fairly vibrates with the joyous response.

The cordial welcome extended to us by President Levenhagen of the Cleveland Paint, Oil and Varnish Club has touched us deeply, and stirs within us a thrill of appreciation that we can not express in words.

We have come from bright and happy homes, whose daily routine is administered by an alert, efficient and capable business manager. Which side of the house constitutes said business manager I need not tell you. But it is very fitting that having brought our business managers with us we should be welcomed tonight by the business manager of your great and glorious city.

On behalf of the ladies who are attending this convention I feel that I ought to voice a word of thanks. It is the privilege of every gentleman to speak of the ladies, in admiration of their gracious and of their lovely and wholesome influences. The pages of history reveal some courageous characters who have ventured to speak to the ladies, but he is a rare specimen indeed who may presume to speak for the ladies. This deduction is based on the obvious fact that the ladies have a mind of their own and are fully capable of expressing it with convincing positiveness.

This reminds us of the gentleman who found himself in a great predicament one unfortunate day. It seems that his wife had not been very well and the doctor was there, and with great solemnity, sorrow and sympathy, he said to the man, "I am sorry to tell you, sir, but the fact is that your wife has lost her mind."

"Well," he said, "that is too bad, doc; but I am not surprised, because she has been giving me a piece of it every day for the last fifteen years."

Regardless of the rashness of skating on thin ice, I want to say on behalf of the ladies attending this convention that we estimate at its full value the bountiful provision that has been made for them, for their comfort and their pleasure by our genial host and hostess, Mr. and Mrs. Robinette, by the resourceful committee of entertainment, and especially by the ladies of that committee.

We are told that way back in the 18th Century the site of this marvelous city was established and laid out by the lusty pioneer Moses Cleveland. The association of names takes us back to the Moses of Biblical times who was appointed to lead the Children of Israel through the wilderness. He led them into the wilderness and through it but not out of it. You remember that, owing to a display of anger and an act of disobedience, he was commanded to go to the mountain top and view the promised land, but was not permitted to enter it himself or to lead his people out.

I have not found anywhere on record that Moses Cleveland led his fellow citizens out of the wilderness, but, surely, in your later history there must have been some Joshua who led you forth to victorious achievement, for out of the wilderness you have emerged to become the fifth city of the United States.

So we are here as participants in the convention of the National Paint, Oil and Varnish Association to enjoy with you during this one brief week the blessings of peace, prosperity and plenty afforded by this community whose history has been so illustrious and whose progress in the pursuits of science, art and domestic happiness has been so commendable.

Our appreciation is comparable only to that of the lover who was talking very confidentially one night to his sweetheart. He was holding her in his arms and looking into her lovely face when he said, "Darling, you are wholly and truly mine, just now altogether and irrevocably mine?"

"Yes, dear, I am. Do you doubt it?"

He said, "No, I do not doubt it, but I like to hear you say it, because everything else I own has been bought on the installment plan."

This story is respectfully referred to the proponents and opponents of a certain merchandising plan which has been widely and wisely discussed in the columns of our trade journals during recent months.

And what shall I say of the weather, the beautiful weather which was promised to us? Where are those golden, balmy, dreamy October days which were held out as a bait?! You have often heard it said that Winter lingers in the lap of Spring, but this time it appears that Winter has jumped no the running board of the national convention. The beautiful month of October!

But whether it is hot or whether it is cold, we are deep in love with your hearts of gold. Now, not to tire you any further, let me say once again, many thanks for your generous and gracious greetings.

Chairman Robinette:—During the past few days I have not one but many comments on the fair promises that I made of Cleveland weather in the month of October, but just in defence of what we are experiencing here this week I want to say that I have very cheerfully scanned each day this week the weather in detail, which is put back in three or four pages from the front, showing the situation all over this United States and I find that there is a great lack of balmy days anywhere this week, whether in Cleveland or anywhere else.

I am sure it is a great pleasure for me to say just a word in introduction of the speaker, whom I have had the pleasure of working with during the past year, during which time I have learned to love him. He is a man who has given keen thought and study to our problems; has given unselfishly of his time and has helped this association in the past twelve months in a way that I think we can all be very well proud of. I am sure every one in the official family would join me in saying that he has been a man we have all been delighted to have been associated with.

It is with great pleasure, indeed, that I present to you now our president of the National Paint, Oil and Varnish Association, Edward V. Peters.

(The audience arose and applauded.)

President Peters:—I don't know just why it is but wherever I have gone during the past year in visiting our local clubs, the committee in charge of arrangements have gone out into the highways and by ways to find the tallest man in their midst to introduce me. I am quite sure if I had the capacity of a Sibley Felton and I were presiding at a meeting, I should introduce your chairman as Mr. Robin and myself as Mr. Robinette. So if you will just adjust your range of vision to a little lower visibility I shall try to be seen and heard.

First of all I would like to congratulate an industry that is capable of sending to its annual convention such an audience as this. I think that for integrity of purpose, for a serious realization of their obligation to their industry as a whole, for character of reputation, this industry may be justifiably compared with any industry in America today.

I would like to add just a word to what has been said about the presence of the ladies. It is, indeed, a real privilege and pleasure to welcome you here. This would be a colorless gathering without you. We are exceedingly glad that you are here, not only on this occasion, but all through the workaday days and years of our lives it is your charm and influence that makes life worth the living and causes civilization to strive for those higher objectives that makes the living worth while.

In this audience tonight we have representatives from practically every section of the United States, several of our brothers from Canada, representatives from England and from far away Australia, and we especially welcome those that come from beyond our own borders.

I would like to express the appreciation of all of the people who are here, Mr. Robinette, to you and Mrs. Robinette, and your committee for the arduous work, night and day, in the preparations for this great convention. We know what you have been through and we appreciate it.

In connection with the business sessions which begin tomorrow morning it has been proposed to try something a little bit new this year, a prize in the form of some banners. Four banners, I think, like this have been awarded by our friend, Harry J. Schnell of the Oil, Paint and Drug Reporter, to be presented to those clubs maintaining the highest percentage of attendance of their delegates at our business sessions Thursday and Friday. A committee has been appointed to arrange the rules which will be announced later. I would like to express our appreciation to Mr. Schnell for his co-operation in this plan.

I believe that I am supposed at this time and in this place to inflict upon you the annual address of the president of a trade association. This, by actual count, is the 1579th trade association presidential address that has been delivered so far this year. However, if you will make yourselves just as comfortable as you can, I shall try to make this just as brief and painless as possible.

Address of President Peters

This evening marks the opening session of the Thirty-eighth Annual Convention of the National Paint, Oil and Varnish Association. One year ago this Association turned over its affairs to new officers and new committees and it is quite proper at this time, at the conclusion of their administration, to account to you for their stewardship. This statement of the President is intended to be such an accounting.

During the year now closing your President and Secretary have carried on the work, inaugurated many years ago, of visiting as many of the local constituent clubs of this organization as has been physically

possible. The Secretary's report will cover the number of clubs that have been visited. These two executive officers have been frequntly accompanied to many of the clubs by the zone vice-Presidents and also by the Treasurer. In addition, it has been the good fortune of your executive officers to have been in attendance at the Annual Convention of the National Association of Master House Painters and Decorators, held at Des Moines; at the annual meeting of the National Association of Paint Distributors, held in New York; and at the annual meeting of the Canadian Paint Manufacturers Association, held in Montreal. Furthermore, your President accepted the courteous invitation of the National Federation of Associated Paint, Color and Varnish Manufacturers of the United Kingdom, and had the honor of attending their business sessions. Mrs. Peters and your President were also their guests at their annual banquet held in London. It is hoped that this meeting with our English friends and the opportunity it gave for an interchange of views may be the forerunner of many visits one with the other when problems of mutual interest can be advantageously discussed. Other meetings of various branches of the industry have been attended—all too numerous to attempt to mention at this time. The President desires, here, however, to make grateful acknowledgment of the uniform courtesy, hospitality, and cordiality which has been extended to your national officers wherever they have been.

Membership at Highest Mark

We arrive at the end of our fiscal year with a total membership of 1,600, the largest in the history of our association, and representing an increase over our membership at our last annual meeting of 74. We arrive at the end of this year with the following new paint clubs affiliated with this organization, which have become members during the past year:

Oakland, California—Miami, Pensacola, Fla., Knoxville, Tenn.

The finances of your association are in excellent shape. The treasurer's report will shortly be presented and will show you the steady gain which has been made in the financial strength and position of your association.

In all your officers' contact with our industry during the past year, it has been their aim to carry on all of the cooperative movement of your industry and policies previously inaugurated. Such important subjects as the lengthening of the painting season; cooperation with all those agencies which are aiming to develop an adequate supply of man power to spread the products of this industry; the development of mechanical painting devices—all of these things so important to the future welfare and growth of the industry have been the subject of discussion and action where there has been contact with the industry.

It has been the aim and endeavor of your officiers to develop an even better esprit de corp throughout the industry. In any organization, military or commercial, the development and cultivation of an espirt de corp is absolutely essential. Without this many of our cooperative movements fall of their own weight. Fortunately, in this industry of ours a spirit prevails throughout which makes possible the great movements which have been so successfully carried on. Wherever your officers have been, they have endeavored to build up a greater realization on the part of all individual members of the industry, of their responsibility and obligation to the industry as a whole, and it is pleasing to be able to report to you that your officers have observed throughout the industry a morale, which they believe is unequalled in any industry today.

Furthermore, much attention has been given throughout the industry to your code of ethics, and it is indeed pleasing to note that as a result of the high moral standard which you have adopted to govern your commercial transactions, that there is growing up in our industry today a splendid realization of the fact that the golden rule is no kindergarten expression, but is a basic, fundamental truth whose application to our relations with one another and with the public at large is the best policy.

The millennium has not been reached, but it is clearly obvious to any observer that the work and endeavors of your association are making this business of ours a better one in which to be engaged, more respected by those engaged in it, and more respected by the public we serve.

Before such an audience as this I feel it unnecessary to go into the details of the various cooperative, trade promotional activities which are being carried on, but they are so vitally important to the industry and form such a large part of our associations' activities that I shall submit some of the most important of these for your consideration.

Save the Surface Campaign

The great and splendid work of the Save the Surface Campaign has continued throughout the year with increased vigor and force. We well know what that campaign is doing in awakening this nation to the necessity of protecting her physical assets through the use of preservative coatings. In thus arousing the consciousnes of our people, it may be called the Paul Revere of trade promotional campaigns. It has provided a psychological background against which you may paint your own individual picture with the result that your own individual appeal is accentuated and made more forceful than could possibly be the case without the broad work which the Save the Surface Campaign has done. During the past year the Save the Surface Campaign along with its other manifold activities has given much attention to the subject of installment selling.

It realized that this sales plan has been invoked by a number of industries in their appeal to the American people. There naturally has been differences of opinion without our own industry as to the economics of such a policy. Your President has endeavored wherever he has been to make clear as he could the position of the Save the Surface Campaign in this matter. There never has been any desire or attempt to force the installment selling policy upon any branch or factor of the industry. The Campaign, however, appreciated what is an admitted fact—that such methods of selling were in actual use by a great many industries in their competition for an increased share of the annual family budget, and the purpose of the Save the Surface Campaign in carrying out the spirit of the resolutions which had been passed by this association and the Manufacturers Association was to give to our industry such a plan as would protect to the maximum extent the interest of all branches of our industry. It was also the purpose to standardize, as far as possible, the terms of installment selling that might be used within our industry and to prevent the introduction into our industry of pernicious forms of installment selling which would undoubtedly grow to be a matter of deep concern.

Installment selling in our industry had arrived before the Save the Surface Campaign initiated its work in this direction. How much business will actually develop for our industry on this basis remains to be seen, but the Save the Surface Campagn has done this for the industry—it has presented the industry with a plan which keeps inviolate the industry from financial responsibility. It has provided a uniform plan. The development of this plan is up to the individual manufacturer. It is absolutely optional with you whether or not you care to use it. The Save the Surface Campaign has served its purpose in presenting the plan to the industry. Its further relation with the plan now is that of a steering or regulating factor.

At the September meeting of the Save the Surface Campaign it is indeed a pleasure to be able to report to you that the resolutions there adopted governing the relationship of the Save the Surface Campaign with this activity were unanimously passed so that your industry and your association stands four-square upon the statement of policy as enunciated by the Save the Surface Campaign in these resolutions referred to. It has been a controversial matter and from all of this discussion, good has come and your industry arrives at the end of the year in a united position in the matter of policy in this connection. I venture to predict that had not the Save the Surface Campaign acted upon this subject in its customary far-sighted manner, you would have seen in our industry a destructive form of installment selling, pernicious in the extreme, dangerous in the extreme and from such the Save the Surface Campaign has saved this industry.

In all of the wonderful work which this campaign has done there has been one powerful, guiding spirit, the spirit of its creator. This industry owes an undying debt of gratitude to the far-seeing man with a great vision who originally conceived and through the support and cooperation of the industry has unselfishly and most successfully carried on the splendid work since its inception. The deep appreciation of an industry for his splendid contribution to its welfare and development has been earned by the Chairman of the Advisory Committee of the Save the Surface Campaign, Mr. Ernest E. Trigg.

Clean-Up and Paint-Up Campaign

During the past year the Clean Up and Paint Up Campaign has been most successfully administered under the Chairmanship of Mr. Granville M. Breinig. The Clean Up and Paint Up Campaign Committee have injected new life into this campaign, with the result that, as their report will show, more money has been subscribed by the industry and more participants have joined hands in this movement than ever before in the history of the campaign. During the year just closing Clean Up and Paint Up Campaigns have been conducted in well over seven thousand communities throughout the nation, with its resultant cash-in value to our trade.

This campaign keeps alive and accentuates local pride. It enlists hundreds of thousands under its banner of the modern crusader, in its efforts to make more habitable and sanitary the living quarters of our people. The array enlisted under its flag constitutes for our industry a potential sales force no other industry today possesses.

The splendid work of the Flax Seed Development Committee is causing our industry and our nation to be increasingly self-supporting in the matter of linseed oil and freeing us from dependence upon other nations for what has been called the life blood of paint. For years this vitally important work has been unselfishly and ably conducted by the Flax Seed Development Committee under the Chairmanship of Mr. C. P. Nolan.

The simplification work of your industry deserves the sincerest effort on your part at cooperation. It is aimed at elimination of waste and expense. Other industries are doing this very extensively, and you must. Elimination and simplification can only be brought about by cooperation. You owe it to your own individual businesses to cooperate in this effort.

Time does not permit going into the important work of our Legislative Committee. This Committee is constantly on guard in all of the State and National Law-making assemblies, watching our industry's interests. To catalog their accomplishments in the prevention of inimical legislation alone, during the past twenty years, would be to present colossal contribution to your own individual businesses.

And then too, I hope that some time during this convention you will take time to familiarize yourself with our trade-mark bureau and what it has done. This work has been gigantic. Mr. Edgerley, the Chairman of this Committee has supervised the compilation of trade-mark records, resulting in the accumulation of data and information along this line available to our entire industry, which is unsurpassed in any other trade organzation.

The Business Sessions of the Convention will bring to you a clearer realization of the manifold activities which your association is carrying on under the direction of numerous committees composed of skilful specialists who are devoting an enormous amount of their time and effort to the common cause.

And so we come to the end of our fiscal year—with your association functioning smoothly in all of its divisions and branches, with its membership increased, with its finances in sound condition, with enhanced influence, and with an unsurpassed morale throughout its membership. This, ladies and gentlemen, is where your association stands at this moment.

Now all of this is encouraging but we should pause occasionally and step off the stage of broad generalities, and get down to brass tacks. Just where is this cooperational movement leading us? It is well here to look the facts in the face that we may have a more definite appreciation of the value of the time and effort which we spend in matters pertaining to our association's interests and endeavors.

Objectives of Meetings

Briefly, what do we hope to accomplish by these meetings, by all of the time and effort which are devoted to the common cause? I think that the objectives may briefly be summarized, as follows:

Acquaintanceship—one with another. Certainly, your association has accomplished this.

A higher moral standard of doing business. This is surely being attained and there is no doubt whatever that we have today a more honorable business in which to be engaged and one that we shall pass to our descendants with less apology than a few decades ago.

The development of our industry so as to be of greater service to the public—how far this realization has developed is indicated by the motto which your industry has adopted, "In the Public Service."

And last, but not least, in the increasing of our business, and what has been accomplished in this direction.

Growth of the Industry

Through the cooperation of the Department of Commerce, certain statistical information is now gathered and disseminated by which a fairly accurate picture of the progress of the industry may be made. These figures are published semi-annually and are available to all. The figures for the first six months of this year have recently been made public, and for the purpose of conserving your time and in order to assist in drawing certain definite conclusions, I shall merely summarize some of these statistics.

For convenience in presenting the figures which I am now to give you I have reduced to poundage those products which the Department of Commerce has reported in gallons, using the same factor as previously used; namely, fourteen pounds to the gallon for mixed paints and seven and a half pounds to the gallon for varnishes.

On this basis, comparing the industry's production for the first six months of 1925 with the similar period for 1924, we find a production of 1,285,798,600 pounds for 1925 as compared with 1,156,576,600 for 1924, or a total poundage increase of 129,222,000, a percentage increase of 11 per cent. Comparing the first half of 1925 with the second half of 1924, we have a total poundage increase of 190,548,800, or a percentage increase of 17 per cent.

Comparing sales figures for the first half of 1925 with the first half of 1924 on a similar poundage basis, we show an increase for 1925 of 20.5%.

It was late in the year 1921 that our industry in their conventions assembled adopted a definite objective; namely, to double the industry in five years' time. Assuming the year 1921 to have been the base year, and that 1922 was the first year of our five year objective period, we find that the production in the year 1921 was 1,294,759,450 pounds; 1922, 1,779,114,200 pounds, or an increase of 37.4 over 1921; 1923, 2,118,634,200 pounds, an increase of 63.6% over 1921; 1924, 2,251,326,400 pounds, an increase of 73.9% over 1921. For 1925, assuming our production for the last six months of this year to be equal to the production for the first six months of this year, our total poundage would be 2,571,597,200 pounds, or an increase over 1921 (the base year) of 99.3%. So that if our assumption as to the production for the last half of 1925 is approximately correct, your industry has practically doubled itself in four years instead of five.

This has been a great achievement and I believe that such an accomplishment would have been absolutely impossible without the cooperative effort of our great trade associations. There can be no doubt whatever that your associations, through their various promotional activities have been chiefly responsible for the remarkable achievement of having doubled an old established, basic industry in four years' time.

The population, of course, has increased, and naturally consumption would be affected thereby, but your industry today is selling the public more pounds per capita than it did before.

In 1921 we sold 12 pounds per capita in this country
In 1922 " " 16 " " " " " "
In 1923 " " 19 " " " " " "
In 1924 " " 20 " " " " " "
In 1925 " " 23 " " " " " "

Such a program of development as these figures show is one of which any industry may be justly proud.

We are about to embark on a new fiscal year for the industry under favorable skies. General conditions throughout our nation are such that we may justly look forward with confidence and optimism to the year that is before us. The underlying basic conditions domestically are sound. Employment is at an excellent rate. Carloadings, indicating the volume of traffic moving, have this year been at an unprecedented rate. The situation in the agricultural sections of our country has undergone a favorable change, and in nearly all rural sections of the country, on account of the extent and value of the crops, a greatly increased purchasing power of the farmer may be expected. The building industry has enjoyed and will undoubtedly continue to enjoy a very high rate of activity. The condition of our great transportation systems is encouraging. One of our greatest economists makes this statement pertaining to the railroads:

"There is more confidence in financial circles in the future of railroad investments than there has been in many years, and the principal reason for this is that the railroads seem to be more nearly out of politics than ever before."

Lighter and clearer tones are apparent on our international horizon. Many of the economic difficulties of European nations are gradually being solved; so that, we feel justified in taking a hopeful view of the year that lies before us.

In our own industry, with our great potential markets still undeveloped, with the terrific economic waste annually taking place due to the lack of products of our industry, further exploitation, further development, and further increases in our business may confidently be expected.

Now that our industry has attained or is about to attain the splendid objective it set for itself, it is important that there should be no cessation in the energetic development of the business which is actually within sight. Is it too much to hope for? Is it too high a standard to propose that the industry attempt to treble itself in the next five years? With all agencies working as they have worked in the past, with the advantage of accumulative experience and energy, I think it is possible for this industry at its 1930 convention to report to you that the industry at that time is thrice as large as the industry was in 1921. Let's treble the industry by 1930! It can be done.

In concluding this summary and in attempting to present to you this accounting of the stewardship of your officers for this year, there are certain conclusions which your President has personally reached as a result of his intimate work in this great office with which you honored him, and he leaves these suggestions with you for what they may be worth.

Conclusions and Suggestions

Our clubs have become so numerous and widely scattered that it is recommended that the zone-vice-presidents in the future take a much more active part in visiting the local clubs in their zone. It is practically impossible for the National President, as much as he would like to do so, to personally visit all of the clubs throughout the country and it is increasingly important that this contact be maintained. It is for this reason that it is suggested that our zone vice-presidents, who are so ably equipped, arrange to visit all of the clubs in their zone, at least once a year.

During the past year two zone conventions of your association have been held, for the first time our southern zone members held a zone meeting at Atlanta this year. It is felt that these zone meetings of your industry provide a convenient meeting place for the members of the industry in their own section of the country where problems particularly pertinent to their own sections may be completely discussed and worked out.

Some of our members find it inconvenient to attend our national meetings on account of great distances and these zone meetings do for them in a sectional way what our national meetings do in a national way. And furthermore, we observe that attendance at the zone meetings of the industry as a rule tends to cause these members to be more active and more cooperative in all of the associational movements.

The Pacific Coast annual zone convention—four of which have now been held—are becoming of increasing influence and force. It is recommended that our southern zone members continue as they undoubtedly will, their zone meetings and bring to that vast section of this country the spirit for participation in these cooperative movements which have done so much for our business.

The national officers appreciate the opportunity they had of meeting with our members at these two zone conventions and shall long recall their delightful reception, and the inspiration it was to them to meet with our members in this manner.

Your President has endeavored during his visits to all branches of the industry, during the past year, to clarify what he believes to be the fact of the oneness of all factors engaged in the industry. Whether we be raw material manufacturers, container manufacturers, paint manufacturers, varnish manufacturers, or distributors, we have one great purpose and objective in mind. We have one great industry, one great family with a common interest. This family is now represented by several separate and distinct organizations, with more or less duplication of organization and machnery, and undoubtedly with some duplication of effort. The time is surely coming when a more general appreciation of this fact is going to bring about within our industry a consolidation of many of these associations into one great Paint, Oil and Varnish Assocation of America. It is perfectly true that the interest and objects of particular groups of our industry must be conserved and kept intact, but as I gaze into the future I see a picture of this one great trade organization with its group divisions. The raw material producers should constitute a group; the paint manufacturer and varnish manufacturer should constitute a group; the crushers should constitute a group, and so on. Such an arrangement, maintaining the integrity of these distinct groups but amalgamating them all into one, in so far as general policies, general promotional activities are concerned, will simplify our great national meetings, eliminate duplication, conserve your time and is the efficient and most satisfactory and I believe the inevitable way of the future.

Such a personal thought is left with you for what it may be worth in the future development of our asociation.

In closing this summary showing the condition of your associational affairs, your President desires to take this opportunity of expressing not only his personal appreciation but the appreciation of our entire Association to the following:

To Messrs. Casper and Woosley, Chairman and Vice-Chairman of our Membership Committee, whose indefatigable work, night and day, in marshalling the forces of this industry have enabled your officers to report to you tonight this splendid growth in your Association.

To Treasurer Figgis for his conscientious devotion to the financial affairs of this institution, who unobstrusively and smoothly handles these affairs in such shape that you all may rest assured that your finances are most efficiently and conservatively managed.

To the officers of the following Associations who through their constant cooperation have materially advanced the cause and business of your industry: The National Association of Paint Manufacturers, National Varnish Manufacturers Association, the National Association of Paint Distributors and the International Association of Master House Painters and Decorators. Furthermore to the Presidents and officers of all local clubs grateful acknowledgment is made of the value of their leadership in their local communities in furthering the cause of our industry and association: to Mr. S. R. Matlack and his Committee who, on exceedingly short notice, have done a tremendous amount of work in formulating the plans of the industry for participation in the Sesquicentennial Exposition to be held in Philadelphia.

Your President must express here openly and sincerely the great

pleasure for him it has been to have attempted to serve your Association. His contact with you, his relationship with his fellow officers, committee members and chairmen have constituted such a year as can come to but few people.

I sever my official relationship with the Secretary of this organization with deep personal regret. No President can carry on efficiently the work of this great office and achieve the accomplishments of our past presidents without the able assistance and guidance of the Secretary of this Association, Mr. George V. Horgan. As a business man, as a secretary, as a man, as a friend, I commend him to you.

And so, ladies and gentlemen, with great faith in the future, with great faith in the future of this wonderful nation of ours and this wonderful business of ours and this splendid association of yours, I bid you a hearty welcome to this the opening of our thirty-eighth annual convention.

Chairman Robinette—Mr. Secretary, what was the action of the board of directors with respect to the president's report?

Secretary Horgan—The board of directors approved the report of the president and referred it to the convention for action.

Chairman Robinette—You have heard the action of the board of directors on the president's address. What will you do with it?

(Upon motion duly made and seconded, it was voted that the president's address be approved and adopted).

Chairman Robinette—Now, Mr. President, although small in stature, I will admit you are large in ability and I will turn this gavel over to you.

President Peters—Incidentally, this gavel which has been in use by this association for ten years, at all of its meetings was presented to this association by Francis H. Glidden, in your city ten years ago.

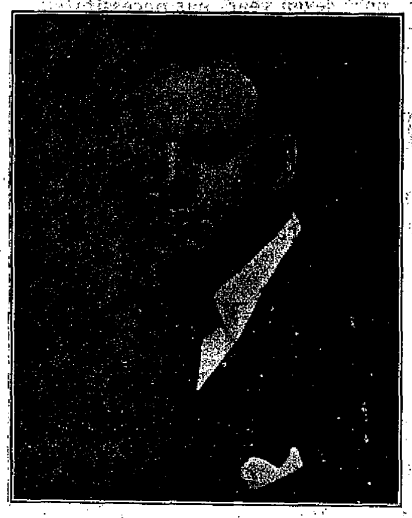
The next order of business is to receive at this time the annual report of the secretary of this association, Mr. Horgan.

Secretary Horgan—In the interest of time and in the hope of making a little character and many friends, I am going to make my report brief and snappy.

Report of the Secretary

Your Association during the year now closing has been of continuing service to the membership and the industry.

One of the great factors aiding modern commerce to develop is the willingness of business men to join together in the study of their common problems. Due to the fine co-operation of our Committees, enlisting the services of approximately one hundred and seventy-five (175) of our members, your Executives have been ably supported in their councils and undertakings, and at this time your Secretary desires to express sincere appreciation and hearty thanks for the assistance rendered by so many men who have given freely of their time, intelligence and energy without compensation and often at considerable personal sacrifice. Too much



George V. Horgan
N. P. O. V. A. Secretary

cannot be said in praise of the enthusiasm displayed by these members of our Association—they have been tireless in their labor and service and it should be a source of pride and gratification to all of us to be associated with so many men determined to achieve for the Association and the industry a high place in the commercial world.

The activities of the Association are so many and so varied as to make it impracticable within the proper limits of this report to do more than summarize them and to specifically treat only with those of greater importance. All of the activities, however, are fully set forth in the carefully prepared reports of Committees which have been printed for distribution at the Convention.

It is suggested that the members preserve these reports and read them at their convenience, first, in order that they may obtain a better understanding of the activities of the Association, and second, that they may secure therefrom suggestions as to ways in which they may more fully utilize the services which the Association has provided and is at all times prepared to give them.

In connection with the presentation of Committee reports, the plan adopted at our last Convention will be adhered to this year and a summary of the several reports will be presented at the fourth session of the Convention (Friday morning)—Mr. R. S. Wessels having kindly consented to undertake the important task of preparing and submitting this summary.

1925 Year Book

The Year Book was edited and compiled by the Secretary and mailed to members; this publication provides a permanent record of the annual convention, committee activities, membership list, etc.

Secretary's Bulletin

The Secretary's Bulletin has been published at regular intervals, each issue containing a timely trade message from President Peters. This publication is the media through which our members are informed on the work of the Association.

Executive Committee

Your Executive Committee has held quarterly meetings during the year—one in Atlantic City, two in New York, one in Cleveland—all of which have been presided over by your President.

Western Zone Convention

The Fourth Annual Regional meeting of western members was held in Seattle, Washington, July 15, 16 and 17, with an attendance of over three hundred. The meeting was successful in every particular—a well-rounded-out and constructive program being presented.

Your President and Secretary were in attendance at all of the sessions which were presided over by Vice-President Percy M. Carter of the Western Zone. As hosts the Puget Sound Paint Club set a high mark for efficiency in the arrangement of the Convention program and the entertainment features were delightful and varied.

The Convention voted to hold the 1926 Western Zone meeting in California—the TIME and PLACE to be announced later.

Southern Zone Convention

Encouraged by the success of the Western Zone Conventions and in response to several requests from prominent members in the south—your Executive Committee approved the suggestion for inaugurating a Southern Zone Convention. Accordingly the first annual meeting of Southern Zone members was held in Atlanta, Georgia, May 18 and 19, with an attendance of approximately one hundred and twenty-five (125).

Your President and Secretary participated in the meetings which were presided over by Mr. R. McC. Bullington, Richmond, Vice-President of the Southern Zone.

The meeting proved very successful and as result approximately forty (40) new members were enrolled from the southern district.

Before adjournment the Convention appointed a Committee on TIME and PLACE for 1926. This Committee after canvassing the situation has recommended that the second annual meeting of Southern Zone members be held in New Orleans—dates to be announced later.

Membership

Membership is the most important matter with regard to the internal organization of a trade association. While a trade association should in no sense be exclusive it should, if it is to be fully representative and of a desired quality, require from its members certain standards and qualifications.

The present membership of our Association is 1,585, which exceeds our previous high mark. This very satisfactory report has been made possible by the intensive work and deep interest constantly displayed by the Chairman of our Membership Committee, Charles J. Caspar, ably seconded by Vice-Chairman E. S. Woosley.

Visits to Local Clubs

Your President and Secretary have, together or separately, visited and addressed the following Paint Clubs:

Baltimore	Minneapolis-St. Paul
Buffalo	New England
Syracuse	New York
Chicago	Philadelphia
Cincinnati	Pittsburgh
Cleveland	Richmond
Columbus	Rochester
Dayton	St. Louis
Detroit	Toledo
Louisville	Toronto
Milwaukee	Washington

At the Zone Conventions held in the west and south (which were participated in by the President and Secretary) representatives of the following clubs were present:

Western Zone:	Golden Gate Los Angeles Puget Sound Seattle Oakland San Diego Utah
Southern Zone:	Atlanta Birmingham Charlotte Chattanooga Macon Memphis New Orleans Savannah Pensacola Miami

Your President and Secretary also attended meetings of the following associations during the year:

New Jersey State Master Painters Association, Newark.
International Association of Master House Painters and Decorators of the U. S. and Canada, Des Moines.
Canadian Paint Manufacturers Association, Montreal.
National Association of Paint Distributors, New York.

Sustaining Memberships

The campaign for sustaining memberships under the Chairmanship of Mr. Ernest T. Trigg resulted in a prompt and generous response, one hundred and two (102) of these memberships being subscribed to by firms, corporations and individuals in the industry. Suitable certificates were issued from the Secretary's office to those subscribing.

Flax Development

Your Secretary has completed another year as Secretary-Treasurer of the Flax Development Committee, co-operating with Chairman Nolan and his associates in this work.

Trade Mark Bureau

The Trade Mark Bureau has completed another year of usefulness and service. The total number of requests for reports on various marks, also registration of marks in the Bureau have materially increased and a great many requests have come to the Bureau from outside sources seeking information on trade marks used by the industry.

Further details concerning the work of the Bureau will be covered by Chairman Edgerly in his annual report to the Convention.

Business Promotion—"Clean Up and Paint Up"

The "Clean Up and Paint Up" Campaign has had the best year in its history, Chairman Breinig's illuminating and forceful presentation of this subject at our Convention last year creating added interest and resulting in increased financial support from the trade. The report of this Committee will reveal some interesting facts covering the year's activity as well as plans for further development and enlargement of the scope of this splendid trade promotion campaign.

"Save the Surface"

Firmly established as one of the outstanding and most successful business promotion campaigns ever inaugurated by an industry, the Save the Surface campaign has another highly successful year to its credit. Chairman Trigg and his associates on the Committee have untiringly continued to serve the industry and the public in studying and presenting the advantages of this campaign.

Excellent assistance has been given to the Central Committee by local Save the Surface Committees in many of the constituent clubs and our suggestion of a year ago is repeated that those clubs which at present have no functioning committee collaborating with headquarters proceed to appoint such committees for the coming year.

The educational film—"The Romance of Paint and Varnish"—has been shown at meetings of various Paint Clubs during the year, stimulating interest and meeting with general commendation.

This all important subject is on our program for report and discussion at the third business session of the Convention.

Conference Room

The conference room provided at Association headquarters last year has been quite generally used for Committee and trade meetings—seventeen meetings having been held therein this year.

Members coming to New York are encouraged to call at Association headquarters, which they have done in increasing numbers this year—a record of visitors indicating that two hundred and three members have visited the office during the year.

Trade Press

Each recurring year gratitude impels me to record appreciation of the continued and loyal co-operation of our trade publications. This support is both inspirational and most helpful in carrying on our work.

Code of Ethics

We all as individuals may have life, but if we are to amount to anything we also must have a plan for living and laboring, otherwise we merely exist and achieve but little.

A trade association should have certain ideals which it should always strive to adhere to. Our Code of ethics is doing much to maintain those ideals.

* * * * *

President Peters' leadership and direction of the Association's affairs has inspired us all; not only our association, but the industry at large is in his debt for the able and conscientious manner in which he has promulgated the forward policies of the organization and suggested new activities for the betterment of trade conditions.

Proud of its past achievements and with "eyes forward" our Association will undoubtedly move on to greater success, but whatever the future may have in store for it, whatever degree of influence it may yet attain will be due to the solid principles upon which it was founded, which have ever maintained it and to the continuous co-operation of its members.

President Peters:—What is your pleasure with the secretary's report?

(Upon motion duly made and seconded it was voted that it be accepted and placed on file).

President Peters:—The next order of business is the treasurer's report, Mr. Figgis.

(Mr. Figgis was not present.)

President Peters:—Mr. Chatfield, will you report for the auditing committee?

Mr. Chatfield:—The president appointed an auditing committee consisting of Mr. Merz, Mr. Gregg and myself. We have gone over all the figures carefully and are very glad to report to you that everything balances as checked against the bank books. As the treasurer is not here; the balance is $5,737.54, exclusive of the bonds in the safety deposit vault. We went and saw that he had the bonds there and counted them and also looked at them. So the treasurer's affairs are all in perfect shape.

(Upon motion duly made and seconded, it was voted that the report of the treasurer and of the auditing committee be approved and filed).

President Peters:—Next is the report of the chairman of the committee on constitution and by-laws, Frank Cheesman.

Frank Cheesman:—Some enemy of mine has put in here "a formal report." It isn't going to be any such thing. Any one who tries to bind me to a formal report is going to "get in dutch," and I will fix him in the next report.

I was very much pleased with the masterly address of the president, and it led me to think of a story. The last time I was in Cleveland, ten years ago, I was elected president that year so I happened to preside at the meeting. One of my friends took occasion to remark, not speaking of me but of other men, that while the clothes might be in the East, the brains were in the West. We have changed all that. While they might have been long on clothes in those days, our ladies have seen to that, and there is no more trouble along that line.

I just want to give a word of advice. You know the committee on constitution and by-laws has to advise every one and they are supposed to know everything. There is eight percent that we didn't know, the nominating committee that is going to be appointed must be careful in selecting the officers for the next year to guide the association's affairs right. Suppose they should select a short president? Why, that is all right; he has brains; it is openly apparent here. But suppose they should select a short treasurer? My goodness, that would never do. He might be continuously short. Such an affair must be prevented by the nominating committee.

Of course we have the treasurer heavily bonded and we are not worried because he is not here, for we don't lose anything if he don't come back, but he is a good fellow, though, at that.

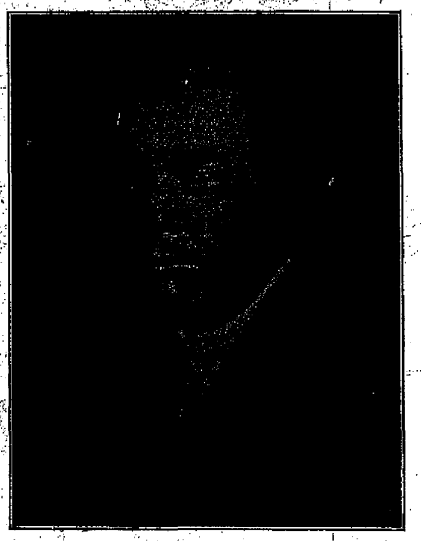
Now in regard to that "formal presentation." You know, you might think that clothes had nothing to do with the constitution. Well, look at me. They have; they have indeed. Oh, yes, I have to make notes here of what to do for next year's constitution. One thing I am going to do is to forbid the use of foreign languages in addresses. Yes, sir. Ernest Trigg, who ought to have known better, explained to us what "sesquicentennial" meant. He said he didn't know before he became chairman of that committee. That was no joke. He said "centennial" meant a whole and that "sesqui" meant half. Well, of course, all the golfers knew what it was—a hole and a half. That is the nineteenth hole and that is the reason they are so long there when they get there.

When I was coming in the door a gentleman asked me what was a good cure for bald heads. I couldn't have answered that yesterday, but this morning I got a copy of the Tribune. It was sent to me. I believe the president bought up all the copies here. This copy contained an article on the fact that every one who had a bald head showed that he had a great brain, and the radio coming out from the brain killed the roots of the hair, known chemically and by doctors as a hair-breath escape. However, that has nothing to do with the constitution, either.

I was very much pleased at these frequent references to the thirty-eighth anniversary of this association. It doesn't seem possible. Robinette had a desk built for us little fellows. It didn't seem possible that it was thirty-eight years ago, Rob, that you brought me in here a babe in arms and put me down and you were presiding in the chair, and I, looking up at you with that lovelight in my eyes and hoping that some day I might grow up like you, but, well I missed it by two feet, I think. Never mind!

Well now, about this committee on constitution and by-laws. I got to get back of the box here now. At the last meeting in Atlantic City, any of you who were down there know how depressed I was. That gentleman—I didn't call him a gentleman then—from Pittsburgh, Charley Caspar, tore that beautiful report in seventeen different pieces. It took me two nights and a day to get it together again, and then I didn't recognize it; but this time he has been good to me, and I have been feeling just as happy as a lark. He only took out one word in two paragraphs. So that its all I have got to read tonight. That is the reason I am filling in a little time until they get supper ready.

I don't have to read any of it, but the constitution, you know, the report of the committee on constitution, cannot be discussed tonight. What they do to it tomorrow will be aplenty when the ladies are not here. That will be another language I will have to cut out—the language that they use tomorrow.



D. W. Figgis
Re-elected Treasurer

Report on Constitution and By-Laws

OLD

ARTICLE III

CONSTITUTION

Section 6. Executive Committee: The President, his immediate predecessor in office, Vice-Presidents and Treasurer of the Association shall constitute the Executive Committee.

The President shall invite the President of the PAINT MANUFACTURERS' ASSOCIATION OF THE U. S. and the President of the National VARNISH MANUFACTURERS' ASSOCIATION to attend all regular meetings of the Executive Committee in an advisory capacity.

NEW

CONSTITUTION

ARTICLE III

Section 6. Executive Committee: (a) The President, his immediate predecessor in office, Zone Vice-Presidents, Treasurer, and three Ex-Presidents of the Association (who are active members) shall constitute the Executive Committee.

(b) The 1925 nominees of Ex-Presidents of the Association for membership on the Executive Committee shall be divided into three classes, each class to consist of one Ex-President; the first to serve for one year, the second to serve for two years, and the third to serve for three years. In the years succeeding 1925, the Ex-President whose term expires shall be replaced by an Ex-President elected for a term of three years.

The President shall invite the President of the PAINT MANUFACTURERS' ASSOCIATION OF THE UNITED STATES and the President of the NATIONAL VARNISH MANUFACTURERS' ASSOCIATION to attend all regular meetings of the Executive Committee in an advisory capacity.

OLD

ARTICLE IV

Section 5. Duties of the Auditors: It shall be the duty of the Auditors carefully to examine and check the vouchers and report of the Treasurer.

and submit a signed statement to the Association at the first business session, giving the result of such examination.

Section 7. Board of Directors: Except as otherwise provided in Article XII, Section 1, of the By-Laws, the Board of Directors shall receive for consideration all reports, resolutions and communications before their presentation to meetings of the Association, and shall, through the Secretary, submit them to the Association with their recommendations.

The Board of Directors is empowered to pass judgment and final decision on all questions presented by the President through the Secretary for their deliberation when the Association is not in Convention, provided the subject requires immediate action or is not, in their judgment, of sufficient importance to be submitted to the members.

All vacancies occurring in elective offices, except as provided for in Article III, Section 2, of the Constitution, or on the Board of Directors, shall be filled for the unexpired term by a majority vote of the votes cast by the Board of Directors.

They shall elect at their meeting, held the day before the Convention, three members of the Board to act as Auditors.

NEW

ARTICLE IV

Old Section 5, to be entirely eliminated and same made part of ARTICLE VI, Section 1, of the By-Laws. Old Sections 6 and 7 of ARTICLE IV to become 5 and 6 respectively.

Section 6. Board of Directors: Except as otherwise provided in Article XII, Section 1, of the By-Laws, the Board of Directors shall receive for consideration all reports, resolutions and communications before their presentation to meetings of the Association, and shall, through the Secretary, submit them to the Association with their recommendations.

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OLD

BY-LAWS

ARTICLE III

Section 1. Delegates: (Last paragraph):

Each delegate shall be entitled to 10 votes upon all questions coming before the Association for consideration.

Section 5. Voting Power: Delegates or their alternates, together with others as provided in Sections 3 and 4 of this Article, shall constitute the voting power of this Association.

Section 7. Floor Privilege: Honorary members and members of clubs in good standing, who are not delegates, shall be entitled to the privilege of the floor, but shall not vote. This privilege can be extended at any meeting to delegates or representatives from other organizations, or to other individuals, upon a two-thirds vote of the members present.

NEW

BY-LAWS

ARTICLE III

Section 1. Delegates: (Last Paragraph) Each delegate shall be entitled to ten votes upon all questions coming before the Association which requires action by vote of the delegates.

Section 5. Voting Power—At all meetings of the Association a properly approved motion or resolution, except election of officers, amendments to the Constitution and By-Laws and appropriations, may be adopted by a majority vote of the members of the Association present.

A qualified delegate may demand a vote by roll call of delegates. Said vote may be taken at once or during the next regular business session. And only the delegates or their alternates, as provided in Sections 1 and 2 of this Article, together with others as provided in Section 3 and 4 of this Article, shall be entitled to a vote. The result of a vote by delegates shall supersede the result of a vote on the same question by the membership at large."

Section 7. Floor Privilege: Honorary members shall be entitled to the privilege of the floor without voting power. The privilege of the floor at any meeting can be extended to delegates or representatives from other organizations or to other individuals, upon favorable vote by two-thirds of the members present.

OLD

BY-LAWS

ARTICLE VI

COMMITTEES

Section 1. Standing: The President shall appoint annually, at as early a date as possible after his election, the following Committees, consisting of three or more members:

Arbitration (to be composed of two Ex-Presidents of the National Paint, Oil and Varnish Association, Inc., two members to be appointed by the Paint Manufacturers' Association of the United States, National Varnish Manufacturers' Association, and the National Association of Paint Distributors, from their respective memberships).

Business Promotion (Clean Up and Paint Up, Save the Surface).

Constitution and By-Laws.

Credits and Collections.

Export and Foreign Trade Development.

Legislative.

Manufacturers (to be composed of one member for each trade group):

Alcohol.	Lithopone.
Brushes.	Naval Stores.
Colors (Earth and Chemical).	Paint.
Containers.	Shellac.
Lead.	Varnish.
Linseed Oil.	Zinc.

This Committee, under the direction of the Executive Committee, shall create a Statistical Bureau to collect, digest and disseminate statistics vital to the Association, to serve as a basis of legislative and tariff activities, and to have available for our members knowledge as to the scope and extent of current commercial affairs of our industry. This Committee shall maintain close relations with the Statistical Department of the Government.

Membership.

Memorial.

Pain Distributors.

Raw Materials Development (Flax Development and Miscellaneous Oils).

Simplification.

Tariff.

Trade Marks (to direct the work of the Trade Mark Bureau as provided in Article VIII of the By-Laws).

Transportation and Classification.

Section 4. Master Painters: The President shall appoint annually a committee of five from the different interests closely connected with the Master Painters, to be known as the Master Painters Committee, to whom shall be referred all matters pertaining to that industry and who shall act as delegates to the convention of the International Association of Master House Painters and Decorators of the United States and Canada.

NEW

BY-LAWS

ARTICLE VI

COMMITTEES

Section 1. Standing:

After ARBITRATION add:

Auditing. It shall be the duty of the Auditing Committee carefully to examine and check the vouchers and report of the Treasurer, and submit a signed statement to the Association at the first business session, giving the result of such examination.

Master Painters. (To be added after Manufacturers).

(This takes the place of old Section 4 which is entirely eliminated).

(Old Sections 5, 6, 7, 8, 9, 10, 11 and 12 to be renumbered 4, 5, 6, 7, 8, 9, 10, and 11, respectively.

OLD

BY-LAWS

ARTICLE VI

COMMITTEES

Section 5. Press: The President shall appoint at the first session after the preliminary opening of the Annual Convention a Press Committee consisting of five members, whose duties shall be to furnish the daily press at the end of each business session such information as in their judgment the public may find interesting, and which shall not in their judgment in any way jeopardize the interests of the Association or any member thereof. This Committee, together with the Secretary, also shall edit all reports of the Convention furnished to the trade papers.

NEW

BY-LAWS

ARTICLE VI

COMMITTEES

Section 4. Publicity and Press: The President shall appoint annually a Publicity and Press Committee consisting of five members, whose duties shall be to furnish the press with such information as in their judgment the public might find interesting and which shall not in any way jeopardize the interests of the Association or any of its members. This Committee together with the Secretary shall edit all reports of the annual conventions or other meetings of the Association.

OLD

ARTICLE XII

QUORUM

Section 1.—Meetings: Delegates of five clubs shall constitute a quorum for the transaction of business at any special meeting and a majority of the delegates, in person or by alternate, registered at an Annual Convention.

Section 2. Board of Directors: A majority of the Board of Directors shall constitute a quorum for the transaction of any business which may regularly come before it.

Section 3. Executive Committee: A majority of the Executive Committee shall constitute a quorum for the transaction of any business which may regularly come before it.

NEW

ARTICLE XII

QUORUM

Section 1. Meetings: Delegates of ten Clubs shall constitute a quorum for the transaction of business at any meeting of the Association.

Section 2. Board of Directors: A majority of the Board of Directors shall constitute a quorum for the transaction of any business which properly may come before it.

Section 3. Executive Committee: Five members of the Executive Committee shall constitute a quorum for the transaction of any business which properly may come before it.

Convention Committees Named

President Peters:—I should like at this time to announce the personnel of the committee to nominate your officers, directors, and soon, for next year, and of the committee on press arrangements, also to name the sergeants-at-arms for this convention:—

Nominating Committee

W. B. Gregg, chairman; L. T. Minehart, T. F. Moneypenny, R. McC. Bullington, March G. Bennett, C. J. Caspar, F. M. Brininstool.

Press Committee

C. F. Beatty, chairman; J. C. Drouillard, H. O. Gibson, W. J. Lawson, W. A. Myers, E. T. Holmes.

Sergeants-at-Arms

A. J. Ferbert, chief; George Vick, W. H. Weber, H. L. Schneider, C. A. Beach.

President Peters:—If any of the gentlemen whose names have been read are not in the room I assume that you will get in touch with them.

Has the secretary any announcements to make?

Attendance Prizes Announced

Secretary Horgan:—Yes. I have been asked by the committee in charge of the attendance award banners to make a brief announcement. This committee, by the way, is composed of Mr. Cheesman, chairman; John Henry Coon, Wells Martin, and George W. West.

A silk banner (similar to the one hanging here) will be awarded to a club in four different classes, whose delegates and alternates combined show the best percentage representation at the business session of the association.

One banner will be awarded to the club having thirty or more accredited representatives. One to the club having fifteen to twenty-nine accredited representatives. One to the club having ten to fourteen accredited representatives. One to the club having one to nine accredited representatives.

The roll call will be made within five minutes after the session is called to order, and the percentage will be based on that call and a report made on the percentage basis at each meeting. The banners will be awarded at the final session.

I would like to announce that immediately after the adjournment of this meeting the reception to President and Mrs. Peters will take place on the mezzanine floor. Following the reception there will be general dancing here in the ball room.

All of the business sessions at the Thursday and Friday meetings will convene in this room at ten o'clock. Tomorrow morning we are to have an address from one of Cleveland's leading business men and bankers, Col. Leonard Ayres, and we would like to compliment this distinguished gentleman by a very large and representative attendance.

President Peters:—A motion to adjourn is in order.

Mr. Chatfield:—I make it.

(The motion was seconded and carried, whereupon the meeting was adjourned at 11:20 p. m.).

Thursday, October 22

Second Session, Thursday Forenoon

The meeting convened for the second session at 10:10 o'clock, Thursday forenoon, President Peters presiding.

President Peters:—Gentlemen, will you please come to order?

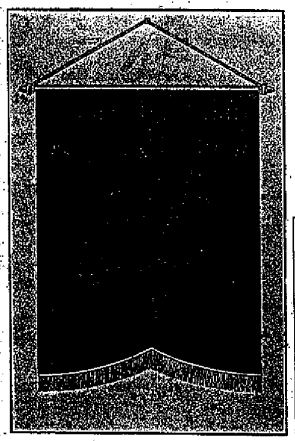
You were all so completely welcomed last night that I shall not take up much time to attempt to welcome you to the opening of this convention, because you all know you are welcome. And in proceeding to business, as you know, a little innovation has been introduced this year through the offer by Harry J. Schnell, of the Oil, Paint and Drug Reporter, of these banners for attendance of the various delegates at these business sessions. And in order to make clear to you the rules under which this contest is to be conducted I shall ask Mr. Cheesman, the chairman of a committee appointed to prepare these rules, to announce what they are. Mr. Cheesman, will you kindly inform us of those rules?

Mr. Cheesman:—A silk banner will be awarded to a club in four different classes whose delegates and alternates combined show the best percentage representation at the business sessions of the association. One banner will be awarded to the club having thirty or more accredited representatives; one to the club having fifteen to twenty-nine accredited representatives; one to the club having ten to fourteen accredited representatives; and one to the club having one to nine accredited representatives. The roll call will be made within five minutes after the session is called to order, and the percentage will be based on the call and a report made on the percentage basis at each meeting. The banners will be awarded at the banquet.

That it all, Mr. President.

President Peters:—If that is clear, the secretary might now proceed with the calling of the roll because just five minutes have elapsed.

Secretary Horgan:—As the roll is called the delegates and the alternates of the different clubs will please rise so we can count them and record them. The attendance record for the morning session was as follows:—Atlanta, 6; Baltimore, none; Birmingham, none; Buffalo, none; Central New York, none; Charlotte, none; Chattanooga, none; Chicago, 1; Cincinnati, 1; Cleveland, 1; Colorado, 1; Columbus, 1; Dallas, none; Dayton, none; Detroit, none; Duluth, none; Fort Worth, none; Golden Gate, 3; Houston, none; Indianapolis, none; Kansas City, none; Los Angeles, none; Louisville, none; Macon, none; Memphis, 1; Miami, 1; Milwaukee, 4; Minneapolis, St. Paul, none; Nebraska, none; New England, 8; New Orleans, 1; New York, 28; Oakland, none; Pensacola, none; Philadelphia, 2; Pittsburgh, 1; Portland, Oregon, none; Puget Sound, none; Richmond, none; Rochester, none; St. Louis, 1; San Diego, none; Savannah, none; Terre Haute, none; Toledo, none; Toronto, 1; Utah, none; Washington, none.



Attendance Prize Banner
Offered by Oil, Paint and Drug Reporter.

Frank Cheesman:—In order to be fair I suggest that the next roll call be started at the other end of the alphabet and work up so that the w's will not have any advantage over the a's, New York remaining in the middle, as usual.

R. O. Walker:—May I at this time say one word to the delegates of the New York club? I expect you all to be here at every session to support President Peters and the administration in the work that they are doing. If you for any reason find it impossible to be present at any one session, you have a list of the alternates and it is your duty to provide an alternate who registers in your name for that particular session.

Reception of Delegates

President Peters:—Thank you very much, Mr. Walker. I am quite sure that, when the result of this roll call becomes known, at succeeding sessions a better attendance will be attained.

At this time on our program we have a number of delegates from other associations that are visiting us, and we would like to welcome them and call upon them at this time.

We are very glad indeed to receive the delegates from the National Association of Paint Distributors. Their president is here, and I will call upon Carl Watter.

Paint Distributors

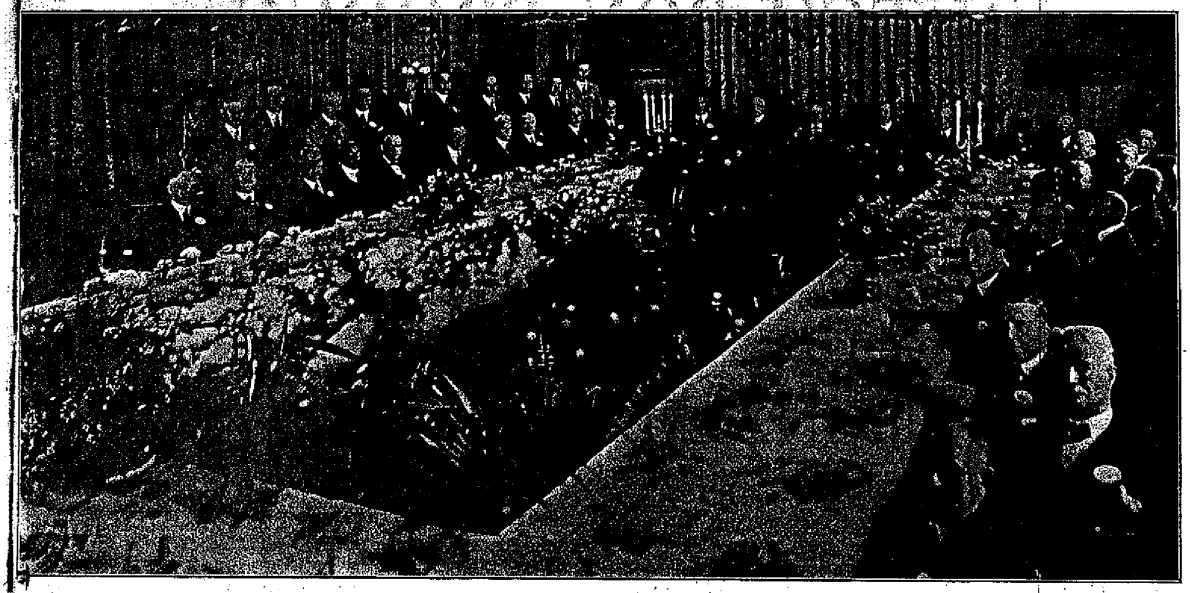
Carl Watter:—It is to be considered a distinct honor to be welcomed to your convention, and the National Association of Paint Distributors whom I represent here today are proud of their connection with this great industry, one that has been truly named "in the public service." I wish to assure you that we realize the necessity of co-operation, that our industry can function smoothly only by having each part work in harmony with the other portions of the whole.

We feel the responsibility of being that necessary agent for the transmission of paint between the producer and the ultimate consumer. It is the distributor who pays out the line and takes up the slack between the manufacturer and the retail outlet. Our position brings up very close to our membership that is, to the members of this association and makes the solution of your problems a matter of moment to each one of our membership. And I firmly believe that I echo the sentiment of our entire membership when I pledge to you our full measure of co-operation. I thank you.

Carl H. Dabelstein
Delegate from Master Painters

President Peters:—Thank you very much, Mr. Watter; we are very glad, indeed, to have you with us.

We also have delegates with us from the International Association of Master House Painters and Decorators of the United States and Canada. In this connection I would like to say that your



Luncheon Given by President E. V. Peters to the N. P. O. V. A. Cabinet

Seated at table, from the left:—C. K. Williams, H. H. Hill, T. F. Monypenny, R. O. Walker, G. V. Horgan, D. W. Figgis, Richard Moore, G. C. Morton, P. H. Callahan, R. McC. Bullington, R. B. Robinette, E. T. Trigg, E. V. Peters, E. J. Cornish, R. J. Hayes, N. B. Gregg, J. Sibley Felton, S. H. Stewart, R. S. Wessels, C. R. Cook, H. F. Brooks, C. F. Watter, W. D. Foss, L. T. Minehart.

Standing, at left:—Walter F. Marks, R. S. McKay, E. H. Stichel, L. M. DuCommun, M. M. Goldsmith, C. F. Speh, A. E. Daum, F. J. Sampson, P. F. Whalen, H. E. Platt.

Seated back from table, at right (read down):—F. P. Cheesman, A. S. Somers, F. M. Brininstool, J. F. Kurfess, W. C. Beschorman.

sident and secretary had the honor of tending their convention held in Des Moines in February, I think it was, and during the year we have received very hearty co-operation from that organization. And we are very glad, indeed, to have their representatives with us today, and I shall call on Mr. Dabelstein, their legal secretary, to respond.

Master Painters and Decorators

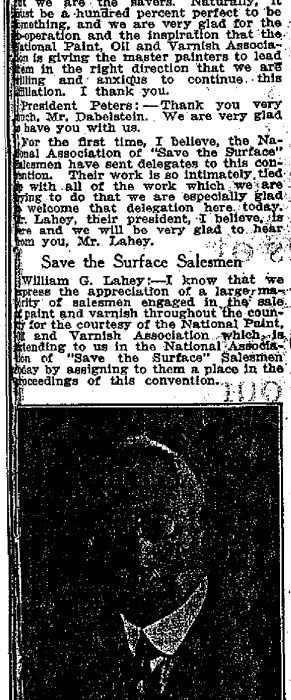
Carl H. Dabelstein:—As delegate from the International Association of Master House Painters and Decorators, I can truthfully say I express their sentiments when I say we are glad to be with you. We have been sent here at the courteous invitation from your officers to represent our association, to listen and learn, and from what I have been observing since my coming here to this hotel, there is considerable that we can learn. And through the exchange of delegates from our convention to your convention, I think that we can establish such close affiliation that our industry will be no doubt the first great industries of the nation. We can wipe out that fence that was so ably explained here last night, where the secrets on one side were kept from the people on the other side. We claim in saving the surface that the manufacturers supply the material, but we are the savers. Naturally, it must be a hundred percent perfect to be something, and we are very glad for the co-operation and the inspiration that the National Paint, Oil and Varnish Association is giving the master painters to lead them in the right direction that we are willing and anxious to continue this affiliation. I thank you.

President Peters:—Thank you very much, Mr. Dabelstein. We are very glad to have you with us.

For the first time, I believe, the National Association of "Save the Surface" salesmen have sent delegates to this convention. Their work is so intimately tied up with all of the work which we are trying to do that we are especially glad to welcome that delegation here today. Mr. Lahey, their president, I believe, is here and we will be very glad to hear from you, Mr. Lahey.

Save the Surface Salesmen

William G. Lahey:—I know that we express the appreciation of a large majority of salesmen engaged in the sale of paint and varnish throughout the country for the courtesy of the National Paint, Oil and Varnish Association which is extending to us in the National Association of "Save the Surface" Salesmen today by assigning to them a place in the proceedings of this convention.



W. G. Lahey
Delegate From Salesmen's Association

The National Association of "Save the Surface" Salesmen and the twenty-five local salesmen's clubs are doing all in their power to raise the standards of selling in the industry. They are inculcating ethics and cultivating personality. They are eliminating the unscrupulous on the road and before the public the salesman represents and actually is his house. These clubs tend to so that your house is fairly and honestly represented. The influence of the clubs is being extended.

Ten new clubs were organized this year, located in Birmingham, Dayton, Jacksonville, Louisville, Memphis, Miami, Mobile, New Orleans, Richmond, and Tampa. But we need your encouragement to further the work.

Every paint club city should have a salesmen's club. Paint clubs are realizing it is worth their while to encourage salesmen's clubs and help develop them into strong, healthy groups of business creators. More and more are manufacturers coming to see the value of having their salesmen active in club work.

We have practically arrived at our objective, to double the industry in 1926, fifteen months ahead of time. It was a big sales contest. The slogan of our club was "Through us a great industry moves forward."

Organization and co-operation have done big things for our industry. The higher degree by which these qualities are developed among salesmen, the greater will be the volume of business produced by salesmen.

A special committee of the National Paint, Oil and Varnish Association to co-operate with the salesmen's endeavors would help in educational advantages. We are all for one and one for all; that which benefits one of our group, benefits all. Let us have more organization and more co-operation among our salesmen. It will promote constructive rather than destructive competition.

We are greatful for this opportunity in order that you may know that salesmen are organized with a serious purpose in mind to promote to the best of their endeavors all movements designed for the benefit of the paint and varnish industries.

We express our thanks to all members of the National Paint, Oil and Varnish Association who have in any manner assisted or encouraged the progress of the salesmen's associations. As national president of the "Save the Surface" salesmen, I wish to acknowledge the kindness extended by Charles J. Roh, who, during his presidency of the Newark paint club, afforded us the opportunity to express our desires at one of its meetings; for a place on this program and also to George Horgan, who did not hesitate to do all that he could to make it a reality. I thank you.

President Peters:—Mr. Lahey and his organization, gentlemen, have been a very important factor in assisting the industry to achieve this wonderful accomplishment of doubling the industry ahead of time. We are very glad, indeed, to have you here and to have you join with us in these sessions of ours.

The next order of business, gentlemen, is now to receive the report of the committee on constitution and by-laws, Frank P. Cheesman, chairman. Mr. Cheesman.

Changes in Constitution and By-Laws Discussed

Frank P. Cheesman:—Your committee on constitution and by-laws is glad to state its report this year will be somewhat brief, although we believe we have some important recommendations to submit. The following amendments to the constitution and by-laws are submitted by the committee, Carl H. Black, F. P. Cheesman. I hope that you have a copy of this report. There have been two changes made in it since it was printed.

Executive Committee Changed

The old constitution, article III, section 6, reads, "The president, his immediate predecessor in office, vice-presidents and treasurer of the association shall constitute the executive committee."

Frank P. Cheesman
Chairman.
Committee on Constitution and By-Laws

That has been changed to read in a new section 6, "Executive Committee:—(a) The President, his immediate predecessor in office, Zone Vice-Presidents, Treasurer, and three ex-Presidents of the Association (who are active members shall constitute the Executive Committee."

This is an addition to the Executive Committee of three ex-Presidents to be nominated and elected.

(b) The 1925 nominees of Ex-Presidents of the Association for membership on the Executive Committee shall be divided into three classes, each class to consist of one Ex-President; the first to serve for one year, the second to serve for two years, and the third to serve for three years. In the years succeeding 1925, the Ex-President whose term expires shall be replaced by an Ex-President elected for a term of three years.

The President shall invite the president of the Paint Manufacturers' Association of the United States and the president of the National Varnish Manufacturers' Association to attend all regular meetings of the Executive Committee in an advisory capacity.

I think we had better take a vote on that. I move the adoption of the above. (The motion was seconded).

President Peters:—It has been moved and seconded that we adopt this change. Is there any discussion? If not, all in favor will signify by saying "aye," contrary, "no." It is carried and so ordered.

I neglected to say that the board of directors yesterday approved this proposed change.

Mr. Cheesman:—Article IV of the constitution, section 5, duties of the auditors. The present constitution reads:—"It shall be the duty of the Auditors carefully to examine and check the vouchers and report of the Treasurer and submit a signed statement to the Association at the first business session, giving the result of such examination."

In the proposed new constitution, the old section 5 as just read is to be entirely eliminated and will be made a part of article VI, section 1, of the by-laws; the old section 6 and 7 of article IV to become 5 and 6 respectively. We will take that part up later. That comes in a little later.

Section 7, board of directors. The only change made in the old section 7 is to eliminate the last paragraph which reads: "They shall elect at their meeting held the day before the convention three members of the board to act as auditors." This is taken care of later on.

Article III of the by-laws, as it reads now:—"Section 1. Delegates (last paragraph): Each delegate shall be entitled to 10 votes upon all questions coming before the Association which requires action by vote of the delegates."

I move its adoption.

(The motion was seconded.)

President Peters:—The board approved that proposed change. Those in favor will please say "aye"; contrary. It is carried.

Voting Procedure Defined

Mr. Cheesman:—Section 5, as now, "Voting Power:—Delegates or their alternates, together with others as provided in Sections 3 and 4 of this Article, shall constitute the voting power of this association."

That was amended but the amendment as printed, in the printed copy, has been eliminated and a new one inserted in its place which reads:—

Voting Power.—At all meetings of the association a properly approved motion or resolution, except election of officers, amendments to the constitution and bylaws and appropriations may be adopted by a majority vote of the members of the association present.

A qualified delegate may demand a vote by roll call of delegates. Said vote may be taken at once or during the next regular business session. And only the delegates or their alternates, as provided in sections 1 and 2 of this article, together with others as provided in sections 3 and 4 of this article, shall be entitled to a vote. The result of a vote by delegates shall supersede the result of a vote on the same question by the membership at large.

Henry L. Calman:—Was that "properly approved motion"?

Mr. Cheesman:—"Properly approved motion or resolution." That means that in order to be a properly approved motion or resolution it has to be submitted before its presentation to either the resolution committee or the board.

W. T. Sheffield:—For my own information, I would like to ask what is the method of electing the directors? For instance, Mr. Stewart is our director, but at the conclusion of his term when we have another director from Chicago, is that director elected by the local club or is he elected by the national association?

Mr. Cheesman:—The name of the director should be suggested by the local club to the secretary in advance of a meeting of the convention, and he will then be nominated by the nominating committee.

Mr. Sheffield:—I was not clear on that.

Mr. Cheesman:—Any club not sending in a name, the nominating committee will then elect a name from that club at their discretion.

President Peters:—The board approved this proposed change for your information. It has been moved and seconded that it be adopted. Is there any further discussion of this subject? If not, those in favor will please say "aye"; contrary "no." It is carried and so ordered.

Mr. Cheesman:—Section 7 of Article III now reads:—"Floor Privilege. Honorary members and members of clubs in good standing, who are not delegates, shall be entitled to the privilege of the floor, but shall not vote. This privilege can be extended at any meeting to delegates or representatives from other organizations, or to other individuals, upon a two-thirds vote of the members present."

That has been changed to read; "Floor privilege:—Honorary members shall be entitled to the privilege of the floor without voting power. The privilege of the floor at any meeting can be extended to delegates or representatives from other organizations or to other individuals, upon favorable vote by two-thirds of the members present."

There is hardly any change in that, just a little change in the grammar of it. I move its adoption.

Mr. Calman:—Mr. Cheesman spoke of corrections in grammar. I would like to suggest another, that the word "may" be substituted for the word "can."

President Peters:—Those in favor of the adoption of this change will please say "aye"; contrary. It is so ordered.

President To Name Auditors

Mr. Cheesman:—Article VI of the by-laws, committees. The proposed change in this article is the insertion after the appointment of the arbitration committee of an auditing committee by the president consisting of three members. It will read:—

Auditing—It shall be the duty of the Auditing Committee carefully to examine and check the vouchers and report of the treasurer and submit a signed statement to the association at the first business session, giving the result of such examination.

This merely puts the auditing committee from a committee which in the past has been appointed by the board at a meeting held only the day before the convention, transfers them into a standing committee to be appointed shortly after the president's election, so that they are on the job the whole year.

Our treasurer was not on the job last night, and we felt that something should be done about the matter. Of course, as I mentioned then, he is heavily bonded so if we miss him, we miss nothing else.

The other change in article VI is the insertion of "Master Painters Committee" before "Membership Committee." That cuts out their present location, which was section 4 of a special committee and puts them in as a standing committee to be appointed by the president.

Those are the only two changes with the exception that it will require renumbering of a number of sections.

I move its adoption.

President Peters:—The action of the board was favorable upon this proposed change.

Mr. Calman:—The first thing to do is to vote on the elimination of those provisions where the auditing committee is eliminated. Those provisions referring to the auditing committee are now in the constitution, as I understand it.

Mr. Cheesman:—The gentleman is quite right. Vote on the elimination first and on the substitution second.

I move that we eliminate the provision as previously explained of the duties of the auditing committee.

(The motion was seconded by Mr. Calman, was put by the president, and was carried.)

Year-Round Press Committee

Mr. Cheesman:—I am very glad that we have such an able substitute for Charley now. I will get those two fighting and I may do better work.

Article VI in the old constitution now reads:—

The President shall appoint at the first session after the preliminary opening of the Annual Convention a Press Committee consisting of five members, whose duties shall be to furnish the daily press at the end of each business session such information as in their judgment the public may find interesting, and which shall not in their judgment in any way jeopardize the interests of the association or any member thereof. This committee, together with the secretary, also shall edit all reports of the convention furnished to the trade papers.

It is suggested that this be changed to read under the new heading of section 4:—

Publicity and Press—The President shall appoint annually a Publicity and Press Committee consisting of five members, whose duties shall be to furnish the press with such information as in their judgment the public might find interesting and which shall not in any way jeopardize the interests of the Association or any of its members. This committee together with the secretary shall edit all reports of the annual convention or other meetings of the association.

I move its adoption.

(The motion was seconded by Mr. Chatfield.)

President Peters:—The action of the board was favorable. Those in favor will please say "aye"; contrary. It is so ordered.

Quorums Are Re-defined

Mr. Cheesman:—Article XII of the by-laws now reads:—"Section 1—Meetings:—Delegates of five clubs shall constitute a quorum for the transaction of business at any special meeting and a majority of the delegates in person or by alternate registered at an annual convention."

The only change in this article is to change the number. It is printed as "fifteen clubs," but the board changed it to read "ten clubs," so it would now read:—"Section 1—Meetings. Delegates of ten clubs shall constitute a quorum for the transaction of business at any meeting of the association."

I move its adoption.

(The motion was seconded.)

President Peters:—The action of the board was favorable. Is there any discussion of that proposed change? Those in favor will please say "aye"; contrary. It is so ordered.

Mr. Cheesman—Section 2, board of directors:—"A majority of the board of directors shall constitute a quorum for the transaction of any business which may regularly come before it."

The only change is to eliminate the word "regularly" and put in "properly." Charley got in ahead of our sub-committee on that!

I move its adoption.

President Peters:—That received the favorable recommendation of the board. Those in favor will please say "aye"; contrary "no." It is carried.

Mr. Cheesman:—Section 3, executive committee:—A majority of the executive committee shall constitute a quorum for the transaction of any business which may regularly come before it." That is the way it reads now. We proposed to amend it and say:—"Section 3, executive committee. Five members of the executive committee shall constitute a quorum for the transaction of any business which may properly come before it."

I move its adoption.

President Peters:—That, too, received the favorable action of the board. Those in favor will please say "aye"; contrary. It is carried and so ordered.

Mr. Cheesman:—That concludes the report, and I move the adoption of the report as read in its entirety.

(The motion was seconded.)

President Peters:—You have heard Mr. Cheesman's motion. It is that this report be approved in its entirety. All those in favor will please say "aye"; contrary "no." It is carried.

Mr. Horgan, have you something to present in connection with this matter?

Secretary Horgan:—In acting upon the entire report the board of directors offered a motion, through Mr. Cornish, duly seconded, that the entire report be approved with the changes which Mr. Cheesman has covered; also that the appreciation and thanks of the organization be extended to Mr. Cheesman for the watchfulness and care with which his committee has so carefully guided and safeguarded the subject.

Mr. Cheesman:—Might I make an amendment to that? I would like to include Mr. Casper, Mr. Black and Mr. Calman in that.

President Peters:—Those in favor will please say "aye"; contrary "no." It is carried.

Mr. Cheesman, I think it is very much in order.

The next report, gentlemen, to be received at this time, is the report of our legislative committee. Mr. Arthur S. Somers, the chairman of that committee, has guided its destinies for so many years that we are glad to welcome him.

Summary of Legislative Activities

Arthur S. Somers:—I hope that the members will bear with me because of the condition of my voice and throat through a grippe attack that I have been suffering from for over a week. I don't know whether I can make myself intelligible very far from this platform.

This report is the usual report that is presented by your committee at this time of the year, recounting the activities of the committee and reciting also the activities of those who are endeavoring to foist upon the industry legislation of one kind and another that may not be unaccompanied by considerable embarrassment and entail

Arthur S. Somers
Chairman
Committee on Legislation

considerable unnecessary expense and require a great duplication of effort at a time when we are seeking to conserve our forces, to economize in the matter of expenditure of effort as well as of money and to harmonize and co-ordinate in the spirit of co-operation our endeavors in the hope that these will lead to a better understanding, a closer companionship and mutual benefit generally.

Notwithstanding this desire so frequently expressed at this convention from time to time, iterated and reiterated by your officers and those who do you the honor to visit and speak to you, there is a tendency abroad in the land to attack business and more especially big business. I think we are to be congratulated—and this is all incidental to this report and I had not thought of injecting it until the matter came to my mind at the moment—and I should like to see this organization, representing as it does one of the most important industries in the United States, tremendous in its activity and immense in the bigness—I use that term though it may sound rather contradictory—of its financial power, and also the extent to which it serves to employ members of our people, before it concludes its deliberation some note of the fact—and perhaps I could be tried, convicted and hanged for treason for making the statement—that we have at Washington a man who conserves what we have come to regard as the best forces of intellect, of morality, reaching to high standards of statesmanship, who is keenly alive to the growing tendency of the times and who is not swerved nor swayed by irrational impulse, but who is seeking to win by his close attention to the affairs of the government the confidence of the people in the hope that he may lead them sanely through the programs inaugurated by various political, social and other bodies, and that he may restrain and retard the tendency of those who would destroy the thing that is because it is big and that would seek to divorce from possession the thing that is possessed by him who possesses it.

I think we ought to acknowledge the fact that from New England came a quiet, cultivated, unobtrusive gentleman into the Presidency of the United States and in whom is fast reposing the confidence to which I have alluded.

I have, as some of you perhaps will recall, a great deal of experience with public men, with politicians. Some people think I am a politician myself. I have never gotten beyond the idea of hoping that some day I might be one. I have been very close to it. I am always conspicuously numbered among those who "also ran." However, seriously, if we had more "also-rans" in our industry, if there were more "also-rans" distributed among business men, whose sole purpose was to keep a check upon the impulse of the people and who had no personal motive nor desire nor ambition to serve, I think we would be much better off.

We have been living in a fool's paradise for a great many years and consoled ourselves with the thought that it was very clever on our part "to pass the buck" and "let George do it." The man who imposes himself actively in public enterprises is accused instantly of ulterior motive. That is the reason why I suggested a moment ago that this organization ought in connection with its deliberations upon the important questions we have gathered to dispose of, to turn aside for a moment and think of the great work that is being done in our behalf and in behalf of all industry by those who are charged with the administration of government.

I am not going to recite Frank Cheesman's poem, something that tells you to do it now or stay with it now— don't know what it is. There are 17,453 people in the United States who have heard that poem from Frank so often that they can recite it backwards, but I can't think of two lines of it.

I applaud the sentiment just the same. Let's do it now while we are gathered in session. I hope that in this convention, this suggestion of mine, which is an ejaculation that wasn't on the program nor intended, may bear fruit and that we may deem it worth while to act upon it.

During the past year we have had a very active season as far as legislation is concerned. I shan't attempt to read this report. It is rather lengthy, but I think you are entitled to a summary of it, because, after all, you are not interested in the assembly of words to make phrases and paragraphs and a lengthy report.

I will confine myself, therefore, to stating that following out the suggestion made by your committee a year ago who found that this work was growing so burdensome that it was exceedingly difficult for a busy business man to give it the close personal attention it desired, and that it had become so important and was so threatening and continued to be that the services of some one might be employed who would devote a great deal of his time and who would not have a thousand and one matters to attend to.

For that reason, through the co-operation of the Paint Manufacturers' Association of the United States and the National Varnish Manufacturers' Association we were enabled to secure the services of W. J. Pitt, who during the year has done the active field work for the committee and has been the instrument used to establish the contact between the central committee and the various local committees representing local clubs in all sections of the country who, in turn, handle a situation that might arise in their particular district, with the result that the work of the central committee has been very much lightened and the burden lifted from our shoulders, and we have kept up the enthusiasm among the local clubs in the interest toward which the committee has for so many years (I think 15 or 20 now) been devoted.

I, therefore, pass over any further reference to the method of watching this work.

We have had legislative work to do with in Alabama, California, Florida, Georgia, Illinois, Iowa, Michigan, Montana, New York, Oregon, Pennsylvania, Tennessee, Wyoming and in the Federal Congress.

Briefly, in Alabama, the city of Birmingham through its local council passed an ordinance imposing a license fee of $125 upon each spray gun used in the city of Birmingham. Think of it! I don't know where we are going to get if this sort of thing persists. The ordinance passed. It is a law, a local law. There is doubt as to the constitutionality of the law if we can invoke the Constitution in the matter of interpreting local ordinances. I don't know that we can, but at least there is sentiment enough down there, I believe, to successfully defeat or bring about the repeal of this pernicious ordinance.

The local organization in that section is very keenly alive to the menace that this imposes, and I am quite sure that their effort will result in its entire repeal.

In California a paint formula-labeling law was introduced but it didn't get very far. Of course, we have the usual anti-spray machine legislation there, which also failed to attract very much attention.

In Florida the bill requiring formula-labeling on all paints and providing very heavy fine and imprisonment was opposed. It came very near attracting serious attention but, fortunately, the Legislature adjourned without reaching its consideration.

In Georgia the State adopted a statute, passed a statute, in accord with the Federal act, covering the manufacture, sale, distribution of naval stores, all of which is in line with the policy of your committee to secure that legislation wherever it is possible.

In Illinois we failed to get out of the committee our bill along the same lines.

In Iowa there was an amendment to the prohibition law for the purpose of relieving the industry of some of the restrictions imposed upon it now by the present co-ordinate law that is based upon the Federal prohibition law.

In Michigan a naval stores bill was passed along the lines of the Federal naval stores act.

In Montana the Legislature there passed a bill which amounts really to a resolution, opposing any reduction of the duty on linseed oil and flaxseed. The State can't pass a law that will amount to anything except a resolution, but I anticipate that that is for use in the coming Congress.

Numerous bills were introduced in the State of New York affecting the paint industry through proposed amendments to the workmen's compensation law and anti-spray machine laws and some paint formula laws, which didn't get very far. We managed to come through in New York State without any legislation whatsoever affecting us.

In Oregon a bill was introduced to prohibit the use of the spray guns, and that was defeated.

In Pennsylvania a bill preventing the use of spray guns was reported out of the committee, but it did not pass. But the department of labor has drafted a tentative code of regulations to govern the use of this form of equipment. An important feature of this draft is to prohibit the spraying of any product containing benzol. You see they are very active. Your committee has been in conference with the department and is co-operating with them to bring about the adoption of a code that will be based upon intelligent and impartial investigation. In every instance the committee has not taken the position that this, that or the other thing must not be done, but we try to discuss the matter and arrive at a reasonable understanding based upon a clear conception of the real facts.

They had a bill introduced in the house there "to regulate the manufacture, development, use in manufacture, sale, storage and transportation of alcohol and alcoholic liquids containing one-half of one percent or more of alcohol—requiring daily records of transactions not only as to alcohol but all substances in liquids in which the stated quantity of alcohol is used and providing inspection at all times."

Well, you can imagine what legislation of that kind would mean. This bill aroused considerable opposition from the manufacturing interests of the State and we attribute to their efforts the defeat of the bill.

There was a composite bill introduced in the House to present the paint bill which is our model bill in such manner as to tie it in to the Federal naval stores act. The section of the consolidated bill relating to naval stores was changed before passage in a satisfactory manner. I shan't go through and read the change that was made, but as it finally met with approval it was perfectly satisfactory to all interested.

In Tennessee the usual anti-spray bill was introduced and defeated.

In Wyoming a paint bill was introduced and defeated.

In Congress an attempt to amend the national prohibition act to provide for a bureau of prohibition in the Treasury Department, and to place its personnel under the civil service act. That is all looking toward the establishment of a permanent organization that will forever be an octopus upon this country and will grow as all civil bureaus have grown from the foundation of government. It means that not only the vast millions that are now being expended for the enforcement of a law which is not being enforced will continue to be spent, but very much more in excess will be required to pay the salaries of this great department that is beginning now to build itself into one of those impregnable forces that stand as a governmental institution organized for the purpose of continuing people in office. That is just beside the question, but it is really what is back of this movement.

Now then, your committee is very much indebted to the legislation committees of the various local paint clubs for their assistance to the committee, which has contributed greatly to its success during the past year. We urgently recommend that each paint club appoint a legislation committee if they have not one now, in order that there may be the closest possible co-operation with the central legislative committee in all legislative matters.

The peculiar processes of legislation, the serious consequences often involved, and the need for vigilance and timely action renders such a committee indispensable to a well-ordered club. A grave responsibility devolves upon our constituent clubs in this matter. If we have local legislative committees composed of members who are best qualified in legislative practice, who are vigilent in their communities to follow closely the introduction of bills and ordinances in their legislatures or local councils, and who promptly communicate the facts to the central legislative committee, by wire or telephone, if necessary, to secure their advice and co-operation, our legislative machinery will function with the maximum efficiency, the least effort and expense, and our industry will in no case suffer from adverse legislation enacted through default.

It will interest you to know that during the past year we have spent the sum of $1,044.04, and our receipts were $1,156.92, and we have a balance on hand of $112.88. We are asking that instead of the usual appropriation of $1,500 being made up of $500 contributions from each organization that the sum of $250 be requested from each organization, making a fund of $750 with which the committee believes that it can successfully get through the coming year when we will have what is known as a short legislative session. It will be the year in which but eleven or twelve of the legislatures meet as against the last year, when nearly all of the legislatures were in session.

I want to say to you that I do appreciate very sincerely the splendid spirit of co-operation that has been manifested everywhere and the appreciation that has been so cordially extended to the work of your committee. It has been a real pleasure to serve. It has entailed some labor, but it has been the kind of labor that is joyous because of the fruit that grows from your endeavor, and the appreciation so splendidly manifest by those for whom you are working and serving. And if there were no other compensation than this, your committee thanks you indeed for the privilege that you have given to them to serve you in this capacity.

Report of Committee on Legislation

Pursuant to the resolution adopted at the last annual convention with respect to the handling of legislative matters for the three Associations, a joint committee of representatives of these Associations met December 12, 1924, and after discussion it was decided that the Central Legislative Committee, consisting of the following, be continued, viz:

A. S. Somers, Chairman
E. V. Peters, President
G. V. Horgan, Secretary
} Representing National Paint, Oil and Varnish Association.

E. S. Phillips—Representing Paint Manufacturers' Association.

L. V. Pulsifer—Representing National Varnish Manufacturers' Association.

E. T. Trigg, Treasurer.

G. B. Heckel, Secretary—Representing Paint Manufacturers' Association of the U. S.—National Varnish Manufacturers' Association.

Further, that Mr. Wm. J. Pitt, Promotion Manager of the Paint Manufacturers' Association of the U. S.-National Varnish Manufacturers' Association, be delegated to handle legislative matters and to keep in close touch with Chairman Somers as occasion warrants; also to keep Secretary Horgan advised of progress. Further, that Secretary Horgan request each local Paint Club to appoint a legislative committee consisting of one paint manufacturer and one varnish manufacturer and the President of the Club (ex-officio member), with whom the Central Legislative Committee would co-operate. Mr. Pitt was later appointed Vice Chairman by President Peters after conference with the Chairman in order to facilitate his performance of the work. A motion was also adopted to again contract with Wose & Coigne, 135 Liberty Street, New York City, to furnish legislative service in duplicate to Secretary Horgan and Mr. Pitt for the years 1925-26 (two years), at an expense of $1,250 for the period. Mr. Pitt has accordingly worked under the direction of the Chairman in the legislative affairs confronting the Committee.

The past year has been one of unusual legislative activity—42 legislatures were in session. Numerous bills adverse to the interests of the membership of the three Associations were introduced but we are happy to report that not one was passed. The following is a summary of the legislative matters handled by the Committee during the past year:

ALABAMA: There recently came to the attention of your Committee that the City of Birmingham had passed an ordinance imposing a license fee of $125 on each spray gun. It does not apply to automobile shops or furniture factories, but only to guns that are used in house painting. Details of this ordinance have not yet been received. Such a measure would not likely be sustained by the courts. Your Committee is in communication with the Birmingham Paint Club looking to its repeal. This is a novel step on the part of opponents of spray painting machines to accomplish the prohibition of the device for general painting which they have been unable to bring about through state legislatures. This measure emphasizes the need of greater vigilance by the legislative committees of the Paint Clubs if the Industry and the communities they serve are not to be denied the economical benefits of this modern method of painting. The Central Legislative Committee will promptly render all possible assistance to our local clubs if they will at once communicate the facts.

CALIFORNIA: House Bills Nos. 349-351—Paint Formula Labeling Legislation—were opposed and failed to get out of Committee.

The usual anti spray painting bill was prepared but its proponents decided not to introduce it.

FLORIDA: House Bill No. 265—requiring formula labeling on all paints and providing heavy fine and imprisonment for violation, was

opposed. We succeeded in having our Model Paint Bill substituted. The legislature adjourned without passing any paint legislation.

GEORGIA: House Bill No. 11—to adopt Official Naval Stores Standards of the United States and establish conformity between existing State Law and the Federal Naval Stores Act—was passed and signed by the Governor in August, 1925.

ILLINOIS. House Bill No. 440—embodying the provisions of the Federal Naval Stores Act—was not reported out of Committee.

IOWA: Senate Bill No. 191—Amending Section 1924 of the Iowa Code of 1924—prohibition law—was before passage further amended with relation to sale, possession, etc., of any manufactured or compounded article, mixture or substance, containing alcohol which may be converted into a beverage without any chemical process or process of distillation. Amendment which is intended to relieve industry of dry law restrictions was approved by the Governor, April, 1925.

MICHIGAN: House Bill No. 181—To establish standard grades of Naval Stores in accordance with the Federal Naval Stores Act—was approved April 3, 1925.

MONTANA: House Bill No. M-2—Opposing reduction of the duty on Linseed Oil and Flaxseed—was approved March 14, 1925.

NEW YORK: Numerous bills were introduced in the House to amend Workmen's Compensation Law with relation to occupational diseases—Bills Nos. 201-202-203-204, all of which failed to pass.

OREGON: House Bill No. 149—To prohibit the use of spray painting machines—was opposed, and as the result of conference between the Legislative Committee of the Portland Club and the Committee in charge of the bill, House Concurrent Resolution No. 13 was substituted, providing for an investigation by the State Board of Health and recommendation to next legislature of such regulations as are deemed necessary for the protection of the health of the operator.

PENNSYLVANIA: House Bill No. 1582—To prohibit the use of spray painting machines—was not reported out of Committee. However, following close of the session the Department of Labor and Industry drafted a tentative code of regulations to govern the use of spray painting equipment. One important feature of their draft is to prohibit the spraying of any product containing benzol. Your Committee has been in conference with the Department and is co-operating with them to bring about the adoption of a code that will be based upon intelligent and impartial investigation. Hearings will be held in the Fall. Your Committee is also arranging for the co-operation of manufacturers of equipment, master painters and large users of the machines throughout the state. This situation must be carefully looked after, but your Committee believes that no regulations will be adopted prejudicial to the development of the use of spray painting equipment.

House Bill No. 1071 was introduced by the administration to regulate the manufacture, development, use in manufacture, sale, storage and transportation of alcohol and alcoholic liquids containing one-half of one percent or more of alcohol, requiring daily records of transactions not only as to alcohol but all substances in liquids in which the stated quantity of alcohol is used and providing inspection at all times.

This bill passed the Senate, was favorably reported by the House Committee, but was defeated in the House after a very vigorous campaign by its advocates and opponents. This extremely dry bill aroused the opposition of the manufacturing interests of the state, to whose efforts may be attributed its defeat. Indications are that the administration will introduce similar drastic legislation at the next session.

House Bill No. 380—This was a composite of the present Paint Law (which is really our Model Paint Bill) Departmental Regulations pursuant thereto, and the provisions of the Federal Naval Stores Act. The section of the consolidated bill relating to Naval Stores was changed before passage. The Federal Naval Stores Act—Section 5-C—provides as follows:

> "The use in commerce of the word 'turpentine' or the word 'rosin,' singly or with any other word or words, or of any compound, derivative, or imitation of either such word, or of any misleading word, or of any word, combination of words, letter or combination of letters, provided herein or by the Secretary of Agriculture to be used to designate naval stores of any kind or grade, in selling, offering for sale, advertising, or shipping anything other than naval stores of the United States Standards."

The amendment adopted in the Pennsylvania law is as follows:

> "To use in this State the word 'turpentine' or the word 'rosin' in labelling, branding or selling or offering for sale any compound derivative or imitation of naval stores as defined in Section 3 of the Act unless accompanied by the words 'substitute,' 'artificial' or some equivalent combination conspicuously shown so as to avoid deception of the purchaser."

Your Committee supported this bill as amended and it was approved April 10, 1925.

TENNESSEE: House Bill No. 678—To prohibit the use of spray painting machines—was opposed and failed to pass.

WYOMING: Senate Bill SF 84—Paint and Varnish Formula Labeling measure—passed the Senate but failed of passage in the House.

CONGRESS—HR 6645—To amend the National Prohibition Act, to provide for a Bureau of Prohibition in the Treasury Department, and to place its personnel under the Civil Service Act.

This bill, known as the Cramton Bill, failed to pass the 68th Congress. Mr. H. S. Chatfield, Chairman of the Alcohol Committee, who has actively handled this subject will doubtless give a full report thereon.

GENERAL: Your Committee is much indebted to the Legislation Committees of the various local Paint Clubs for their asistance to the Committee, which has contributed greatly to its success during the past year. We urgently recommend that each Paint Club appoint a Legislation Committee if they have not one now, in order that there may be the closest possible co-operation with the Central Legislative Committee in all legislative matters.

The peculiar process of legislation; the serious consequences often involved and the need for vigilance and timely action renders such a committee indispensable to a well ordered Club. A grave responsibility devolves upon our constitutent clubs in this matter. If we have local legislative committees composed of members who are best qualified in legislative practice, who are vigilant in their communities to follow closely the introduction of bills and ordinances in their legislatures or local councils, and who promptly communicate the facts to the Central Legislative Committee, by wire or 'phone, if necessary to secure their advice and co-operation, our legislative machinery will function with the maximum efficiency, the least effort and expense, and our Industry will in no case suffer from adverse legislation enacted through default.

While $500 from each of the three Associations was appropriated for expenses of the Central Legislative Committee during the past year, only $250 from each has been paid into the Committee's fund. As this amount was sufficient, your Committee recommends that an appropriation of $750, $250 from each Association be made to meet the incidental expenses of the Committee for the coming year.

Your Committee also tenders it thanks to the officers and members for their co-operation and aid during the past year.

President Peters:—The action of your board of directors in connection with this report of our legislative committee was to approve the report with its accompanying recommendations. The report is now before you, what is your pleasure?

R. O. Walker:—I move its adoption with a vote of thanks to the committee.

(The motion was seconded and carried.)

President Peters:—We have enjoyed very much hearing this report of the legislative committee and the incidental remarks of Mr. Somers. He has made a number of suggestions, given us some thoughts which I know this whole audience concurs in, and proper recognition and action will be taken before this convention adjourns.

The next subject on our program is the report of the flax development committee, C. T. Nolan, chairman.

C. T. Nolan:—I think it will be quite in order for me to apologize to at least a part of this audience for my presence this morning, because in the order of things of this week I was called upon to read this report on Monday afternoon before a joint session of the paint manufacturers and varnish manufacturers. So, if you will bear with me, those who heard it, accept this apology, I will assure you of a more interesting person before you in a short order. So, if it is in order, I will again read this report. I will also repeat the remarks that I made for our committee before reading it the other day, and that is, after it was written and typed and read over we came to the conclusion that it was rather in the nature of informing the younger generation and reminding the older generation in the industries that this is simply stating the whys and wherefores of the flax development committee. We haven't included in it any technical information or remarks.

C. T. Nolan
Chairman
Committee on Flax Development

Report of Flax Development Committee

The activities of your Flax Development Committees are conducted by an Executive Committee representing all interested linseed oil consumers, and producers as well. Although possible to describe the details of our work, that may not be readily done, but to summarize, the functions of the Executive Committee are:

1. Contact,
2. Confidence,
3. Support.

Contact

entails a relationship between the consumers of linseed oil and the officials and scientists of State Agricultural Colleges and Experiment Stations representing farmers engaging themselves in the flaxseed producing industry in the United States.

Confidence

is that which the flaxseed producers in the United States have in the Flax Development Committee representing the industries consuming linseed oil, the product of flaxseed, and which is expressed through the officials and scientists of State Agricultural Colleges and Experiment Stations.

Support

The qualifications are first and foremost financial; second, supplying of statistical facts and advices on existing and prospective situations affecting the flaxseed producing industry in the United States. In the work of the agricultural experts and educators of flaxseed producing farmers there has developed in recent years the necessity of their presenting the economic and competitive conditions which affect or which may sooner or later affect market value of flaxseed. In that particular respect, our Flax Development Committee has with no small measure of responsibility served to the best of its ability.

The outstanding problem of the Flax Development Committee is to secure contributions from consumers of linseed oil in the necessary total amount essential to the oil consumers' interests and absolutely required to support the agricultural colleges and experiment stations in research and co-operative work that they (only with our support) may conduct in the promotion and improvement of flaxseed production in the United States.

It was very early in the present century that the peak seemed to have been reached in acreage and in total bushels of flaxseed produced in this country. It was about the year 1908 that not only because of the migration of farmers to our Northwestern states having reached its height, as also the turning point in the extensive use of virgin soil, but more especially because of the rapidly spreading plant and soil diseases, that there occurred an alarming decrease in flaxseed production. Diminished flaxseed production followed during several succeeding years. It

was about 1910 or 1911 that the linseed oil consuming industries recognized that serious situation and formed a committee for the improvement and development of flaxseed production in the United States. Although plant diseases and soil infection were not new to scientists in agriculture, they were then forcibly impressed on the minds of linseed oil consumers. Plant diseases and soil infection detrimental to flaxseed production had existed long before that time and in a greater or lesser degree will continue a serious problem of producers, and as well the consumers of flaxseed and linseed oil.

The awakening then to the needs of linseed oil consumers and the importance of domestic production of flaxseed came none too soon. At the time of the formation of the Flax Development Committee depression in flaxseed production was making rapid strides and it took a long time to scientifically effect a decided turn for the better. The decision reached about 1910 by those engaged in the industries consuming linseed oil marked the beginning of a new era in the industry. Since then the contact between the producers of flaxseed and consumers of linsed oil has resulted in improvement in methods of flaxseed production.

A noted scientist, and one of the best observers in the Northwest, recently remarked that our Flax Development Committee has functioned effectively for flax crop development "on the farm, in the markets and in the factories." The work of education and co-operation in flaxseed production is one of perennial persistence. Higher production per acre is aimed at, and in the long run is likely to afford greater results than to be obtained from a continued call for increased acreage. The scientists engaged in flaxseed research work are year after year confronted with the fact that their accomplishments of some earlier years, and because of conditions beyond control, show gradual deterioration, hence the necessity of developing new, different and better strains which are resistant of plant and soil diseases and in the direction of increased yields per acre, as also increased oil content.

From the agronomic and general agricultural standpoint, flaxseed research work must continue indefinitely, as must also changes be made in flaxseed farming methods as experiences warrant.

Those engaged in industry directly or indirectly consuming linseed oil should recognize the fact that flaxseed development work is a matter that must be carried on indefinitely and that by the expenditure of but a fraction of one cent per gallon of the cost of the total amount of linseed oil consumed in the United States the annual outlay is very small.

Production and accessibility of domestic supply of flaxseed and the linseed oil product may be strongly and seriously contrasted with the untoward situations that would develop as result of lack or absence thereof.

Experimenting on the farms at agricultural colleges and other state farms, also co-operating with farmers is being continued in the production of mixed crops of flaxseed and wheat in some sections and flaxseed and oats in others. Expansion of these methods of flaxseed production over a widening area is making definite though necessarily slow progress. While there are many and large districts where mixed cropping may be successfully practised, it is quite certain that in the semi-arid lands of the western parts of the Dakotas and of Montana conditions are not suitable.

We here present statistics of linseed oil supply and consumption in the United States, as also the flaxseed area and production during several years past.

UNITED STATES

LINSEED OIL SUPPLY AND CONSUMPTION

(In Gallons)

Period	Stocks Production and Imports	Consumption	Carryover End of Period
Oct. 1, 1921 to Sept. 30, 1922	91,157,067	81,952,281	9,204,786
Oct. 1, 1922 to Sept. 30, 1923	101,586,061	89,366,018	12,220,043
Oct. 1, 1923 to Sept. 30, 1924	101,932,130	94,362,359	7,569,771
Oct. 1, 1924 to June 30, 1925 (9 months)	90,099,358	73,180,949	16,918,409

UNITED STATES

FLAXSEED AREA AND PRODUCTION

	Acres	Bushels
1921	1,108,000	8,029,000
1922	1,113,000	10,375,000
1923	2,061,000	17,429,000
1924	3,289,000	30,173,000
1925	3,093,000	23,200,000

The decrease of 6% in the area sown with flaxseed in 1925 from that of 1924 is all the more notable because it is not greater. Very unfavorable weather conditions, extreme cold during May and excessive, almost continued rainfall during a three weeks period in June of this year prevented preparation of soil of considerable area that under normal conditions would have been sown with flaxseed.

Mr. Nolan: If it is desired I would like to show just a flash, as it were, of a few of the things we are supplied with by those whom we support in the Northwest. It is too early when these conventions are held annually to have the details of the season's work, and therefore, the best we can do without burdening you is to show you that our committee has for last year this voluminous report from the State of Minnesota of its flaxseed work. This is one that we have, which is also very comprehensive, from North Dakota on straight flaxseed production. We have another one from North Dakota that covers solely mixed cropping. We have one here from Wisconsin. It is complete and comprehensive, of course, not so large as the others because their production is not so great. We have here the agricultural outlook for 1924 that dwells chiefly on flaxseed issued jointly by the Federal and state agricultural departments. We have another one coming out in the last year pertaining to flaxseed, and still another one. And then last winter when wheat, flaxseed and everything else were at boom prices, the thought occurred to us that maybe there would be some flaxseed moved out at those prices and not enough retained for sowing this spring, so our committee, or at least at our suggestion, the four Northwestern States got out bulletins suggesting that the flaxseed supply be conserved and the kind to conserve, that which would best produce a crop. That is for the State of Minnesota. North Dakota got out this poster along the same lines. Montana got out this one. And South Dakota is the same as the Minnesota report. That was done to save an expenditure of money.

Strains Deteriorate

In the formal report, I referred to one very important phase and feature of the thing, something that was good a while back, a few years ago isn't so good now in flaxseed. It wears out. And since I have been in Cleveland I have received here a very brief report from the State of North Dakota on some of its work this season, and I want to refer to it because it is so interesting; that is, at least to me, and I believe it will be to you, and it supports the assertion made in our formal report, that even a strain of flaxseed will sooner or later lose part of its value, if not all of it.

And in just one section of this report I observe that there are nine varieties of flaxseed in the course of development, one or two of the varieties here are old and have been in existence for some time and the enlargement of others.

NDR No. 114 has been the standard, persistent flaxseed strain for quite a number of years, not only in North Dakota but it worked well in Montana and in certain sections of the other flax States. Today under the tests that were made at the agricultural experiment station in Fargo this year it stands ninth in the list of nine as a producer per acre, so that shows that, while it has been the standard, that standard is being improved upon by a so-called "L-79" that yielded 16.97 bushels per acre on the plot at the station. And then they follow with the results of the others, which are as follows:

NDR 119	15.64
Linota	14.61
ND 40012	14.54
Stope	13.59
NDR 52	13.20
Red Wing	13.12
Winona	12.57
NDR 114	12.41

That comes as nearly telling and showing all of us the very great importance of continuing this research work, experimentation, development of new strains and better strains of flaxseed and the value of that work.

The other day I think somebody asked me to recite a few statistical figures and facts with regard to world supply and demand conditions. I don't want to impose myself again unless it is very desirable and desired by your audience. Maybe if we could get a voice from the audience, otherwise, I don't wish to take up the time.

President Peters:—Mr. Nolan has some figures which were given at the manufacturers' meeting and most of you I know were not there. If it is your pleasure to hear some of these figures which have a direct bearing on this subject, the future outlook, he is prepared and glad to give them to you. What is your pleasure? Would you like to hear them?

(The audience expressed a desire to hear them.)

Crops Move Early

Mr. Nolan:—It is observed that beginning August 1, about the time the new crop started to arrive at market, and up to the thirteenth day of October, 9,977,000, bushels, or 10,000,000 in round figures, have been received at the two large terminals. That does approximate, I believe, one-half of the production of flaxseed in the United States this year. And having moved to the markets in so short a space of time and so extremely early in the crop year, why, I think that bears considerable significance.

It may also be stated that in Canada, which is always a later mover of crops, although not much has come to the terminal markets, yet at the same time the movement up to the tenth day of October this year was pretty close to 400,000 bushels as against 108,000 bushels in the same period a year ago.

With regard to the movement of flaxseed out of the Argentine, this and other years, it may be said that dating from about this time, about the same quantity of seed remains in the Argentine produced last year and for exportation up to this time this year, as there existed at this time a year ago, and that might be, I think, safely put at eight to ten million bushels. And then having in mind the excellent crop prospects down in the Argentine, I believe it is very interesting to note that the movement of flaxseed from Argentine, during the last quarter of four or five years, and the first quarter of the succeeding years, shows us pretty much that our friends across the water buy judiciously and don't become exercised about things that they are not pretty sure about.

For instance, we hear a good deal about the cheapness of linseed oil in Europe as compared with other vegetable oils in the last three or four months, and that is at fact. Linseed oil has been cheaper, which is rather an extraordinary condition, since about the middle of June, than palm kernel oil and soya bean oil, and those are the two oils that usually go in the manufacture of green or soft soaps which are used rather extensively in Holland, Belgium and Germany for laundry and kitchen and household purposes of that sort. Since the middle of June, the linseed oil price (market value) has been cheaper than those other oils. Linseed oil in Europe has declined 12, 13 or 14 percent and the other oils have stood just about where they were in the middle of June.

If Europe is using linseed oil rather extensively in the manufacture of green or soft soaps, in the three countries mentioned, and in view of the fact that the price (market value) has gone down, it suggests to my mind, along with certain information that I have been fortunate to receive, that the consumption of linseed oil in normal channels of consumption is not keeping the pace with the consumption a while back—a year ago, or even longer.

As to the movement of flaxseed, it was thought at one time, since our crop did not turn out as well in the Northwest as we had hoped for this year, that we, of course, would be calling on the Argentine this autumn for a great deal more flaxseed than last year. From the first of August to the end of December, last year, only about 500,000 bushels of seed were shipped to the United States, and the quantity during the current August to December, I presume, will reach twelve to fifteen times that quantity. Notwithstanding that, I believe that Europe is not going to become jealous of us in our requirement of that supply, and I think these facts support that opinion.

In the last three months of 1921, which means the tail end movement of the crop, Europe took from the Argentine 6,846,000 bushels of flaxseed, and the following three months, January to March, which was the early and usually the heavy movement of the new crops from the Argentine, took 6,163,000 or a total of 13,000,000 in those six months.

The latter part of 1922 she took 3,832,000 bushels, as against 6,846,000 the last quarter of the preceding year, but in the first quarter of 1923 Europe received 12,732,000 bushels, as against 6,163,000. In the last quarter of 1923, Europe only received 2,556,000 bushels of seed out of the Argentine, which shows that she can get along with very little if the price doesn't suit her. But the first three months of 1924 saw 16,714,000 bushels shipped to Europe, when the new crop was available. In the last three months of 1924, Europe received 8,200,000 bushels, which is the largest movement in four or five years for the last quarter of a year. And therefore, during the first quarter of 1925 there was shipped to Europe only 3,908,000 bushels, which is the smallest shipment from the Argentine to Europe since 1916.

I am convinced that these facts show the equilibrium of the European buyer and consumer of linseed oil.

The Argentine Situation

The last official report from the Argentine is that there has been sown 6,500,000 acres of flaxseed this year. Last year (and this is the first year I have noted official figures with regard to abandonment of acreage—I speak now of 1924, because it produced a very poor crop) there was sown 6,320,000 acres in the Argentine and they harvested 5,377,000 acres. They abandoned acreage amounting to something like 17 percent. This year we have an ideal agricultural situation in the Argentine with more than 6,000,000 acres already known to have been sown, and if there is to be any abandonment the cause therefor must arise from now on because we have none up to this time, so that the total acreage sown this year in the Argentine is 6,000,000 as against a harvested area last year of 5,377,000 acres.

Another interesting set of figures is this:—Taking the years 1919 to 1923 inclusive, the total area sown in the Argentine to flaxseed was 22,585,000 acres. The total exportations of flaxseed from the Argentine in that five-year period was 235,000,000 bushels, which shows that there was actually exported 10.4 bushels of flaxseed to the acre sown in the five years. The 1924 acreage and the 1925 exportations are obviously not included in this computation for the reason that it was a subnormal years as to crop conditions and production and shouldn't enter into the picture or be taken in the comparison with the conditions that we believe are in prospect now, because they are ideal up to the present time.

President Peters:—It is impossible for Mr. Nolan or any one else in a few moments to give you an adequate picture of the work which this flaxseed development committee is carrying on. He can only leave a slight suggestion, but you can easily see from the picture which he draws the great amount of work which is going on and how intimately this committee, and particularly its chairman, is in contact with this great subject. The report of the flaxseed development committee is before you. What is your pleasure?

(It was voted, upon motion duly made by Mr. Calman, seconded by Mr. Felton, that the report be accepted and the thanks of the convention be extended to the committee.)

President Peters:—In this connection, Dr. John Lee Coulter, who is the president of the North Dakota Agricultural College is here. Dr. Coulter is not only a great college president, but a great man and a man that you all ought to know. He has been very helpful in all of this work, and I'd like to call on Dr. Coulter to say a word to us at this time.

Benefits of Enlightened Selfishness

Dr. John Lee Coulter:—I was reminded, as I have had the privilege of sitting in some of your meetings, of the statement some times made that the greatest institution of human society is the family, and that the family is not complete unless there is both father and mother and children. And in this connection it occurs to me that in your great business there must be on the one side, producers of raw material, and on the other side, the consumers of your product as well as yourselves.

A few years ago I think the tendency was for manufacturers and those closely associated with them, the jobbers and

others to feel that they were a group unto themselves and that they could run their own business perfectly satisfactorily, and it on the one side the producers of raw materials could look after theirs and it on the other side the public could look after their affairs that we would all get along pretty well.

Now that wasn't a family arrangement, was it, for the three groups to be pulling and hauling and quarrelling among themselves?

And so to me in my work it is a very delightful thing to see this family arrangement that is developing, especially during the last five or ten years. I am delighted to see your organization, for instance, on the one side, with "Clean-up and Paint-up" committees—the esthetic, the beautifying, the making of life attractive—on the other side, the "Save the Surface," an economic movement, also thinking of the public service, and then on another side to see your organization with a flax development committee, which is the contact with the producers of the raw materials, and that you have their interest at heart. It may, of course, be said incidentally that naturally you have your own interests somewhat in mind when you are looking out for the producers of the raw materials and that you also have your own interests somewhat in mind when you are putting on "Clean-up and Paint-up" and "Save the Surface" drives, but enlightened self-ishness, I think, is the best mark of progressive and sound and sane civilization. And if your program on the one side thinking of the public interest, and on the other side thinking of the interests of the growers, the farmers, the producers of raw materials—if that is enlightened self-ishness on your part, that is a corking good thing for your program.

I come to you this morning not to give an address, because I am not on the program and I see the clock before me and I see the rest of the program and I want to hear it, but I do come to you. I am mighty glad to have just this word with you, representing as I do primarily the producing group, because at the head of an agricultural college we are surrounded by a group of scientific workers and they, in turn, are carrying out scientific possibilities and practical possibilities to the great producers of raw materials. And I am delighted that we have an opportunity—we farmers, shall I say?—to have a contact with you. And the only way we can have this contact with you is through your flax development committee and through its chairman, Mr. Nolan, who comes out at least once a year and confers with all of us together in the whole group of States which produce the millions of bushels of flaxseed as the basis of your linseed oil part of your raw materials.

It is a tremendous service to you, to know where the market is, to know what becomes of your product, to know whether the market is developing or not, whether we may expand our production of raw materials, to know what the future prospects are, and in turn to get from you some little encouragement, because the group of producers that I represent are all small producers. Each farmer may produce only a matter of two or three hundred or a thousand bushels. That is a small business, and with 50,000 of them to deal with no one of them can keep in touch with all of you and your activities. And, therefore, no individual farmer can carry on research work. Many of you have big laboratories of research workers. No farmer can do that. No farmer can keep in touch with the world prospects, with the situation in Russia and Argentina, and only through your flax development committee are we able to keep in touch with what you are doing.

Flaxseed Industry Rebuilt

Just as an illustration:—The flax growing industry was in a precarious condition a few years ago. The acreage had been shrinking year after year, from three or four million acres on new land down to a point where it was only a million acres, only about 8,000,000 bushels. At the same time population was increasing, buildings going up, the need for paint increasing and all of the other products for which linseed is a base. But the raw material was going down, going down so rapidly that it was a dangerous situation.

Now it was only through the co-operation of your organization, your committee, that two things were possible. One was to have some research work in a group of States the result of which was a number of varieties of flax were developed that were disease resistant and higher yielding and better producing quality, so that we in turn could go out to the farmers and say, "Here is a seed which will grow on all land; which will produce enough to make it a profitable crop"; and to carry on our extension service. It resulted in figures which Mr. Nolan has given you that within the last five years the acreage has again turned upward from a million acres up to two and up to three million, and on up. And as this work goes on we now have varieties which, instead of yielding an average of seven and one-half bushels to the acre, are averaging ten and twelve and fifteen bushels to the acre, so that a continued domestic supply will be possible, an important thing.

May I say just this other thing? That other industries are showing this same sort of wonderful, fine, enlightened self-ishness, if we may call it that. For instance, the rust was attacking the wheat plant, and the great flour mills in Minneapolis and many other points saw the danger and appointed committees to co-operate with the experiment stations and research organizations and the farmers and contributed even up to a matter of a hundred thousand dollars a year toward the eradication of wheat rust, the development of rust resistant strains of wheat, and the like.

We have other illustrations, such as the sugar beet people. They have a meritorious program to find seed and to supply the seed at a good fair average cost to the farmer, and to otherwise aid him in producing the basic raw material, the sugar beet, which is, of course, the raw material for their factories and for their industry.

I could cite a number of illustrations.

Informative Service

One other line of great service to us in agriculture which your flax development committee is rendering is keeping us somewhat in contact with what is going on in other countries which are competing, because we must not go wild in producing flax, if by doing so we are not able to compete with great new supplies which may be coming from Russia or coming from the Argentine. We must work on a sound economic as well as a sound scientific, and a sound, practical program for our great body of growers. It is that contact with your industry and with the other source of supply which has tremendous merit.

Just in that connection I happened to have noted, for instance, in the last few months in the Russian areas where a system of government and a system of economics is being tried out experimentally which may be of tremendous significance to all of us. In talking with one from Russia, who is a trained scientist and a trained economist, this is pointed out, for instance:—That land in Russia now under this new system has no value; land has absolutely no value. In other words, the peasant of Russia can't rent his land. It isn't his in fact. He merely lives upon it during his life time. He can't rent it to somebody else.

He lives on it only if he works it. He pays no rent to anybody. He can't mortgage it, so he has no interest to pay. Having no interest to pay, having no rent to pay, living on it at the will of the government, he is able to produce all of his raw materials without any charge for rent or interest, without any investment in the basic plant, and doubtless he is going to be able to produce and furnish to the world market surpluses on a basis probably 20 or 30 cents under on the bushel basis anything which we can produce in this country. That is a very significant thing and something of tremendous importance to all of us.

I come to you this morning with the feeling that this is a tremendously fine new movement, this family arrangement, where father and mother and children all are going to work together along this policy of enlightened selfishness, thinking in terms of the producers of the raw material and their welfare, because if they are up against it, if they don't have a paying crop, they are going to quit producing the raw material. Furthermore, if they are not prospering, they can't buy your products in turn. We have 7,500,000 sets of farm buildings and many of them need to take part in this "Paint-up and Clean-up" campaign and also in this "Save the Surface" campaign and also to have linoleum on their floors and oil cloth on the kitchen table. But if they are not prosperous they can't participate in your program and can't continue producing raw materials. And so we are all one great family. And, if we work along these lines, then the report of your legislative committee will change from year to year, and instead of one group charging another with being big pigs and trying to control and regulate and restrict and distort their business and hamper it and make difficult, we will find that we will be having joint committees working out the best interests for the whole family, the group as a whole.

In closing I am reminded of a story. Not being Irish myself, I can lay it upon the Irish. It is a conversation that took place between Pat and Mike.

It seems that Mike was a ne'erdowell. I think there are very few Irish of that character, but this happened to be true of Mike. And Mike found it possible occasionally of an evening to sit in some Socialist meeting. And he learned all of their jargon, and it appealed to him. Why, it looked good. So one day he talked to Pat and he said:—"Did you ever study this Socialist program?"

Pat said, "No."

"Well, you see, it is this way:—Now, if you were a lord and you had a thousand acres and could only work five hundred, then under the Socialist program, don't you see, the thousand acres of the land would be divided between us and we would each have five hundred."

Pat says, "That is a pretty darn good idea."

And Mike says, "Further, if the lord had two houses and he could only live in one and he couldn't use the other, why, under this Socialist program the two houses would be divided and the lord would have one and I'd have the other. It would be a better division of property and everybody would be more happy."

"Well," Pat says, "That is a pretty good idea." He wasn't a land owner, either, and didn't own his home.

And Mike continued his illustration this way:—"Now, for instance, if the lord had two pigs and I had none, under this Socialist program, why, the lord would keep one pig and the Socialist program would give me the other."

And Pat kind of scratched his head a little bit and shook his head. He says, "I don't think that would work, Mike."

And Mike said, "Why not? Isn't that logical? Doesn't that follow this program?"

Pat said, "Yes, it does in a way, but I don't think it would work very satisfactorily."

Mike says, "Why not?"

Pat says, "You see, I happen to know that you don't have any pig, and I happen to have two pigs, and I don't think it would be a good arrangement at all."

There was the concrete application in his own case, and when he saw it and its application he thought the whole principle was wrong.

If we only work together and harmonize our interests—the great producers of raw materials, those who are engaged in assembling and working them up, distributing them, and then the great family of users—we will have a fine system of a family, the great institutional foundation of America, we will all be working together in the public service.

I want to in closing thank you as an organization for your willingness to co-operate with us as scientific workers and producers of raw material through your special committee and the chairman of that committee who has worked so harmoniously with us out in the country districts. Thank you very much.

President Peters:—Dr. Coulter, we are greatly indebted to you, sir, for this very enlightening talk. We are glad, indeed, to have Dr. Coulter here and we are glad to know a man, the head of a great agricultural college, who has such a broad appreciation of the interests of the industry and the raw material producers.

Before introducing the next speaker, I would like to say that you are now to be favored with an address from a man who is an internationally known economist, a man who has a great analytical mind, who has analyzed the cycles of trade and industry, and whose thoughts and summaries on this great subject have formed the principal text of a great many nearby semi-public orators throughout the country. Those of you who have had the pleasure of listening to Col. Ayres or possibly have read some of his splendid summations will know that this is perfectly true. He is the vice-president of the Cleveland Trust Company, and he is now to honor us with a talk on general conditions.

It gives me great pleasure to introduce to this audience, Col. Leonard Ayres.

Business Cycles in Cause and Effect

Col. Leonard Ayres:—I am not going to give an address, partly because I am due elsewhere at this moment to preside at another meeting, partly because I couldn't talk on the paint, oil and varnish industry because I don't know anything about it. I could perhaps discuss the possibility of your tripling the industry by 1931, but I ahn't do it.

I can talk for a few minutes on general business prospects, because, of course, every industry is one which greatly depends for its prosperity in the changes of general business.

About eleven years ago a brilliant young economist in the University of California, Wesley Mitchell by name, wrote a book about business changes and tried to get at some more scientific basis for estimating the causes behind it and the changes that we are all familiar with in general business. Why is it that business has a period of depression, and then goes on up through a time of recovery and reaches a higher period of prosperity and finally turns down and goes into another period of depression? He studied those things long and carefully and he called his book "Business Cycles." That was the first time so far as I know that any one used in English the term "Business Cycles," to refer to these waves, irregular in size and irregularly spaced, that as far back as our records run have been carrying business from depression to recovery, on up to prosperity and then through decline, depression and back again.

But that term "business cycle" has been adopted wherever the English language is used. It has been translated into other languages, and now all over the world economists and business statisticians, studying these problems, study what they call the changes of the business cycle.

Trend Now Upward

As we stand here almost on the threshhold of a new year, I suppose that the most important single question before us is where we stand in the present business cycle, and what is the future development of that cycle is likely to be. The answer is that we stand about halfway up in a development business cycle, that has run up through the period of early recovery, that is getting on now toward the edge of early recovery, and that bids fair to run ahead for a considerable time to come.

There are different kinds of business cycles, and those that are durable, that carry on to sustain prosperity, always have certain fundamental factors in balance. When I say "in balance" I mean factors in the business cycle, that are cooperatively working one with another to produce a result in something like the harmonious fashion in which the automobile engine works when the action of the pistons in the cylinders and the valve-actuating mechanism and the firing mechanism are all so timed, one with another, that they produce the greatest and the most flexible amount of power. We say that the engine is "in time" and that the controlling factors are "in balance."

Something like that happens from time to time in general business. And the four controlling factors in my opinion that are comparable to those things I have just spoken of are of the one hand, (1 industrial output, increasing after a period of depression, and then (2) a fair balance between agricultural prices and other prices, and (3) a reasonably profitable export trade, and with those, (4 an available supply of cheap credit.

If we go back twenty-five years we find in 1900 we had those four factors in combination. We went ahead into the great prosperity of 1901 and 1902 and 1903, and it ran so far and fast that it finally blew itself off in the so-called "rich man's panic," which came in the last end of 1903. But we didn't stay in that panic and depression very long. We got to the bottom and then started off once more in this country in that remarkable series of years commonly referred to by economists as the "Roosevelt prosperity"—1905, and 1906 and 1907—and finally got up so high, with business running so far, that that again blew itself off in the great and disastrous panic of the year of 1907. And after that we had a recovery, but we didn't have this kind of combination in 1909 or 1910, or 1911, or 1912, or 1913, and 1914, a half a dozen years in there. Then once more in 1915, after the great war had broken out overseas, we had that combination again. Of course, we had increasing industrial output there because there came from overseas that almost insatiable demand for industrial products, and all of our factories that had been closed down in the depression of 1914 started up once more.

We had good prices for agricultural products, because they were artificially stimulated prices. We had for months and months extremely easy credit conditions, because the British economists with a degree of insight and acumen that perhaps has never before or since been equalled began piling in their gold flow into this country whenever our bank reserves got low, and so they kept our interest rates low, and that enabled them to buy their goods from us at low prices and we didn't know what was happening to us over here. And we went on into that wonderful period of prosperity that you all remember. Artificial, of course, it is true, because of the war, but with these four fundamental factors of increasing industrial output, good agricultural prices, active export trade, easy and ample credit, all co-operating and carrying us through in 1915, 1916 and 1917.

And we had that wonderful wave of prosperity which never had been before, then a slight dip down after the war, then on once more into the postwar flare-up of prosperity, then we were through. We went down into the great depression of 1921.

Industry ran so slowly in that depression that great shortages developed, shortages of building, shortages of railroad equipment, of stocks on the shelves of thousands of stores throughout the country, we didn't know it, but shortages of automobiles. And those shortages had to be made up, and so we had a recovery of business that carried things up well into 1922 and 1923. But we didn't have an equitable balance between farm prices and other prices. We didn't have easy money. We didn't have these four factors in combination. And so we had a short lived prosperity. We turned down again and had dull business, even depression in the latter part of 1923 and most of 1924. In the middle of 1924, about July or August, the tide turned and we entered upon this business cycle.

Business Is Variable

The one thing that you can be sure about in connection with business is that whatever it is doing it won't stay there very long. It is going to change. It never gets to a level and runs along for a very protracted period on that level. It is always going through these cyclical shifts to recovery, to prosperity, to decline, down to depression.

A few months ago when we were getting ready here in Cleveland to open the schools for the new year, they were giving examinations over here at school headquarters to children who had come from other cities and were trying to find out in what grades they would be this coming year. One of the boys got an examination on two successive days in grammar and then in Geography. And in the examination in geography one of the questions was:—"Name the zones."

He wrote:—"There are two zones, masculine and feminine. The masculine is either temperate or intemperate. The feminine is either frigid or torrid."

That is a fine description of business. It is always swinging from one extreme to the other extreme, and we are in one of those swings now. We turned the corner—it wasn't a very low corner—but we turned the corner in the middle of 1924. And once more we have co-operating those four factors—increasing industrial output after a period of low activity, far better prices for farm products than there had been for several years previously, very much improved export trade, as the nations overseas are beginning to get on their feet once more are calling on us for raw and partially fabricated materials, and lastly, a great supply of ample credit available on easy terms.

So business has been getting a little better, a little better, a little better, right along. And now we are up a little above the normal line of low ranges of prosperity for general business. And each month as I look over the reports of the statistical series that have come into the office I am surprised at the number of new records that we have made, new high records for all time or new high records for those particular months.

We have made in the last month or two new high records for all time in America in the production of passenger cars, the production of trucks, in car loadings on the railroads, in building, in the sales of life insurance, in the production of gasoline, in the manufacture of tires, in the output of silk goods, the production of lumber and cement, and cigarettes. And new high prices for all of our history on the stock market; greater chain store sales than there have ever been before, and greater volume of mail order sales.

And for certain months we have made new high records in the output of pig iron and steel and cotton goods, and the volume of bank debts and the volume of bank clearings.

That is a long list, and while it is not true that general business, taken all in all, is up to record breaking proportions, it is true that here and there in the business structure, first one thing, one element, and then another, and then another, pushes through and is making new high records. And so we can say that we are in a period of business that is in a new upward cycle; that that cycle is well on its way up, and that the most important single factor about this new business cycle is that it has behind it and in it the four fundamental factors that in our past history have always carried business on to periods of sustained prosperity. So it is rather a cheerful outlook that we have before us as we look ahead.

When I say "sustained prosperity," I don't mean, and I know that you don't think that I mean, the kind of artificial prosperity that we had between 1915 and 1920, the war and the postwar prosperity that ultimately became a very unhealthy prosperity, unparalleled in length without previous example in degree. I don't mean that. I mean a kind of business cycle that, as compared with other cycles, carries us along to what we may fairly term a period of sustained prosperity.

Automobile a Business Barometer

Two aspects of this business cycle are of special interest to you, gentlemen. One, of course, is the phenomenal output of automobiles, because many of your products are prominently used in that line. I think that the output of automobiles, which has been in excess of almost any competent prophecies that were made a

year ago, is the product of a number of different influences; generally, high wage levels and good employment throughout the country, a recovery in the agricultural districts where the machines were pretty well worn out and they needed new ones, a new kind of machine that made all of us dissatisfied with the machines that we did have, a closed car with a vibrationless engine with balloon tires and four-wheel brakes.

The fundamental necessity of the automobile industry is to periodically diffuse throughout the population an intelligent dissatisfaction with the cars they have now and a desire for the new models. This year they succeeded wonderfully well in doing it just at the strategic time when business was more prosperous than it had been before and when banks had so much money that they were willing to lend on easy terms the funds necessary to float the start going a thousand new finance companies that made it possible for purchasers to acquire their cars without paying the money down for them; what is euphonistically called by the budget plan. And that combination has carried the automobile manufacturers on into a wave of prosperity this year that is utterly beyond anything they have ever had before.

They tell you there isn't any such thing as the saturation point. Well, down in New York they are asking the question:—"Why is it that Percy Joyce hasn't had any affair with Santa Claus?" And the answer to that question is, "Because there ain't any Santa Claus." That is the way the automobile people feel about the situation with regard to saturation. They say, "There ain't any such thing." There always has been such a thing in other comparable industries.

There was the bicycle industry. There was in the piano industry, in the harvesting machine industry (the first types of harvesting machines), and in the music machine industry (the phonograph)—all of those have had their saturation points. There, was in this country in the construction of new railroads. The railroads began to be built about 1830 and there was hardly a hesitation in the line of increased railroad mileage right up to 1893, and for no particular reason that anybody can put his finger on that line which had slanted right up vigorously and steadily for about seventy years, turned sideways in 1893 and had reached the saturation point. There was no warning.

Some day is coming in the automobile industry. The saturation point doesn't mean that we won't have any more automobiles built. It means that kind of a period in which the output of automobiles is taken up by the replacement of old machines, taking care of the increasing need of a growing population and satisfying the export trade. Some time we will come to that. That will be a good time not to have too many long credits out in the wrong places.

Building Boom End Signaled

The other great factor of interest to you, gentlemen, is the building boom. Party the same factors are responsible for that boom. For four years in this country we have been going through the greatest building boom that any country in any part of history has ever experienced. A tremendous shortage accumulated during the war period, and then it kept on accumulating during the postwar years when it was too expensive to build, and so we came into this present and recent period with a country-wide shortage of buildings of every sort. And for four years we have been going through an enormous building boom, stimulated at this latter end by easy credit, ample amounts.

The rents have been climbing until recently all over this country, but the interesting thing to know about the rent line is that it has got up to the top and is beginning to edge down.

And while this boom will run no longer than it economically should, the signal for the termination is being sounded. These booms always run longer than any should. Of course, we have this one in extreme form in Florida. We have it in a considerably important form up and down the Atlantic Coast. We have it more or less in the outlying sections of every great city in America. And in many of those places we are beginning already to overbuild. Nevertheless, building is certainly going to continue in great volume during the rest of 1925 and in enormous volume in the early portion of 1926. Beyond that, probably some time in there, a turning point will probably come.

I wish I could tell you definitely about at least one other phase of this business situation, and that is the stock market. When are prices going to reach their top and turn down? It has been an extraordinary stock market. It has run now for two years with unprecedented volume, with prices getting higher and higher with higher, and breaking first one old record and then another, until now there aren't any old records to break. They are all gone.

If anybody asked what was the principal ailment in the stock market I should say that it was auto-intoxication. The stock market has just gone crazy over the motor shares. And yet it isn't through yet. I am sure of that.

Stock Market Outlook Vague

The stock market will come to its top and turn down for any one of three reasons. The normal reason is because the money supply tightens up, and then stock prices can't keep on rising. That has been the cause of the down turn of a great many stock markets in the past. Another one is that when stocks get very high there is always behind them as part of the actuating influence, the hope of purchasers that business is going to be very good and that profits will justify these new high prices. So that when prices get very high and all of a sudden for some reason people think there isn't going to be good business, then they turn down. That is less common.

And the third is less common still, but it is one which is probably going to take place this time. There comes a time, you know, when real estate, like that in Florida, or commodity values in a time of speculation, or stock market values in a time like this, get out of touch with reality, and then nobody buys stocks because he wants to keep them for investment, but buys them because he expects to sell them next week to somebody else for more money. He buys because he thinks in three days more he can sell them and make a profit, and by and by everybody is buying in the hope that a few days hence or a week hence he will be able to make a nice margin of profit.

That is what happened in Florida. That is what is happening in New York in Wall Street.

Then some day somebody gets a horrid thought, "Suppose I shouldn't be able to sell it at a profit? I have some profit now, I guess I will sell quick." He sells quick. The way they did at eleven o'clock last Saturday morning. Everybody else then tries to sell quick, too. When that happens on a grand scale the market is through.

That is probably going to happen on a grand scale in this market some time ahead. I don't think right ahead, partly because money rates are so easy, general business is so hopeful, but it is going to happen. I think it will happen before the end of this year, anyway; I shouldn't advise any of you who have good profits to think that they are going to keep on increasing indefinitely.

Business Will Keep Up

What about general business? How long will it last and be good? My impression—and this, gentlemen, is only an impression, no one knows—is that, barring some unusual contingency, such as very exceptional weather, the outbreak of a new war abroad, or something of that sort, that we can't foresee and do not expect, business in general will keep on increasing until it reaches a high point sometime about the end of the summer of 1926. If that turns out to be a good prophesy it will be true that when it happens, you won't know that it has happened. It is one of those things that you know later on when looking back, because this business cycle isn't going to go off into any panic or sudden depression. It is my impression is that when we get there we will still have good business for quite a long time to come, but that the statistical top of it is likely to be reached about the latter part of this coming year.

I read in an old copy of the Financial and Commercial Chronicle something that was written when we were emerging from the severe depression of 1884. The editor wrote:—"It is our custom as a people in America, in times of prosperity to make our debts; in times of depression to pay our debts, and then to start again."

And, of course, he was telling the truth. That is the great American characteristic. Normally, we take advantage of the period of good business, get more and more hopeful, increasingly confident, and when we get to the top we think that is a fine time to build a new factory or to move into a new store or in other ways to expand our operations. That, of course, is the time not to expand the operation.

We are probably about half way up in a period of increasingly good business. Our policy then ought to be to take advantage of all of the rest of the upward movement that there is left and to be careful as we get nearer the top.

A great poet has said:—"There is a tide in the affairs of men, that taken at its flood leads on to fortune." And of course, if he was speaking as I think he was, of high tide, of full tide, he was wrong. It isn't the tide that is taken at the full flood that leads on to fortune. It is the tide that is taken advantage of with confidence and faith when it is way out, but coming in, that leads on to fortune. This tide is coming in. It is about half way in. It has still further to run; still there is time to take advantage of it. And the man who is courageous and daring and goes ahead and takes advantage of times like these, does set his feet upon the path that leads on to fortune, but he only retains that fortune if when the tide comes in until it is at full flood he is so clearly aware of what is happening and how things are developing that he is able then to step off on to the sound pier that leads back to the solid land, rather than stay up there and go down with the tide as it ebbs out again, as inevitably as it always does after it has reached its flood.

(The audience arose and applauded).

President Peters:—For this wonderful address which Col. Ayres has given us, which we have all been so intantly interested in, I suggest that we extend to him a rising vote of thanks indicating our deep appreciation.

(A rising vote of appreciation was extended to Colonel Ayres).

(Announcements were made with regard to exchanging of banquet tickets and meeting of associate members of International Association of Master House Painters and Decorators).

President Peters:—There is one more subject. We are running strictly according to our program here. I would like to call at this time on Rex W. Wells, who represents the Spray Painting and Finishing Equipment Manufacturers' Association, who will address us on the subject, "Spray Painting and the Paint and Varnish Industry." Mr. Wells.

Progress of Spray-Painting Movement

Rex W. Wells:—I can assure you that it is indeed a pleasure to have the privilege and opportunity to speak to you today. I know the hour is late and that many of you are hungry, but I shall not detain you long. I shall make it as brief as possible.

A careful and comprehensive survey, such as has been made by your special committee on the spray system of paint and varnish application, will show that spray-painting is firmly established. Today, in practically every trade and industry where your products are used, paints, varnishes, lacquers, in fact, almost every kind of decorative or protective coating, are being applied by this rapid and economical method.

Spray-painting machines have been in use both in this country and abroad for a good many years; and such is the excellence and durability of the work done by them that there is now no question as to the practical commercial value of this means of application. As you know, in the industrial field today the manufacturer of articles requiring decorative or protective coatings who does not use this rapid, economical method is a rarity.

However, the use of the spray-painting machine is not limited to the field of manufactured articles. With patient and persistent work and constant improvement and adaptation of their equipment, the manufacturers of these machines have succeeded in extending their use to practically every kind of painting or varnishing within the scope of paint. Excellent slogans—"Save the Surface, and You Save All" and "Clean-up and Paint-up." They are effecting such a saving in the cost of painting, that more people are enabled to follow this practice by having their painting done when it is needed.

Use of Paint Is Spread

This means more jobs and a greater demand for paint and varnish. The spray-painter who does the work of three to five brush painters is bringing the gap between the jobs to be done and the lack of painters to do them; and along with this there still is and always will be plenty of work for the skilled brush painter. Indeed, the two methods go hand in hand, and neither of them alone could meet the larger demand incident to the annual expansion of building construction in the United States, the consequent increase of maintenance painting, and the awakening consciousness of the public to the necessity of more frequent repainting. Within the past few years, your association and kindred organizations working together have achieved remarkable success in bringing the public to realize the truth of "Save the Surface, and You Save All," and the manufacturers of mechanical or spray-painting equipment are glad to be this to work with you in accomplishing the application of that truth.

We presume that your special committee's report will touch upon the use of painting machines by master painters and contractors; and we are pleased to be able to tell you that each year shows an increase in the sales of portable painting outfits, and that master painters are more and more recognizing the advantages of this method. It is not an unwarranted statement to say that spray-painting is now regarded by architects and contractors as the most efficient and economical method to use on big building jobs. Still even more important, perhaps, is the fact that in many cities throughout the country, you will now find master painters who are using portable painting machines on their entire quota of house-painting jobs.

The use of a spray gun for interior decorating and finishing is a noteworthy feature of modern progress. The interior decorating of some of the large hotels and office buildings recently constructed in cities such as Cleveland, Detroit and Chicago, shows the variety and excellence that can be obtained with the spray gun on this class of work.

It is worth noting also that the use of this method is constantly increasing for painting railway cars and locomotives, street cars, bridges, ships, oiltanks and tankcars. Many large establishments doing this kind of work also use the machine for doing all the maintenance painting about the plant. Even in countries where labor costs are not so high as here with us, such as Mexico, Argentina, Brazil, Chile, Japan, and some of the European countries, you will find painting and finishing being done in this way.

The Spray-Painting and Finishing Equipment Manufacturers' Association, whose members are also members of this association, appreciate very highly this opportunity of telling you about the progress made in our industry and of considering with you some aspects of spray-painting that are closely related to the paint and varnish industry; for we feel that your interests and ours are of mutual concern and that we both can be of real help to each other in overcoming some of the difficulties that confront us.

Introduction Was Difficult

It would make a rather long story, and it would be unnecessary to try to tell you all about the beginning and growth of the spray machine industry. For a long time the manufacturers of such machines had to play a "lone hand" against great odds, in the pioneer work of selling the trade and the public on this cheaper and better way of painting. They passed through the bitter experiences that almost every manufacturer of a new labor saving invention must undergo. They have spent hundreds of thousands of dollars in obstacles of inherent prejudice and organized opposition to new and better methods.

This was a kind of work that could not be accomplished by direct-mail, trade-paper and national advertising campaigns. It meant the thorough training of salesmen, demonstrators and service men and you might almost say diplomatic technicians. It involved the expense of combating a powerful opposition that sought and is still seeking through legislatures and courts to abolish the use of spray-painting. Yet, through it all, we never lost sight of our goal and ideal—an outfit safe and healthful for the user, and of simple construction, to do high-class painting in a shorter time at a lower cost, thereby making it possible for more painting to be done at all seasons of the year.

Perhaps to those unacquainted with the full measure of our difficulties, our progress has seemed slow. We are aware that our industry has sometimes been criticised for not more actively developing the market for our equipment. Unfortunately for us, however, we are at the mercy of the economic law of diminishing returns in this regard, and can only more at a certain reasonable pace, if we are to maintain a profitable business. By way of comparison, let us take for example the great paint and varnish industry, which with its vast market for materials that are consumed can and does use intensive advertising and sales methods that we can only envy. When you consider that a five-hundred-dollar spraying outfit will apply perhaps twenty-five thousand dollars' worth of paint, or more, in a year, and that the outfit is good for several years' service, you can see our limitation. We appreciate that the paint manufacturer would quite naturally look at our problem with a perspective based on his own experience and conclude that our industry is not alive to its opportunities. Still, we feel sure that a careful survey of our development, such as has been made by your special committee on this subject, will show a substantial progress which we trust and believe has been a beneficial effect on your business.

The interest you have shown in the growth of the spray-painting equipment industry and the opportunities you have so kindly accorded our representatives for addressing your annual conventions have been a great help and encouragement to us; and this assurance of your recognition of our mutual interests makes us feel that it would not be out of place at this time to touch upon some ways in which your interests and ours can be further co-ordinated for reciprocal benefit.

Tie-Up for Paint Manufacturers

A large percentage of your consuming customers are now using spray-painting equipment; and this percentage will continue to increase from year to year. It is hardly necessary to observe that the paint salesman or demonstrator who knows something about the equipment and process, and can, if desired, give a successful demonstration of spraying your paint, varnish, or lacquer, has a great selling advantage over the one who knows nothing about this kind of painting. Taking into consideration, then, the constantly increasing use of this method of painting it is evident that your sales promotion work will bear still more fruitful results, if your sales managers and salesmen will acquaint themselves with its use as related to your particular products, and be able to tell the old or new customer what he may want to or should know about applying your paint or varnish in this way.

Then, too, in your trade literature and general advertising, as well as through your salesmen and distributors, it might be a good thing to indicate or mention whether your materials can be applied by spraying. We believe, also that it would be greatly to your interest to state, in your catalogs and circulars, and on the labels of containers, what proportion of thinner or other ingredient should be added, if necessary, for proper application with the machine. You would be surprised, if you could see the numerous inquiries painting equipment manufacturers receive asking whether such and such a brand of paint or varnish can be sprayed, or requesting them to recommend a good manufacturer of materials that can be applied with a spray gun.

Please do not misunderstand our position on this point:—We are not asking you to sell or advertise our machines. We know every time we sell a painting outfit to a customer, that more painting jobs are going to be done in his locality; and that means more paint sales for somebody. Now, if the dealer handling your paints knows that you recommend them as suitable for spray application and know how they should be thinned or mixed for that purpose, he has a better chance of making that sale and additional sales. He may, in fact, find it to his advantage to recommend to some of his customers that they investigate the possibilities of using the machine on their work.

The manufacturers of spray or mechanical painting and finishing equipment are ready and glad to render you every service they can; in connection with the spray application of your products; whether it be in the way of experimental work to determine the proper mixture or consistency for handling some particular material; supplying you suitable equipment for your laboratory or demonstration purposes; instructing your men in the use of the outfits; or in furnishing speakers to address your sales organizations or local clubs, on the practical aspects of this method.

We commend and admire the aims and accomplishments of your great industry; and we trust, that as the years go by, the growth of our work and experiences will enable us to have, along with you, an even larger and larger part in making and keeping the homes and buildings of our country clean, healthful and attractive by the timely use of paint and varnish.

President Peters:—We are all indebted to Mr. Wells for this very interesting talk. We are glad he is at our meeting.

Usefulness Sometimes Overstated

Mr. Cheesman:—Mr. President, have you got a minute that I can have? The paint spray manufacturers could help the paint manufacturers if they would check up very carefully some of the statements made by the paint spray manufacturers in the literature which they put out. I find that perhaps a large proportion of the machines that have been put into the lumber rooms of industrial plants, thereby throwing a brick at the business, is due to the fact that they exaggerate, not all of them, but some of them exaggerate what the machines will do. When they make a statement, as I have seen made in print, that one man can cover with a machine 15,000 square feet in eight hours' time, they are making what is an impossible statement to fulfill.

Also when they advertise, as they frequently do, that an industrial plant can buy a machine and take one of the men out of the plant who has no knowledge whatever of paint or painting machinery, and in a few hours instruct him to become a trained operator on that machine, they are heading toward the rocks.

I would, therefore, suggest to the association that they appoint an advertising censor committee and give up the proper kind of advertising. We can then instruct our salesmen to that they may instruct the customer.

President Peters:—I have no doubt that Mr. Wells is very glad to hear that expression.

Mr. Wells:—I certainly thank the gentleman for that suggestion, and while our industry is not large yet, I suppose that it is subject to some of the advertising troubles that every industry has to contend with, and we certainly as an association will be glad to make use of the suggestion the gentleman has made.

Mr. Cheesman:—Thank you.

President Peters:—It is getting rather late. I would like to announce that this meeting will be called to order promptly at two o'clock. We will start our session at that time whether there are five or five hundred in the room, and will accord delegates credit for being present five minutes after the convention reconvenes at two o'clock in this room.

I have just been informed that there have been registered at this convention 698 men and 235 ladies, making a total of 931. Since this report was given to me I understand it has increased materially, making it by far the largest attendance in the history of your association.

I want to congratulate this association upon your splendid attendance here this morning and I hope you will keep up the good work throughout this afternoon as we have a number of very important subjects up immediately following luncheon.

We will adjourn until two o'clock in this room.

(The meeting was adjourned a 1:07 p. m.).

Third Session: Thursday Afternoon

The meeting was convened for its third session at 2:05 p. m., Thursday, President Peters presiding.

(President Peters ordered a roll call vote as to whether the clock should be set back ten minutes or the roll call proceed. The vote was 34 against having the clock set back and 15 for.)

President Peters:—Gentlemen, thirty-four delegates have voted against changing the time, and fifteen have voted for it. Therefore we will proceed with the roll call.

(The following delegates answered the roll:—Atlanta, 5; Baltimore, None; Buffalo, None; Chicago, 1; Cincinnati, 1; Cleveland, None; Colorado, 2; Columbus, 1; Dallas, None; Dayton, None; Detroit, None; Duluth, None; Fort Worth, None; Golden Gate, 4; Houston, None; Indianapolis, None; Kansas City, None; Los Angeles, None; Louisville, 2; Macon, None; Memphis, None; Miami, None; Milwaukee, 2; Minneapolis-St. Paul, None; Nebraska, None; New England, 10; New Orleans, None; New York, 20; Philadelphia, 13; Pittsburgh, 4; Portland, Ore., None; Puget Sound, 1; Rochester, None; St. Louis, 4; San Diego, None; Savannah, None; Terre Haute, None; Toledo, 1; Toronto, None; Utah, None; Washington, None.)

President Peters:—The suggestion has been made that we reverse the order of the roll call tomorrow and so we will start in the morning with "Z."

The first order of business, gentlemen, on this afternoon's program is the "Clean-up and Paint-up" campaign. I trust that all of you in the back of the room will come forward and take seats because I want you all to hear this subject discussed. Granville M. Breinig, the chairman of the National "Clean-up and Paint-up" Campaign committee, will present his report at this time. Mr. Breinig.

Granville M. Breinig
Chairman
Committee on Clean-Up and Paint-Up

G. M. Breinig presented the following report of the "Clean-up Paint-up" Campaign committee:—

Report of Clean-Up and Paint-Up Committee

Due to the increased co-operation of the trade, the past fiscal year has been the most successful of the thirteen years in which the National Clean Up and Paint Up Campaign has been serving the paint, varnish and allied industries.

Among the outstanding results of the year are these:

1—More money has been received from investors than ever before—more than $60,000 having been received for 1925 (as this is written, a few days after the attached Sept. 30 reports), as compared with $44,331 in 1924, $40,000 in 1923, $26,157 in 1922, $29,177 in 1921, $34,432 in 1920 and $13,[illegible] in 1919, the first year in which the financing of the campaign was formally undertaken by the organized trade. This is an increase of approximately 35 per cent over 1924, or 50 per cent over 1923, and of more than 125 per cent over 1922.

2—Total cash receipts to date, from all sources, have aggregated $65,000—an increase of approximately 22 per cent over the corresponding total for the preceding year.

3—Through the deliberate action of your committee in restricting the 1925 budget for the purpose, a substantial cash balance of $12,000 above expenditures has been reserved as a measure of business prudence to put the campaign on a new basis of increased profit for the trade, by continuing its activities unbroken while the new financing for the 1926 campaign is being accomplished. This is the first year in the entire history of the campaign which has been closed with a really substantial working balance after all debts were paid. It is of the highest importance to note that by no means should this reserve be construed as a "surplus" in the sense that more money was collected than was necessary for the needs of the campaign, for the reverse is actually the case.

Your committee recognized that the total amount collected, while an important advance toward the actual need, was still insufficient to conduct a greatly extended Campaign in 1925 in an efficient manner, and, rather than spend your money in expensive haste and fall short of the purpose, it was resolved to hold the fall activities for 1925 within a modest though profit returning limitation, and thus enable us to effect important economies in deliberate preparation for 1926 in a manner which will bring an increased return to investors for every dollar expended. It was agreed by your Committee that this reservation was absolutely necessary for the future security and welfare of the National Clean Up and Paint Up movement.

4—It is significant to recall that the actual disbursements for all purposes for the preceding fiscal year of 1924 totaled $51,564.35 ($2,500 of which was not shown in the Treasurer's printed report of that year as the actual payment was made too late for inclusion) while the total net disbursements for 1925 total $52,993.92 or only $1,429.57 more than last year.

Although the additional amount expended was relatively small, it is a source of gratification that the very careful budgeting of the funds used, resulted in a much more than proportionate increase in the activities of the campaign, which may be summarized as including:

(a) An extension of newspaper cooperation through the distribution of free electros to publishers.

(b) The consequent increasing of the number and value of the local campaigns.

(c) The production of completely revised printed and display material.

(d) The promotion of a fall campaign on a minimum scale.

(e) The transfer of the Executive Secretary to an eastern base in connection with the solicitation of funds, and the accomplishment of important research and construction work for the future benefit of the campaign.

5—The number of investors 484 (not including subsidiaries) who sent in their subscriptions from their head offices in 1925, was by far the largest in the history of the movement. Of this number, 174 are classed as "new investors" and include many who heretofore had not been made acquainted with the value of the Campaign.

6—Increases in the amounts of individual investments were received from 30 per cent of those who were investors in 1924 and who again invested in the campaign in 1925. Some individual concerns this year invested ten times as much as they had invested in the year before.

In order to facilitate the work of financing the campaign, the Executive Secretary was transferred from St. Louis to the East, where he has worked in close cooperation with the Chairman of your committee during the past year.

Together with the financial solicitation, which work in the minds of your Committee has been of first importance, an intensive research work has been carried on in the paint, varnish and allied trades, with no added expense, for the purpose of definitely recording the potential relationship of approximately 7,500 concerns in the paint, varnish and allied industries to the National Clean Up and Paint Up Campaign, in order, through the possession of accurate and clearly recorded knowledge, to greatly reduce the time, effort and expense of future solicitation. It is believed that this constructive work will prove to be worth many thousands of dollars to the Campaign in the years to come.

A permanent index of special 5½x8½ cards, cross indexed three ways, viz., alphabetically, geographically, and by nature of products, has been painstakingly built up and, when finally completed, will contain approximately 20,000 cards affording immediate access to the collected information necessary for intelligent solicitation or identification of any prospect, and an accurate appraisal of his potential obligation to share in the support of the Campaign. These cards carry blanks for a record of amounts previously asked and obtained in each individual case.

Membership in the respective trade associations also is recorded. Other data includes the nature of paint and varnish products manufactured, and whether the line is general, industrial or for railroads. Distributors, manufacturers agents and dealers are clearly indentified as such. The names of the raw materials handled are listed and specific provision is made for identifying manufacturers of cans and containers, brushes, spray equipment, paint and varnish making machinery and other finished products. A record is made of the nature of any special information obtained from prospects while in correspondence with them. In many instances, the maintenance of this record will save time and money, not only by focusing the appeal, but also by enabling intelligent elimination of concerns which by reason of the character of their names or their inclusion in trade lists appear to be logical prospects, while for special reasons they may not actually be such, or may be out of business.

A gratifying feature of this research work has been that it has enabled the Committee, through specially written personal letters, to bring the value of the Campaign to the serious attention of many concerns which could not be reached effectively by form letters, but whose subscriptions were obtained by this special effort.

The promotion work of the National Clean Up and Paint Up Campaign Bureau in St. Louis as again extended, commensurate with the necessary limitations of its budget, has brought a response which testifies to its constantly increasing hold upon the confidence of the newspapers and the public.

Owing to the great cost of newspaper clippings (estimated at $5,000 for twelve months) the Committee directed that such service, in a general way, be dispensed with, and that the money thus saved be made available for more profitabe purposes. It is considered that the great volume of clippings obtained in previous years (estimated at 12,000,000 lines annually) and exhibited at the annual conventions, has been sufficient to satisfy the trade relative to the nation-wide cooperation of the newspapers, which reap for themselves a rich financial harvest of display advertising paid for by local dealers and other interests during the local campaigns. The number of local campaigns, previously found to be approximately 7,000 annually, is now believed to be considerably in excess of that figure.

Adoption by the National Bureau of "The Modern Crusader" design, a reproduction of which appears on the cover of this report, led the Committee to direct that a considerable stock of old advertising electros, be offered free to newspapers, instead of sold to them as had been customary in previous years. Other material which it was felt might become partially or completely obsolete, was specially priced for quick disposal. While this procedure tended to reduce the immediate cash income from the sale of supplies, the rapidity with which distribution was effected demonstrated that the publicity value of wider use more than compensated for the apparent financial sacrifice.

The increased postage rates which became effective last April have increased the expense of the Bureau's mailings, and will necessitate a larger outlay for postage in 1926.

The general mailing in the 1925 spring Campaign went to more than 200,000 addresses. To this was added a fall mailing, to the newspapers, in cooperation with the National Fire Protection Association, and to a selected list of other cooperating agencies.

The National Bureau again has enjoyed the whole-hearted support and active cooperation, not only of the newspapers and the trade but of such organizations outside of the Paint Trade as the Chambers of Commerce of the United States, the National Fire Protection Association,

National Safety Council, National Tuberculosis Association, United States Public Health Service, United States Government Departments of Agriculture, Labor and Commerce, City Officials, Chambers of Commerce, Womens Clubs, Boards of Education, and organizations of Junior Citizens, Boy Scouts, Girl Scouts, Camp Fire Girls, etc.

The thanks of the Committee and of the trade are due to Chairman Allen W. Clark and his associates, who conduct the work of the National Bureau, the tabulated report of which is appended. Treasurer J. Vincent Reardon, whose report also appears herewith, has earned our gratitude for freely devoting office facilities, bookkeeping and clerical help, and his own time and effort to the conduct of his work as Treasurer.

It cannot be emphasized too strongly that the absolutely necessary overhead of this campaign, within reasonable limitations, is bound to be about the same for a small, poorly financed campaign, as for a big and adequately financed campaign. With this fundamental well in mind, it becomes self evident that the truest economy and the most profitable investment for all of us is to increase our investments in this campaign, for after the minimum financial requirements have been met, each additional dollar is capable of doing several times the amount of promotional work that a dollar has been able to do while the campaign has been scantily financed.

While our ultimate goal remains to be reached, the assurances of increases from many members of the trade, some of whom have not sent in their subscriptions for 1925 but have given positive assurances of substantial financial aid in 1926, encourage our confidence that the necessary additional money will be secured, and that the trade will come forward whole-heartedly to adequately finance this great sales-making arm of our industry, for the first time, for the campaign of 1926.

Respectfully submitted,

National Clean Up and Paint Up Campaign Committee
By G. M. BREINIG, Chairman.

Annual Financial Report

National Clean Up and Paint Up Campaign Bureau

For Year October 1, 1924 — September 30, 1925

Mr. Granville M. Breinig, Chairman,
National Clean Up and Paint Up Campaign Committee,
Hoboken, New Jersey.

Dear Sir:—

I submit herewith financial report of this Bureau for the fiscal year October 1, 1924—September 30, 1925, with certificate of audit:

RECEIPTS

Balance on hand, October 1, 1924	$57.16
Checks from Treasurer National Committee	55,869.41
Money Borrowed	1,200.00
	$57,126.57

Note: All the Bureau's receipts for supplies sales are transmitted to the Treasurer of the National Clean Up and Paint Up Campaign Committee. These total $4,869.41 for the year and are accounted for in accompanying Treasurer's Report. Supplies are priced to cover merely the Bureau's own cost and handling, including packing, mailing, etc., as an accommodation to the trade, most of the buyers being dealers, painters and publishers.

DISBURSEMENTS

Printing	$10,872.80
Press Service	3,300.91
Display Service	6,452.31
*Payroll	14,289.05
Postage, Freight and Express	5,655.40
Press Clippings, etc.	72.00
Telegraph and Telephone Messages	110.00
*Traveling, Hotel, etc.	1,346.74
Office Supplies and Incidentals	809.33
Exchange	10.38
Audit	75.00
Administration	10,000.00
	$52,993.92
Payment of Loan	1,200.00
Adjustment of 1924 Administration	2,500.00
	$56,693.92
Balance on hand, September 30, 1925	432.65
	$57,126.57

*The Payroll item includes the salaries of the Executive Secretary of the National Campaign Committee and the clerical help in his Hoboken office; all the other expenses of, which, including Printing, Postage and Express, Office Supplies, Telegraph and Telephone, etc., are distributed through these general items reported above. The Traveling and Hotel expenses are wholly those of the Executive Secretary.

Note: "Administration" covers the conduct of the National Bureau, by Chairman Allen W. Clark, Assistant Chairman Charles Allen Clark, and others; also office facilities, etc., and about 2,200 square feet of floor space.

Respectfully submitted,

ALLEN W. CLARK, Chairman.

St. Louis, October 1, 1925.

TREASURER'S ANNUAL REPORT

Mr. Granville M. Breinig, Chairman,
National Clean Up and Paint Up Campaign Committee,
Hoboken, New Jersey.

Dear Sir:—

I submit herewith report covering the fiscal year October 1, 1924—September 30, 1925:

RECEIPTS

Balance on hand October 1, 1924	$ 3,613.60
*From Contributors	59,342.50
Sales of Supplies by National Bureau	4,869.41
Interest on Bank Balance	77.53
	$67,903.04

DISBURSEMENTS

Allen W. Clark, Chairman National Bureau	$55,869.41
Postage and Bank Exchange	26.67
Telegraph	1.34
	$55,897.42
Balance in Treasurer's hands, September 30, 1925	12,005.62
	$67,903.04

*This does not include accounts receivable, aggregating $2,500.00, which represent balances on subscriptions and late subscriptions on 1925 account, which were made payable after the close of our fiscal year (Sept. 30) and which could not be included in this report, which deals only with actual cash transactions to date.

Note: Grateful appreciation is expressed to Breinig Bros., Inc., for free office space and office facilities in the East generously provided by them for the use of the Executive Secretary during the past year in connection with the solicitation of funds for the Campaign.

Respectfully submitted,

J. VINCENT REARDON, Treasurer,
National Clean Up and Paint Up Campaign Committee.

St. Louis, October 1, 1925.

President Peters:—You have heard the report of the chairman of the National "Clean-up and Paint-up" Campaign committee. What is your pleasure in connection with the report?

Mr. Chatfield:—I move it be received and placed on file and a vote of thanks be extended to the chairman.

(The motion was seconded by Mr. Callahan, was put by the chairman and was carried.)

President Peters:—At this time the chair would like to recognize Allen W. Clark, of St. Louis, the creator and founder of this campaign, who has a statement and a proposal which he desires to make. We are very glad indeed to hear Mr. Clark at this time. Mr. Clark.

Clean-Up and Paint-Up Work Is Taken Over

Allen W. Clark—Mr. President and Gentlemen, this is Mr. Allen W. Clark, of the American Paint Journal Company. For the first time in connection with this campaign, established in May, 1912, the name of a company, a business connection, must be mentioned here. Therefore, in accordance with the by-laws, I am telling the official stenographer who I am and in what capacity I speak today.

I don't know exactly how I am going to say what I have to say, but in all events I shall try to make it very brief. Fifteen years ago the idea occurred to us of the "Clean-up and Paint-up" campaign, of local campaigns for community betterment and of a national organization or bureau that should push the organization of these local campaigns.

From the outset we thought this was an affair, an activity that should be conducted by the organized trade, and for about eighteen months we pursued a rather energetic campaign, as some of the older members here are aware, urging upon the leaders of the trade and especially upon some of the officials of the organized trade the adoption of this idea and the conduct of the work by the trade.

In those days, though, there were some men who patted us on the back and said it was a fine idea, they insisted that the idea was too altruistic for the paint trade and too commercial to try on the public. Therefore, because of that irrepressible hunch that we had within ourselves, we proceeded to establish the National "Clean-up and Paint-up" Campaign Bureau, which was announced in the May, 1912, issue of the American Paint and Oil Dealer on the front cover, in which it was stated that this was planned to be a truly nation-wide campaign, a campaign with activities Spring and Fall, and a campaign that should appeal to and should enlist not only every element of the organized trade or of the trade, whether organized or not, but of the general public and press.

I mention that because it so often is said, especially when men are gone and we can say it without it being denied, that they never dreamed what it was to be, a thing I think almost profane or sacrilegious to say of a man after he has gone, for who of us dare to define or to place the limits upon another man's dreams, whether expressed or not?

We also pledged that this activity while a part of the work, the service work of our company, would be conducted entirely separate therefrom and in a way that should invite and enlist the cooperation of all regardless of any relationships or lack of relationships with our company or its business.

Two tributes, I think, are deserved here in that connection. In awarding one I must claim the other. You gentlemen, all branches including our fellow publishers, have responded to that, have cooperated. The other tribute I think is due ourselves, in fact, gentlemen, a great many of you have forgotten and perhaps the majority of you have not known that the National "Clean-up and Paint-up" Campaign Bureau is the property of the American Paint Journal Company which has always assumed and has had to assume its financial and its legal responsibilities.

It has been said that the speaker is the father of the campaign. I have adopted that role. This campaign has been like a child, like an own daughter to me, and to my associates, my sons. We have nurtured it; we have protected it as best we could, always in the hope known to every committee representing the trade's invited cooperation in this work after the first two or three years of it, that we always were ready and frequently were very eager to turn this over to the organized trade if it was ready and willing to accept the responsibility for its continued conduct.

Clark Relinquishes Rights

Last winter in January, after the best year in the history of the campaign, and with the auguries of this highly successful year of 1925, all of it meaning the greater appreciation and acceptance of this movement by the trade, we renewed earnestly and in formal proffers our offer to turn the bureau and its activities over to the trade.

That your national committee was very much interested in. The negotiations have gone forward through their successive stages of approval by the national committee of which Mr. Breinig is chairman; then of the executive committee of the National Paint, Oil and Varnish Association; finally of the directors of that association in their meeting yesterday, and at this moment we are ready to propose in a formal way this transfer.

Those of you who have walked down the church aisle with a daughter know something of how I feel at this moment and of how you would feel at this moment.

To the National Paint, Oil & Varnish Association, Inc., 18 East 41st Street, New York City, New York.

Having been advised that the National Clean Up and Paint Up Campaign Committee has become interested in our oft-expressed desire to present or transfer to the American Paint and Varnish Trade the National Clean Up and Paint Up Campaign Bureau whenever the trade desired, and was prepared to accept the responsibility for continuing the bureau's work and activities, and believing that this can best be accomplished through the National Paint, Oil and Varnish Association, Inc., as representing the American Paint and Varnish Trade, we hereby submit the following proposal:

We propose to present, assign and transfer to the National Paint, Oil and Varnish Association, Inc., our entire right, title and interest in and to that branch or department of the American Paint Journal Company which said company established in May, 1912, and has since continuously conducted under the name of "National Clean Up and Paint Up Campaign Bureau," and also in connection therewith to assign and transfer the copyrighted emblem of said bureau, copyrighted in 1913 by Allen W. Clark, upon receiving assurances that the National Paint, Oil and Varnish Association, Inc., will continue the said bureau and its work, assuming all its responsibilities, but none of its liability prior to the date of this transfer proposed herein, and conducting the work on the same broad principles and maintaining the bureau's scope and functions and its complete independence from any other trade promotion activity, as in the past.

For the giving of these assurances it will be sufficient for the National Paint, Oil and Varnish Association, Inc., in regular session at its annual convention to be held in Cleveland, October 21, 22 and 23, 1925, to adopt a suitable resolution, whereupon we will be glad to assign to the National Paint, Oil and Varnish Association, Inc., the said National Clean Up and Paint Up Campaign Bureau, together with the copyright mentioned, by an assignment reading as per copy attached.

Hoping that the foregoing will meet with the approval of the National Paint, Oil and Varnish Association, Inc., and its delegates and members assembled in said annual convention in Cleveland, and that thereby the said National Clean Up and Paint Up Campaign Bureau may be confidently entrusted to those who this undertake to fulfil its moral obligations to its contributors, to the industry at large and to the public whose recognition and cooperation it has invited and enjoyed so fully for so many years, and also that thereby we may be fully relieved from concern as to its future and from any possible criticism as to the present custodians of the bureau's future and of the interests of all the various elements which it now serves.

Sincerely,

American Paint Journal Company,
By Allen W. Clark, Pres. and treas.

President Peters:—I think it is plainly apparent to all of you the depth of feeling and emotion under which Mr. Clark has spoken on this subject. We all appreciate his relationship to this campaign and what it means to him to come before you at this time with a proposal of this character.

Mr. Clark referred to the action of your board of directors yesterday in its consideration of this proposal, and for your information I would like to state that this is the minute of the action of your board in the matter:

"Upon motion made and seconded it was voted that the proposal as it was presented be reported to the convention and that the Board of Directors report to the convention that it deems it desirable to take over the ownership of all of the good-will and chattels and whatever else there may be involved in this plan and that the matter of working out the details of the transfer and the submission to obligations that will bind the Association in the future be referred to the incoming Executive Committee with full power to act."

At this time the chair would like to recognize Arthur S. Somers if he is in the room.

Somers Proposes Acceptance

Arthur S. Somers:—I was present at the meeting of the board of directors yesterday when this proposal was presented, and I think I may say I am responsible for the recommendation that comes from the board of directors advising that they favor the acceptance of these chattels and this bureau, and further that the matter of working out the details as to the transfer should be referred to the incoming executive committee.

As I stated yesterday, there are two questions involved here. I may repeat them briefly. The first is, is the National Paint, Oil & Varnish Association prepared and does it deem it desirable to take over and conduct in the future under its auspices the work of this national "Clean-up and Paint-up" bureau? It would seem that if the question were settled, we might then very properly discuss the terms under which the transfer shall be made and the extent to which the association shall obligate itself to continue the work of the bureau in the future.

Since making the recommendation yesterday I have been perhaps imprudent enough to think seriously of this matter. Until the proposal was presented to the board of directors I give you my word that I had not known of the existence of such a document, nor of such an intent on the part of anybody—either to transfer or accept. The discussion was entirely new to me. Because of its being new, and apprehensive lest the association might plunge itself into something that was not at that time made quite clear, and that it might have an opportunity of considering just what obligations it would assume, I suggested the latter part of the recommendation and have thought as to whether, in view of what appears to be an almost if not complete, unanimous sentiment with respect to taking over this work that we might take it up and dispose of the matter finally at this meeting.

For that purpose and with that in view I have taken the liberty to modify the resolutions that were offered, and I will present them here with the understanding, of course, that the adoption of the resolutions, if they be adopted, is predicated upon the acceptance of the gift, as it were, and your determination to assume the responsibility of conducting this work.

I don't think that I need go into that because Mr. Breinig has carefully and completely described the work in his report, and Mr. Clark has told you to what extent it has been financed and the manner in which it has been financed in the future, so that I apprehend if the association does take it over it will not change the present status of the bureau except that it becomes one of the agencies of the National Paint, Oil and Varnish Association and that it imposes upon this association no financial responsibility whatsoever, because the bureau is self-sustaining.

The expenses of the bureau, as I understand it, are paid out of the contributions that are made by the investors, so that there can be no question or apprehension in the minds of any here that this will in any way invade the present finances of your organization.

There was some apprehension expressed, and because of that this recommendation was made, as to how far this obligation should carry, as to whether it was not tying the association into a business in perpetuity, with an obligation resting upon the association to vigorously prosecute this campaign for all time to come.

That question was very properly raised and it did cast some doubt as to the advisability of plunging into an enterprise of that sort. I don't really believe that there need be any apprehension, and this is the result of the thought that I have given to it. I may be wrong. This is the time for discussion. I hope.

I do not believe that there is any danger whatsoever that the association is tying itself for all time into an enterprise or obligating itself to conduct an enterprise if it found that it will be impossible to conduct that enterprise on the same lines and to have it function exactly as it has functioned in the past.

If there were a term of years expressed in this proposal, five, ten or fifteen years, for example, and your association should accept that proposal, with that definite term expressed, it would unquestionably obligate the association to vigorously prosecute the work and to be responsible for its prosecution during the term of five, ten or fifteen years as expressed; and if you did not, I anticipate that the American Paint Journal Company would have the right to demand that the association exercise its best efforts and carry on the work in almost the same way that it has been carried on in the past for these years, expressed, if they were so expressed, but there is no term expressed.

And so the association, as I view it, if it agrees to take over this proposition, takes over a bureau that is now a going organization. It guarantees to direct the work of that bureau and to continue so long as it will prove to be an attractive agency and a profitable enterprise for the health and the benefit of the industry and of the communities wherever it shall make its appeal.

I think that you can rest certain that beyond that you have no obligation whatsoever, and in order to make assurance doubly sure, inasmuch as whatever agreement is entered into, if there be one entered into, it is contingent upon the adoption of a resolution which in itself will be controlling, and for the purpose of bringing the matter up for discussion and disposition at this time, I offer this resolution as a substitute for the recommendation made by the board of directors, provided, of course, that you do deem the acquisition of this property desirable. The resolution would read as follows:—

Be it resolved: That the National Paint, Oil and Varnish Association, Inc., hereby approves and accepts the said proposal and will continue the said Bureau and its work in accordance with the provisions of said proposal, except as hereinafter provided; (and here is the "hereinafter provided"):—

Resolved: That the National Paint, Oil and Varnish Association, Inc., assumes no responsibility for any liability, legal, financial, or otherwise, now existing or that may be incurred by the American Paint Journal Company up to the time of signing the proposed agreement:

Resolved: That the president of the National Paint, Oil and Varnish Association, Inc., be and is hereby authorized to accept on behalf of the said association the said offer of transfer and assignment of the said National "Clean-up and Paint-up" Campaign Bureau, together with the copyright above mentioned and to give the said American Paint Journal Company a duly certified copy of this resolution.

I, therefore, in order to bring the matter to the attention of the convention, in the hope that it may be disposed of over that resolution which I repeat is contingent upon your action with respect to acquiring this property, offer this resolution.

President Peters:—Thank you very much, Mr. Somers.

Mr. Somers:—In order to bring the matter properly before the house and to test the sentiment here, I move that it be the sense of the National Paint, Oil and Varnish Association that we take over and direct in the future the work of the National Clean-up and Paint-up Bureau.

(The motion was seconded.)

R. O. Walker:—I believe it is necessary to dispose of the resolution offered by the board of directors, and I agree that the resolution as proposed by the board of directors be not concurred in. Then it would open the way for this.

Mr. Somers:—There is no resolution offered by the board of directors. It is a recommendation.

President Peters:—There is no resolution, Mr. Walker, offered by the board. The board's action in the matter was merely a suggestion.

Callahan Cites Advantages

P. J. Callahan:—I think this is a very momentous affair and has a great deal to do with the future of our industry. I think first a few words might be said as to the munificence of Mr. Clark and to express to him our appreciation of this work that he is doing so admirably for a number of years.

It should be borne in mind that for a number of years, some seven or eight years, Mr. Clark raised the money himself. He solicited us individually. He directed this work from his office in connection with his own work. On many occasions and in different years he personally or his company had to meet deficits and expense, but was reimbursed, of course, later on with future collections.

We should bear that in mind, that a man who has rendered such service, voluntary service, should be fully appreciated at this particular time.

I have said before at a meeting of this convention that we seemed to be blessed with an abundance of riches. We have in the "Save the Surface" movement a highly satisfactory and a very skilfully managed movement, but at the same time we have had this "clean-up" movement and there has been some little rivalry, some little competition in these two endeavors, although in my way of thinking, as I remarked before, they occupy two entirely different fields.

The "Save the Surface" is a sort of a sound philosophy, a campaign of education, where results come rather slowly but accumulate from year to year on a sound, philosophical basis, while the "Clean-up" movement rather appeals to the emotions than the mind and is affiliate with the civic duties of the day, hygienic and healthful pursuits, and they catch the imagination, they catch the press. Everyone is anxious to participate in civic duties and civic movements at this time more than ever before.

Mr. Clark comes to us and offers us the ownership of his movement that he is sponsoring, and there is no reason and there should be no fear in his mind or in the minds of those who have been associated with him and who think so much of this movement that the membership of this association or the association as a body will even think of circumscribing its activities, but rather to develop them more than ever before.

We have been at a disadvantage in connection with this movement. As it was privately owned, we had no status of ownership in this movement which, from now on, we will be able to enjoy. We will be able to develop it as it was never developed before.

Mr. Nolan, I presume, told you this morning—I heard him at the varnish meeting making his report—of how flax and oats are planted in the Northwest, and we are in the same position. We can plant "Clean-up and Paint-up" theories and doctrines, we can plant the doctrines of "Save the Surface" in the same field and get double results.

My main object in arising is to assure Mr. Clark that it is the thought of this association that the work of his movement has been eminently satisfactory for years. It is likewise our thought not only to maintain it but to increase it and to develop it. I hope that is the universal thought of the members of this trade, and likewise we feel deeply appreciative of the work he has done in the past and today to come here and make it to us, turning over to us for nothing, without any stipulation of reward or compensation, the years of his effort and labor so that we may occupy the position of ownership and the status of being able to direct it ourselves, enlarge it, change it as we may see fit.

The resolution of Mr. Somers covers all the thought I have in mind, and he has the love and the esteem of the association (I refer to Mr. Clark) for what he has done and I should like also to second that motion.

President Peters:—Thank you very much, sir. Are you ready for the question on Mr. Somers's motion?

Trigg Voices Appreciation

Ernest Trigg:—Before the question is put I want to take this opportunity to add my testimony of appreciation to Mr. Clark for what I believe and has long believed was a very great service which he has rendered to the paint and varnish industry. There may have been times when we did not all fully appreciate what was being done, but I think today and for a long time, as we have been able to look back over the accomplishments and, in retrospection, to be able to size up the work accomplished and the groundwork which has been laid for future use, we have all necessarily realized what it means to us, what it means to the industry and what it means to us in prospect for the future.

I want to say that I concur in everything that Mr. Somers and Colonel Callahan have said with regard to the very magnificent way in which Mr. Clark has handled this situation. I think he has offered without charge, given freely to the association, something which is a definite and distinct asset to us in our associational activities today, and which, with the proper guidance, the interest and enthusiasm of the members of the industry back of it in the future, will as the years come and go in the future add just that much more to the continuing success of this great industry.

I feel we are all under a very sincere debt of gratitude and appreciation to Mr. Clark for his service, for his sacrifice and for the contribution he has made in this way.

President Peters:—Is there any further discussion?

(The question was called for.)

President Peters:—Those in favor will please say "aye"; contrary, "no." It is carried unanimously.

Mr. Somers:—I move you the adoption of the resolution as presented.

(The motion was seconded).

President Peters:—You have heard the resolution, which Mr. Somers made a moment ago. Is there any further discussion? If not, those in favor will please say "aye"; contrary, "no." It is unanimously carried.

At this point I should like to recognize Granville M. Breinig, chairman of the National "Clean-up and Paint-up" Campaign committee.

Breinig Describes Campaign

Granville M. Breinig, chairman of the "Clean-up and Paint-up" committee, gave the following descriptive outline of that promotional campaign:

On an occasion such as this it is both fitting and proper that as chairman of the National Clean Up and Paint Up Campaign Committee, I should, in the name of that committee, express their thanks to the members of this association for the action which has just been taken.

A year ago at Atlantic City, in presenting my report, I endeavored to give to the members of this association my viewpoint of the "Clean-up and Paint-up" campaign, its activities from the time of its origin forward, and its great possibilities for the future, concluding my remarks with the following words:—"I now place the future of the campaign in your hands, feeling sure that, knowing the spirit of our industry, the unselfishness of each and every member and your willingness to support any worthy cause, you will look upon this campaign in its true light and support it to the extent it deserves."

The National Paint, Oil and Varnish Association, in accepting Mr. Clark's proposal to take over and conduct the work, has, in my opinion, invested in the National "Clean-up and Paint-up" campaign, has, to my mind, endorsed in the strongest possible way the value in which the industry holds this movement, and has insured beyond any question of a doubt both its future and its continued growth. By so doing you have fully justified the belief of your committee in the spirit of our industry, the unselfishness of each and every member and this association's willingness to support any worthy cause.

I wish at this time I might be blessed with a keener sense of appreciation and with it a tongue with which I might properly express the thanks of our committee—and by so doing I believe I should be expressing the thanks of every member of the industry—to those men, Messrs. Eno, Dyer, Minchan, Fritsch, Reardon, and others, who have in the past given not only their time but their moral backing to this great movement. It is apparent that these gentlemen for many years fought a lone battle, always with the hope that some day this industry would recognize the value of Clean Up and Paint Up and would accept its responsibility and would carry on the work in which they were so keenly interested in a manner which would completely insure the success and future of the campaign in the years to come.

I believe that all of these men in the early days of the campaign had a dream, the realization of which has actually taken place here today.

I would also add our sincere thanks and great appreciation to Allen W. Clark and his associates, who in initiating and now in presenting this campaign to the industry through the National Paint, Oil and Varnish Association have given to the paint and varnish industry a most wonderful movement which is capable now of being developed to a point wherein its greatest productivity will be obtained, a promotional campaign then which there is none other more worthy of your support and none other that has any greater possibilities for not only stimulating but greatly increasing the sales volume of the products in which we are all interested.

Before relinquishing the chairmanship of this committee I feel it my duty to leave with the members of this association a message which can necessarily consist of nothing more than a visualization of the needs of the campaign in the future as I see them. In my report last year I covered not only the activities of Clean Up and Paint Up for the current year, but endeavored briefly to acquaint those present with its history up to that time, its needs and its future possibilities. I wish to reaffirm all that I said then and to add that another year's contact with the work has more than ever convinced me of its wonderful future from the standpoint of increasing the business of our industry from year to year.

I particularly want to emphasize to the members of this association the value of Clean Up and Paint Up from the standpoint of successive campaigns each year, using the city of Chicago as an example. In the campaign carried on in Chicago in the spring of this year, using as a basis of figuring the reports turned in by high school and grade school workers covering each job—and we must take into consideration the fact that there was a great deal of work done which was not actually checked and consequently is not credited in this report—we conservatively estimate that the value of paint and varnish material sold amounted to $1,100,000. Using the same basis of figuring and the same system of checking, we estimate that the amount of paint and varnish materials sold in Chicago in 1924 during the same period amounted to $700,000, showing an increase in paint and varnish materials sold of approximately $400,000. This increase in sales value from year to year in the minds of the Chicago committee is due to the constantly increasing interest secured from local organizations, such as the Chamber of Commerce, the Board of Education, women's clubs, et cetera, which have promoted the Chicago campaign for the past ten years.

The history of the Chicago campaign shows an improvement both as to volume of business and co-operation on the part of all interests outside of the paint and varnish trade each successive year; and what is true of Chicago is equally true of a great many other towns and cities of which the Bureau has a record.

Value Is Cumulative

The increasing value of Clean Up and Paint Up lies not only in the work of the bureau in creating new campaigns throughout the country, but in successive campaigns year after year, which work to a very large degree is promoted from within our own bureau organization.

In connection with the acceptance of this great promotional activity by this association questions have no doubt arisen in your minds as to the conduct of the campaign in the future under the banner of the National Paint, Oil and Varnish Association which possibly I can anticipate and answer.

In answering these questions there are a few essential recommendations which I, in the name of the committee, would like to make:

(1) That in the years to come with the change in personnel which must necessarily take place, at no time should campaigns be permitted to function under the name "Paint Up" alone. We do not recommend the insistence of the use of the full name Clean Up and Paint Up, as we have permitted "Clean Up" to be used, for it is the "Clean Up" part of the slogan which sells it to civic authorities, women's clubs, schools, et cetera. Where exception has been taken by outside organizations to the inclusion of the words "Paint Up" we have never hesitated to suggest that the campaign be known as a Clean Up Campaign. It has been truly demonstrated that if "Clean Up" alone were used it would sell fully as much paint and varnish as if the full slogan were used, but if the slogan were restricted to "Paint Up" alone, the success of the campaign as a salesman for paint and varnish would be defeated. It is imperative also that in our appeal to the press and the public the Clean Up and Paint Up Campaign be continued without the tag of any industry, which would be the case if the words "Paint Up" alone were used, in order that it may go forward and increase its partnership with the altruistic forces which add such great strength to the value of this movement.

(2) We recommend that this campaign at all times retain its altruistic nature. Its priceless asset is the confidence sin which it is held by the American public and by the great national organization for the promotion of public welfare. While it is generally known that the campaign is financed by commercial interests, the all-inclusive character of its benefits and its appeal has protected it from the stigma of narrow or selfish interests. True it sells paint and varnish to a remarkable degree, but it also sells all other decorative products without discrimination; it sells hardware, tools, seeds, nursery stock, lumber, soap, mops and many other commodities, which are the products of our industry, but the majority of which help to sell more paint and varnish, for whatever any repair work or cleaning up is done, painting and varnishing is bound to follow.

A constantly increasing respect for and appreciation of our industry on the part of the public is coming about through the practical altruism of the Clean Up and Paint Up Campaign, because it has no hesitancy in helping other industries in addition to paint and varnish, which makes for better, cleaner and brighter communities. By chamber of commerce and other civic organizations our industry through the Clean Up and Paint Up Campaign is welcomed as a public servant with a bigness far above any common interpretation of commercialism. To the general dealer it signifies that the paint and varnish industry is not narrowly confined to its own interests in helping him to profit by selling paint, but is broad enough to help him sell his entire line.

A natural question is one that has arisen from time to time:—"Why not enlist the financial support of some of these other interests which profit by the campaign?" Our answer is that it is of infinitely more value to the paint and varnish industry to carry these other interests without charge in the Clean Up and Paint Up band wagon than to collect fare. Were we to accept any organized support from these other industries there would be almost certain to arise demands from this or that interest that its products be prominently stressed, with the result that the open freedom of our appeal would be inhibited and emphasis upon commercialism of one kind or another would become so blatant that the delicate balance between commercialism and altruism upon which the commercial profit of this campaign now rests would be hopelessly upset. Commercial jealousies would take the place of the welcome from all classes of business men which the campaign now receives and which enables it to enlist the support of all kinds of civic welfare organizations.

Benefits Are Catholic

It is fundamentally true of Clean Up and Paint Up—a truth wherein lies one of its strongest assets—that we help all classes of business, and it is this truth that prevents the campaign from being turned down as a mere selfish scheme of the paint and varnish industry when we approach civic organizations, chambers of commerce, women's clubs, etc. It is in the complete control of our own industry that the security of this campaign rests.

A question which has a bearing on the preceding remarks and which probably has arisen in your minds is—"Will the taking over of the Clean Up and Paint Up Campaign by the National Paint, Oil and Varnish Association identify it more closely with the paint and varnish industry than in the past?" To those of us within the industry the campaign will now become as close to the national association as the Save the Surface Campaign, the Flax Development and other similar movements now within the industry. Your committee recommends, however, in order that the campaign may not be too closely associated by outside interests with the paint and varnish industry, that the new bureau be separate and apart from the office of the national association and from any individual member.

"Will the bureau be removed from St. Louis to some other city?" While your committee has not had an opportunity to officially discuss the future location of the bureau, it is of the opinion of the majority that the bureau should be located in a more commercial center, such as New York. The principal reason for the selection of New York is based on the fact that probably more members of our industry visit New York during the year than any other point, and if the bureau were in a convenient location it would be possible for these members to more easily visit it, thereby becoming not only more familiar with its activities but seeing at first hand how each one of us can be benefited in our individual businesses by taking advantage of the opportunities which this campaign offers.

This question of removal of the bureau to another point gives rise to another question:—"Will the cost of operating the bureau be increased by changing its location?" Also, "Will the change in personnel increase the operating expense?" We are convinced that the bureau located in New York, where without doubt cost of rental is higher than in any other point, can be operated without additional expense over cost of operations in the past year. In fact, we estimated that includ-

ing removal of physical properties and purchase of necessary new equipment, furniture, changes in personnel, etc., the cost will not be increased over the past year and there is a possibility of effecting a slight saving.

I hope that this last statement coupled with the information contained in my annual report will not cause any one to feel that the present financial support that the campaign is receiving is adequate to properly carry on its work. Time after time I have been asked what amount of money was necessary to properly carry on the work of the bureau and provide for adequate promotion work, thorough distribution of literature, clipping service, motion picture film, prizes and other necessary features, to which I have replied that I felt absolutely safe in estimating an annual budget which would be within $100,000. When we take into consideration the fact that this year there were 284 investors, of which number 174 were classed as "new investors" and we then consider the number of potential investors without going outside of our industry numbering close to 7,000, it should be apparent to every one that the goal we have set out to reach is not far distant and that once won it will not be difficult to keep.

Naturally the action of this association today will bring about a change in organization, in that it will be advisable to enlarge the committee personnel in order that its activities may be broadened and the work and responsibilities more equally distributed. Our recommendation to the incoming committee is that in the future they provide for not only a chairman, but a vice-chairman and a group of sub-committees each with its special function for the supervision of the financial and promotional affairs of the campaign.

I am going to take the liberty of repeating a few paragraphs of my last year's report in the hope that it will more clearly prove to you the true worth of this campaign, for it is apparent even today that there still exists in the minds of many a question as to just wherein lies the real value of the Clean Up and Paint Up campaign.

There are many within our industry who are not familiar with the fact that we have in this movement a tremendous power for the development of new business created almost entirely by interests outside of those associated with the manufacture and sale of paint, varnish and allied materials. I want to repeat and emphasize part of that last sentence—"A tremendous power for the development of new business created almost entirely by interests outside of those associated with the manufacture and sale of paint, varnish and allied materials."

The Secret of Its Power

Is there anyone present but who will agree that the most powerful selling force that can be enjoyed is that force which comes directly from a disinterested source—a force that is not artificial, but is developed without selfish purpose or motive

What is this force? Let me explain it briefly, for this is one of the strongest features of the Clean Up and Paint Up campaign:—

When a local campaign is put on in a given town, almost without exception the idea of having such a campaign originates in the mind of some individual or group of individuals who have no connection with paint and varnish interests; it originates with some group inspired by the National Bureau, such as the women's clubs, the Rotary Club, chambers of commerce, city administration officials, the Health Department, the Fire Department, the clergy or the schools. Their idea of putting on a campaign is created not with the motive of selling more paint and varnish, but for the sole purpose of cleaning up a town and its properties; for the purpose of educating the foreign-born citizens to the value of their American citizenship; for the purpose of teaching children—our future citizens—the value of cleanliness, property upkeep and conservation; for the purpose of removing unsightly objects and fire hazards. If any one took the time, as some of us have done, to watch the growth of a campaign of this kind in any locality, it would be apparent at once that when it is started by a group of individuals, the campaign immediately receives the endorsement and cooperation of all other group interests in the community, including the local press. Paint and Varnish interests remain in the background until the campaign is in full swing, but there are no interests, from a profit standpoint, who get more out of these local campaigns than the paint and varnish dealer and the paint trade in general.

I again repeat that wherever cleaning up takes place, painting up invariably follows; therefore, can you not see how extremely valuable the local campaign is to all paint and varnish interests and how this value is so greatly enhanced by the tremendous indirect selling power that is always to be found behind every Clean Up Campaign?"

A very recent example of this indirect selling force is this:

Only last Saturday, October 17, Dr. Lee K. Frankel, vice-president of the Metropolitan Life Insurance Company, sent our committee a letter of appreciation, and a copy of a nine-page bulletin on the "Clean-up and Paint-up" campaign, which he is sending to all of the field men of the Metropolitan Life Insurance Company, throughout the United States, in communities where they have an opportunity to join in starting Clean-up and Paint-up Campaigns.

After specifically instructing the company's field men to write to the National Clean-up and Paint-up Campaign Bureau for its literature and help, Dr. Frankel, under the heading, "What Paint Does," says:

"1. By using light paint on dark corners and in dark halls statistics have proved that accidents have decreased in factories and in tenement buildings.

"2. Paint is a disinfectant. After any epidemic painting up helps to kill the germs. Hospitals are rendered sanitary (in part at least) through enamels and white painted surfaces. The National Tuberculosis Association is quoted as saying: 'The easiest way to get rid of the germs that have nested in your house and around your premises is to Clean-up and Paint-up.'

"3. Paint is a preventer of building decay, helping property to retain its original value.

"4. Paint is a beautifier. A street of freshly painted houses—at least fresh enough to be clean—always enters into our mental picture of the perfect, tree shaded, clean boulevards in 'Spotless Town.'

"5. Paint may be important as an additional followup step to help keep things clean, but, of course, the most important first and last step is to CLEAN UP."

Dr. Frankel states that the Metropolitan's special folder prepared for use in Clean-up and Paint-up campaigns has been distributed in communities to the number of 12,687,101 copies. In addition, he states that his managers give prizes to school children for the best Clean Up posters, and prizes for the best essays and articles on Clean Up, which are printed in the local papers, besides distributing free fly swatters and other helps in the campaign.

The potentials of this one cooperating agency alone are so enormous that when considered together with other cooperating agencies the indirect selling power of this movement becomes simply overwhelming.

Room for Two Efforts

Last year I also endeavored to clearly define the difference between the Save the Surface Campaign and the Clean Up and Paint Up Campaign. There are many in the trade today who still ask "Why two campaigns?"

With your indulgence, I will answer the question as I did last year: "They are as different as day and night." The Save the Surface Campaign is admittedly a campaign financed by the paint and varnish trade for the purpose of educating the people of this nation, to the need and value of paint and varnish. It carries on its activities through a magnificent national advertising campaign, originated, promoted and financed strictly and admittedly by paint and varnish interests.

The primary purpose of the National Clean Up and Paint Up Campaign is to increase the use and consequently the sale of paint and varnish and allied products through local Clean Up Campaigns, promoted, financed and carried on by interests which have no direct contact with the paint and varnish industry, and whose first consideration is the elimination of dirt, rubbish and consequently disease. Because of its altruistic nature, it has the whole-hearted support and co-operation of such organizations as the Chamber of Commerce of the United States, National Fire Protection Association, National Safety Council, National Health Council, National Tuberculosis Association, United States Public Health Service, United States Government Departments of Agriculture, Labor and Commerce, City Officials and Women's Clubs. While the Clean Up and Paint Up Campaign is obtaining the interest of organizations and individuals outside of our industry, Save the Surface is securing the interest of local dealers and painters.

Is it not plain to be seen that the support of organizations of the character mentioned could not be obtained unless this movement were of an altruistic nature? Is it not evident that a campaign such as the Save the Surface could not expect to enjoy the support of such organizations, because of the fact, that it was created and is admittedly promoted and financed for the sole purpose of benefiting those who derive a living from the sale and use of paint and varnish?

While the Save the Surface Campaign is daily educating the people of this country to the need of paint and varnish for protection of property the local Clean Up and Paint Up Campaign is putting this same property into condition to invite and receive paint and varnish.

In this manner each campaign is aiding the other, resulting in the increased sale of paint and varnish products, which when all is said and done is what we, as members of this industry, are interested in.

My answer to the question, therefore, is: Both are of equal importance to the industry and both should receive your full support.

Last year I stated that the time had come to decide whether Clean Up and Paint Up should be given our heartiest support and co-operation in order that it might not only continue to serve us and serve humanity as it has during the past thirteen years, but to insure its future to such an extent that its existence should never again be questioned.

The co-operation that the movement has received this year from the trade as a whole and your action this day has for all time insured its future. Now as never before, can it be said that this industry is in the public service, sponsoring the Clean Up and Paint Up Campaign that everywhere is recognized as a national public servant. The emphasis laid on true economy by President Coolidge is resulting in more earnest consideration of the necessity for protecting our property against deterioration and loss through rot, rust and decay. Thus the basic urge of the Save the Surface Campaign is emphasized and accepted, and theory the more quickly becomes active practice. Our industry's service to the nation is providing the means for this much needed protection is today recognized by the public. The National Clean Up and Paint Up Campaign in addition to doing its great work in not only providing more and better surfaces to receive paint and varnish, as well as helping through its great indirect selling power to sell more paint and varnish, is eliminating as well, to a remarkable degree, the great losses caused by fire, waste, deterioration and disease and is making this a safer and a fairer land to live in.

The slogan of the National Paint, Oil and Varnish Association, "In the Public Service," is no longer a mere phrase but now as never before, is a basic truth.

We are in the midst of a dream, realized.

President Peters:—Mr. Clark, you have heard these expressions here and the action of this association. This association in having married this daughter of yours will endeavor to be as good a husband as you have been a father.

Personally, I should like to express my own feeling of pride in having seen the fruition of Mr. Clark's generous offer come during your president's administration.

Your association is proud of ownership of this campaign; shall be jealous and diligent as to its future. Mr. Clark, in the name of the association, it gives me great pride to advise you that your generous offer has been accepted.

Allen W. Clark:—I can't trust myself to say anything except to say that I appreciate this action, the spirit of it, and these assurances and the pleasant personal expressions. I thank you.

President Peters:—The next order of business is the report of the "Save the Surface" campaign committee. Ernest T. Trigg, chairman.

Ernest T. Trigg:—Instead of reading to you this rather lengthy report which has been printed and I believe, distributed or will be distributed, I am going to follow the procedure of our joint meeting the other day and ask the chairman of our sub-committees to tell you in brief language what they are doing and plan to do.

(The prepared report of the committee was as follows:)—

Report of Save the Surface Committee

Back in 1921, Save the Surface Campaign offered to the paint and varnish industry assembled in convention the objective, "Let us double the industry by 1926," and as the first step "Let us make 1922 the greatest paint and varnish year." At that time Save the Surface Campaign had been operating for three years and had made a definite place for itself in the sales effort of our industry. When the convention accepted this objective it recognized the leadership in paint and varnish selling which the campaign had demonstrated it possessed. Right there, on the convention floor, the paint and varnish industry began one of the most wonderful commercial marches ever undertaken.

We marched through 1922 and the Department of Commerce showed at the end of that year that we had gained 37 per cent. over 1921; 1923 showed a 52 per cent. gain. By the end of 1924 we had gained 71 per cent. And the first six months of 1925 lacked but three-quarters of 1 per cent. to equal the total volume of the entire year 1921. It is evident that the industry will be doubled, or practically doubled, one year ahead of schedule.

Without in the least discounting the fact that new construction has contributed to this increase in volume, and without minimizing the effect of aggressive selling and efficient advertising on the part of individual firms in bringing about this result, if unsupported thees two factors would not have doubled the industry.

When the campaign was a dream no one realized what a power it was destined to become in our selling. Therefore this convention should be particularly significant to every paint and varnish manufacturer for it marks the setting of a record that is pleasing both from the dollars and cents standpoint and from the fact that there is no knowledge of any other well established industry having done the same thing before.

The setting of the objective was a great thing, but not the only thing by any means that the campaign has done to help win the objective which it set. The other activities or tools that the campaign has developed and is using in its sales-building work with such telling effect have successfully withstood the test of time and use. Before we examine these let us look at the campaign machine as a whole and, from the engineer's window, glance up the road ahead. We have been driving forward from a standing start. Each year more territory has been covered due to increasing resources and this, plus the cumulative effort of past years, has enabled us to progress farther each year than we progressed the year previous. Today we are moving along at a rapid pace and the ground still to be covered is fertile territory. The "straight curve" of saturation is not in sight. The machine is functioning beautifully, the road of opportunity is before us, for hardly more than one and a fraction buildings out of four is today adequately painted, and so maintained. There is not an obstacle in our path to prevent our tripling our 1921 sales by 1931 if the engine is given sufficient fuel. The outlook is promising indeed. The industry has received big dividends from its investment in the campaign, but so far it has received only a small part of what will be received through continued effort.

Now let us look at the tools. They are a "hand-picked" selection from the best that modern merchandising has to offer. It is for their purchase that the investor's money is spent.

National Advertising. The high character and regular publication of this advertising has exerted an educational influence on millions of property owners; has without question sold untold quantities of paint and varnish, and made the individual efforts of various manufacturers infinitely more productive than they would have been if unsupported by this educational backing. Each year that this advertising continues its value increases and its influence becomes more potent. For seven years through this advertising the economy of painting has been emphasized to the nation. This advertising has inspired trade associations in many lines of business to attempt the fuller cultivation of their potential markets by similar work. It has inspired numerous broad-visioned men in other industries to attempt such work in their industries. Our slogan, which this advertising has put on every tongue, is valued by merchandising experts in excess of one million dollars a word. Our slogan has accumulated such value that it has been necessary to take legal steps to protect it in all civilized countries. This advertising and the work behind it has prompted the paint interests of other nations to take up the Save the Surface idea. This advertising has been favorably commented on all over the world, and has commanded a great amount of editorial discussion in periodicals devoted to advertising and merchandising.

Other Activities of the Campaign

Because the Executive Committee has maintained a small staff in Philadelphia it has been able to carry on a number of highly profitable lines of work, all in the interest of the impartial and impersonal promotion of the industry. These activities have been highly successful largely because of the enthusiasm with which the objective was received and because of the background given by the advertising. Before discussing these activities, it is well to bear in mind that the headquarters staff is a clearing house for ideas and suggestions which will be gladly given, as will any other sales service possible, to any firm or association in the industry. Let us remember that Save the Surface Campaign is a helpful group of individuals, ready to give such assistance as they can to any in the industry who desire cooperation. The campaign should be considered as a part of the organization of each concern in the industry, and be called upon frequently by the various concerns.

Local Sales Drives. The local paint and varnish trade has recognized the power of joint appeal to the extent that local sales and advertising campaigns are being conducted and financed by retail interests and painters annually in many cities. The Save the Surface Campaign has fostered local campaigns by providing leadership, advertising copy and plans so that today retailers and painters under the leadership of local Save the Surface Committees are spending annually in cooperative selling, a sum greater than that spent by Save the Surface Campaign each year. The good that will come to our industry through this utilization of existing organizations will be very great as local leaders are found, and as more attention is given to local drives.

Effort to Lengthen the Painting Season. We do not have to argue the desirability of cutting down seasonal peaks and leveling up the valleys. In discussing this "tool" the point of interest here is that it has

served as an excellent rallying point about which to give cohesion and the spirit of cooperation to local groups. (The same is true, in lesser degree, of the "paint the paint trade" idea which the campaign fostered.) The ideal at which we are aiming is to have Save the Surface Committees function locally as Save the Surface Campaign functions nationally. At present we are a long way from this goal, but on the other hand we are on our way toward it.

Conforming to Public Buying Habits. The development of the market has long been handicapped by the "can't-afford-it" argument of property owners to defer painting and varnishing. To meet this argument the instalment plan for painting was developed after three years of experiment, and given to the industry with the hope and expectation that the plan would make the cooperative and individual advertising of paint and varnish more productive, and so enable the industry to better compete with other industries which are offering their products on convenient terms, for its share of the consumer's dollar. This plan is now in the hands of the trade and the public. If it meets an economic need it will become an important link in our merchandising.

Publicity. Long before it could be properly handled a demand came from editors for articles on the use and value of paint and varnish, on color schemes and on interior decoration. As long as we were unable to handle this demand, we were not only ignoring a favorable opportunity for mass education but also failing to fulfil a function that was a logical part of our work. Save the Surface Campaign is now organized to handle publicity and today this "tool" is functioning smoothly and economically, and reaching an average of ten million people a month through newspapers; five million people a month through magazines; three hundred thousand people a month through class publications; and two million a month through farm publications. These figures are very conservative. A very important service that this "tool" is rendering is in preventing the publication of much material that would do more harm than good to paint and varnish. The products of our industry are among the most important that enter into the home; editors whose publications are dependent for their success upon the good will of their readers for the serviceable ideas they give them, feel it necessary to publish a considerable amount of paint and varnish information. If they cannot look to a neutral, impartial and authentic source for this information, such as Save the Surface Campaign—they tend to seek it from free lance writers, whose knowledge of our products and their proper use is, and must of necessity be, very limited and incomplete. Oftener than not when magazine readers attempt to follow the information given in such articles, disappointment follows and the paint is blamed. It is much better to have the campaign fill these requests from editors with authentic, unbiased material, than to have material published which leads to disappointment and dissatisfaction. Could the value of this "tool" to the industry be measured it would represent a paint and varnish selling aid of the very first importance. We hope that you will examine the display which has been arranged.

Save the Surface Magazine. The twenty-ninth issue of this publication is now in distribution. If a doubt ever existed as to the value of this magazine, that doubt has been dissipated. When the magazine is sent regularly by a painter or by a dealer to a good list of home owners it more than pays its cost. Further than this, its use by a dealer or a painter means that the user is spending some of his own money to promote the sale of the brand of paint and varnish he carries or uses. Knowing that we are drawing your attention to a tested medium, we have no hesitation in urging you to do everything you can to further the use of this magazine among your customers. Please note the Save the Surface Magazine display which is a part of the publicity exhibit.

Save the Surface Calendar. There exists a distinct need for forceful direct mail advertising material suitable to the use of dealer and painter. For the past several years Save the Surface Campaign has issued a cooperative calendar which has been merchandised by means of a thousand dollar prize contest. Like the magazine, this calendar is helping mightily in the educational work we are carrying on. And also like the magazine, a larger circulation for the calendar is very desirable.

It should be stated here that while Save the Surface Campaign has entire jurisdiction over both the magazine and the calendar, neither of these "tools" cost the campaign any money, as the publishers are responsible for all costs, including prize contest money.

Market Surveys. It is part of the Save the Surface Campaign work to develop new markets. We have been successful in securing the cooperation of various organizations to collect information on certain markets. The effort is being made to make these surveys more than statistical pictures of under-developed markets for paint by giving in them hints as to how the particular market under consideration may be tapped. To date surveys have been issued by the Department of Commerce, the "Farm Journal" and "Hotel Management." Other surveys are in preparation. So great was the demand for the "Farm Journal" survey that the edition of 2000 copies printed was exhausted.

Salesmen's Clubs. In twenty-eight cities Save the Surface salesmen's club are functioning. Paint clubs are finding these clubs as effective means for carying out local activities. They offer the salesman an opportunity to get into the cooperative game with his fellows, and this mixing with other salesmen tends to broaden the perspective and increase good fellowship. During the last year almost each one of the clubs has put over at least one worthwhile activity. The Pittsburgh Club exhibited the "Romance of Paint and Varnish" in the motion picture theatres located in towns around Pittsburgh. These clubs are active in entertaining painters and helping them enlarge the membership in their local and national organizations—organizing dealers, cooperating on local sales drives and in many other directions. We feel that a larger membership is desirable.

Sales and Advertising Conferences. The annual conferences of paint and varnish advertising and sales managers grow in attendance and in importance each year. The meetings held last June in Pittsburgh were voted "the best ever" by those who attended them. From the way the programs for the conferences to be held next June in Philadelphia are shaping up, it is expected that attendance will break all records. There are so many problems in the fields of advertising and selling which are common to all concerns in the industry, that the growth in these conferences is very encouraging, because by means of the thoughtful papers which are presented and the interchange of experience which comes up in the discussion of each paper, solutions for these problems may be looked for. Then, too, these conferences advance the spirit of fraternity and cooperation just as do the annual conventions. The more sales and advertising executives that take part in these meetings, the more valuable will the meetings be to all.

Motion Pictures. We have produced four motion pictures, three of which are merchandising films while the fourth, the last one, entitled "The Romance of Paint and Varnish," is of a more general nature. Each of these films has had a large showing but their usefulness has by no means come to an end. Motion pictures present one of the best means for getting ideas over to other people. If you have not seen these films, by all means get in touch with Save the Surface Campaign Headquarters, in the Bourse Building, Philadelphia, and arrange a showing. A wider circulation of these pictures among painters, the dealer's clerks, and salesmen will prove beneficial.

The firms in the industry who are investors in Save the Surface Campaign on either of the approved plans should be congratulated. They have shown their willingness to do their share in carrying on Save the Surface Campaign activities. How worthwhile these activities are, we feel, is clear to all. Made more familiar with the policies, aims and activities of the campaign, we feel many more firms will shoulder their proper share of the burden.

Save the Surface Campaign is our Industry's insurance. It teaches our ultimate consumers what is known only in a limited way—that the products we make and sell stand for property preservation, beautification and sanitation—that it costs less to paint than not to paint—that "don't put it off—put it on" is the economical policy for the property owner.

A list of all the investors in Save the Surface Campaign is included as a part of this report.

Mr. Trigg:—I realize that many of you who are present here today heard the report at the joint meeting on Tuesday, but regardless of that, for the benefit of the members who were not then present, it seems very desirable to have this information brought to you in the manner which it will be.

Let me remind you of what you know; namely, that the "Save the Surface" machinery is set up with chairmen of committees on each particular activity; it is well oiled, running smoothly and functioning twenty-four hours a day in your interest. Each subcommittee considers its own problems in detail, comes to its own conclusions and those conclusions are, of course, finally presented to and passed upon by the executive committee of the organization.

The New Slogan

The first committee chairman I will call upon is O. C. Harn, the chairman of the advertising committee, Mr. Harn.

Save the Surface Advertising

O. C. Harn:—I will make my remarks very brief, because there is not very much to describe in our work, although we spend a lot of time doing the work.

The advertising subcommittee is charged with the duty of getting up the advertisements which you see in the national periodicals, trade magazines and elsewhere. In other words, we prepare the message as it appears to the public. Without going into any detail as to how we work, I do want to say a few words upon what we endeavor to make those messages convey, what message we try to make those advertisements convey to the public.

An individual paint or varnish concern in advertising to the public has certain limitations and certain advantages. When those paint and varnish concerns get together and advertise cooperatively they also have some limitations and some advantages. Fortunately, the limitations in the one case become the advantages in the other and so we have in the two a team which is unbeatable.

The individual advertiser has his own product to sell. If he doesn't get that over to the public he loses the money that he puts into his advertising. Moreover, the prestige of an individual concern rests upon a little bit different basis than what it does when a number of people are advertising together.

One of the limitations is the exparte point of view; his message may be discounted to a certain extent because everybody knows that he has something in particular to sell. That is one of the disadvantages, one of the limitations.

Moreover, one of the limitations of the individual is that he can not carry too big a load of the general advantage to the public. He can't spend too much time upon that particular phase.

When we come to advertising cooperatively we at once have a big advantage, so that what we say, if we say it right, can be gotten over to the public without discount.

Our limitation is that we can not talk about any particular paint or varnish. We are limited by our own differences and by the physical difficulties in the way.

But therein comes at once to the front our big advantage. We can and must talk upon the subject in a broad, general way and we have the opportunity to proceed on a very high plane. We can talk about the advantages of the use of paint and varnish to the reader of the advertisements, and there we have the big advantage that it is correct psychology. Everybody who has studied advertising knows that in order for advertising to register as near one hundred percent as possible, it is necessary to talk from the standpoint of the reader, of the expected user of the product.

That we have done in the "Save the Surface" campaign advertisements. We have put the interests of the readers in the limelight and we have subordinated our interests. We have said, "Save the Surface and You Save All," the implication is, it does not make any difference how you save the surface, it is your property, and therefore it is your interest to save that surface.

We know in our own councils that about the only way that they can save the surface in any great degree is by the use of our products, but we keep their interests in the limelight. It is good psychology, it is good salesmanship, and we have the opportunity in this cooperative campaign to play that up to the limit, knowing that our sales will just simply, naturally follow as the night the day.

I dwelt upon that particularly because you have noticed the kind of advertising, or, at least, I hope you have, that we have been doing.

It has been on a very much broader, higher plane than any individual concern could have done it. We have done it with malice aforethought, with careful planning, and we believe that we are on the right line.

We do get to the public. There is the public, the property owner is the man we are shooting for. All other machinery, advertising to you through the trade publications and through the mail, advertising to the painter, through the trade papers and through the mail, the advertising to the dealers through the trade publications and through the mail, all this advertising within the industry is purely to let you know what we are doing, the line of attack upon the public so that you may cooperate with it and train all the guns upon the objective which is the public. They are the people who are buying paint and varnish, and we are trying to get everybody operating so that the pressure upon the public is the greatest because it is all directed at one point.

In this coming year, Mr. Trigg said something about what we are going to do, we are going to continue along the same line of continually calling the attention of the public, the users of the paint and varnish to the fact that it is their property, it is their pocket book that is affected and they should look to it to see that they protect their interests. Therefore, we shall continue as we did this last year. You have to simply bring home in an epigramatic way the central thought of property preservation, that it is economical, that it is thrifty, and then the illustration will simply be such as to increase the impression and then down below a small amount of detail which will simply supplement and enforce the general thought in case some people want to read a little bit more about it.

That, I believe, is the work of the advertising committee.

Mr. Trigg:—Mr. Byrne of the duPont company, chairman of the subcommittee on publicity is not able to be here today. I will ask Mr. Norton, if he is present, to report briefly for that activity.

"Save the Surface" Publicity

Mr. Norton:—Without the educational background which the national advertising, done by the "Save the Surface" campaign during the last seven years, has given, the very fruitful publicity work, which we are carrying on today would be impossible. The fact that many do not realize is very evident in our publicity work and that fact is that editors, along with property owners, have been educated to the economic necessity of painting and varnishing by this national advertising. As a result, editors have during the last few years felt the need for publishing articles regarding paint and varnish, and the services which they render. This fact is evidenced by the steady flow of requests from editors for articles which treat the various services which paint and varnish render. In fact, it was the number of such requests which caused "Save the Surface" campaign executive committee to enter into publicity work. For almost two years we have been carrying on this type of work and the requests for articles are more numerous than they have ever been before.

Like the national advertising, the articles we prepare deal more with what paint and varnish do than with what paint and varnish are. We feel that people are more interested in what a product does for them, than what it is and how it is made. Therefore, we feature the preservation, the beautification, and the sanitation which paint and varnish bring to those who use them. After all, it is the service our goods render which people buy rather than the goods themselves.

In the newspaper field we are answering requests for paint and varnish articles which we have had from editors by releasing specially prepared and illustrated articles to a list of five hundred newspapers through a mat service, which is the most economical means of distributing such material.

Besides this mat service we are preparing special articles for a considerable number of big newspapers in the larger cities. Many of these papers operate their own syndicates and through these syndicates our articles are published by other newspapers. Then we are preparing still other articles for syndicates which serve large and small newspapers all over the country. A fourth type of newspaper service consists of furnishing material to newspaper writers who re-write this material and thus it is published in slightly revised form. The rewriting of material nets us perhaps as much circulation as we secure by the methods described. Finally, we are securing a large volume of circulation by means of the cooperation of paint and varnish men who are serving on local "Save the Surface" committees; we release material to these men periodically and they place it with periodicals which are published in their various cities.

In the magazine field our work is equally broad. Not only are we giving suggestions to the writers and editors, but also we are furnishing articles to a considerable number of general magazines, women's publications, to class publications, that deal particularly with the home and farm publications.

Further, we are very active in the radio field. Once each month a paint and varnish radio talk is put on the air from one of the large New York stations. The talk is also sent to two hundred radio stations which are located in various parts of the country and whose broadcasting areas do not overlap. We estimate that since the first of last January paint and varnish have had something better than sixty hours before the radio audiences.

Besides the foregoing we are editing a monthly magazine with which many of you may be familiar; I refer to "Save the Surface" magazine, which has definitely proved its value as a paint and varnish sales medium. We hope within the next few months to considerably enlarge this magazine and include in it more color pages, thus making it a much better monthly advertisement for paint and varnish. Let me say here that all production and selling costs incident to this magazine are borne by the publisher which is a concern in no way connected with "Save the Surface" campaign or the paint and varnish industry. Incidentally, this magazine is a direct source of additional publicity, for the editors of various periodicals frequently reproduce articles which are published in the magazine.

Another service which publicity is rendering the industry and which is worthy of comment is the report which various publications are issuing at the suggestion of the campaign. The last of these reports was distributed last week. It covered the sales possibilities for paint and varnish among hotels. During the coming year we hope to be instrumental in issuing surveys on the market for paint and varnish in hospitals, schools, factories, and among dairy farmers. The interest which paint and varnish sales and advertising executives have shown in these reports indicates that there is a real demand for them.

Every article prior to its release is passed upon for its technical correctness. Every article is impartial and fair to all branches of the industry. As far as possible, we try to secure the publication of our material in magazines and newspapers which find the major part of their circulation among home owners. To a considerable extent our material is so written that it will appeal to women, for we realize that women exercise a great deal of influence in the purchasing of goods for the home.

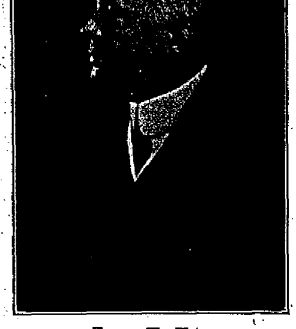
The only way by which to measure success of publicity is in terms of circulation. Speaking very conservatively, we estimate that our material is being read by at least 13,000,000 people each month.

Mr. Trigg:—Is Mr. Matlack in the room? Will you report for the subcommittee on films and exhibits?

"Save the Surface" Cinema

Mr. Matlack:—The committee on films brought out their new film, "Romance of Paint and Varnish," about the tenth of January. While we realize that we were late so that the film could not be used at the annual meetings of our members, yet it has enjoyed a very good circulation. It has been shown to about 18,000 people in twenty-three States in sixteen showings.

We realize from the reports brought back from the places where this film has been shown that "Romance of Paint and Varnish" has been considered the best film that has been gotten out by your committee. We feel it is so good that it should be shown to a much larger number of people. To do this we should like to suggest and encourage the larger Paint Clubs to buy a print of the film. This will probably mean an expenditure of about $200. If each of the larger clubs owns this film, any of your members wishing to have a meeting in a hurry can send and get it. If you send to headquarters, there is delay in parcel post and we lose and you lose a large number of showings.



Ernest T. Trigg
Chairman
Committee on Save the Surface

We have also figured out that the first, second and third reels of our film can be used by the large manufacturers by having a reel made of their own promotion plan, combining these and in that way having an elegant sales media for their own dealers. This has been tried by one manufacturer, and I think it has had about twenty-five showings among their dealers. At one two-day showing 800 people from the town came in, and the dealer reported that he was very much pleased with the effect on his paint and varnish sales.

Your committee will not have a new film for 1926. We have offered our services to the committee on preparing exhibits for the sesquicentennial. We hope time, cut up in different ways, so that a large number of people will see them then, that all of our films will be used at that.

We are also employing the Y.M.C.A., spending $100 from June 16, 1924, to June 16, 1925, showing two reels of the "Brushing Up" film. They were exhibited in front of 24,000 people and at a cost of only $100.

We expect this coming year to use two reels of "Brushing Up" and two reels of "Romance of Paint and Varnish," giving them three two-reel sets to send out (that is, two sets of "Romance of Paint and Varnish") and we feel confident that we will display in front of 75,000 people.

We are sorry that individual firms are not using the film more for their own benefit. We believe the "Romance of Paint and Varnish" can help your own sales organization, can help your dealer's clerks in knowing how and what to sell for a required job. We certainly would like to cooperate with you closer and get more results from the film.

Mr. Trigg:—"Slogan Protection," Mr. Calman.

Protecting the Slogan

Henry J. Calman:—My message is only a brief one, due largely to the fact that the work of the committee on the protection of slogan has been greatly lightened.

The trade has begun to realize the distinct purposes for which the slogan is intended and how it is to be used. Infringements on our rights, while they were frequent in former years, have grown to be very few. In those few instances where these infringements have been reported to your committee the response to the request of the committee that they be discontinued have been immediately acceded to.

The committee has not had a single difficult problem to handle this year which has not immediately yielded to the mild treatment by letter.

The most important work the committee has had on hand during the past year has been the registration of the slogan in a great many of the foreign countries. You will probably be interested to know that your slogan is registered, reserving all rights to us, in fifty-two countries in the world, fifteen more are now on the way, and we expect to have the whole list completed within the next six months.

This was found necessary because the value of our slogan has become so much appreciated throughout the world that registration antagonistic to us and in the interest of individual concerns was granted in one or two of the countries operating under Spanish law under which prior registration gives absolute rights and prior use is not protected. This is not the case where the English Common Law prevails.

To you, gentlemen, my message is eternal vigilance. Watch advertisements, display signs, signs on stores, etc., for anything that you might conceive to be an infringement of your association's rights in this slogan. When you find anything that appeals to you as an infringement or something that might be an injury to our general good, report it either to the Philadelphia office or to my office and such things will be promptly handled and any such abuse will undoubtedly be immediately corrected.

I am happy to say that our work is very easy now and with your aid it will continue to be even easier.

Mr. Trigg:—Mr. Woodbridge is chairman of the subcommittee on cooperation with financial institutions. He is not able to be here this afternoon. Inasmuch as that subject was so well covered in the president's address last night, we do not deem it necessary to call for a further report upon it.

The last subcommittee report is that on finance, Mr. Roh, chairman.

Save the Surface Finance

Mr. Roh:—I think everybody here knows how your subcommittee on finance functions. In the majority of the constituent clubs there is a "Save the Surface" chairman appointed and to him the "Save the Surface" office sends a list of the investors on the approved plan, the investors on their own plan and the non-investors. Special cases are handled by the various members and the chairman.

Through the effort of these chairmen and the various members on the committee this year we have had about thirty-five new and renewals, amounting to about $6,000, probably a little over.

While I was able last year to report very encouraging results because so many of the five-year contracts expired and the renewals gave us a considerable increase last year, this year we are about holding our own. The reason for it is that a very large majority of those who are really interested—interested in a big way—are now investing. The unfortunate part of the investment is that so small a proportion are on the approved plan. Only 50 percent, numerically, I think, are investing on either of the two investment plans, the percentage and the classification investments.

The difficulty that we are having is that everyone here, I think, has heard the addresses of the three presidents of the three associations that have met during the week and the vast amount of good that this "Save the Surface" is doing our industry. As a matter of fact, I think in most all the cases in almost all of the addresses it is held up as the most important activity of the paint and varnish industry. And yet with all the good reasons we have there are 50 percent of the investors who insist upon investing in the wrong way.

This activity is not like other activities in other industries where a hard and fast investment plan is submitted and approved by investors, or you are left out in the cold, cold world. We permit you to come in on your own plan. Sometimes I think that is a very grave mistake. On the other hand, that is the plan. The reason it is the plan, as I see it, is that most of the leaders in the trade feel (and I think they have justification for the feeling) that there is that real honest-to-goodness confidence we have in one another that in the end we will finally get 100 percent investment on what we know is the right price.

We all know that when this movement was started six years ago (longer than that but actually in force six years) that we could buy with our money a lot more advertising, or just as much advertising with the initial $100,000 as we can now buy with the $200,000. We who spend advertising appropriations know that $200,000 isn't a very important amount to spend for an industry as important as ours.

Now sometimes I feel after repeating this story that after all it is just a little hopeless. You all know the reasons; I can't tell you any more; you have them. And that it doesn't do much good and it is rather discouraging, but low and behold, after our last meeting one of the ten largest manufacturers and distributors of paint and varnish and allied businesses in the trade came to me and said, "That little talk did touch me this time, I don't know why, but you can count on us for aid." Another important company said, "I think that we can consider this, too. I think if you will see someone else in our company, all they need is just to be eased over this little bar."

This is the appeal. I don't feel that any manufacturer or distributor of paint and varnish wants the benefits that we all recognize we receive; I don't think there is half a dozen people that you can talk to about "Save the Surface" any more who don't admit what it has done for the industry; you don't have to be convinced as to that, but somehow or other we just don't want to be eased over, and the feeling that I have is this: if it is possible that you are among those who are getting and receiving these benefits at 50 percent, or even less of the price, that is really not our industry, it is not the way we do things.

I want to make this appeal to everyone who is here who isn't on one of the two approved plans, not to wait for your committee chairman, not to wait for one of the advisory committee, but just come on through, line up with half of the industry on the approved plan and we will show you an honest-to-goodness "Save the Surface" campaign.

Mr. Trigg:—I would like to just add a personal appeal or emphasis, to reiterate, Mr. Roh's personal appeal, that you don't wait for somebody to take their time.

Mr. Roh had not ought to have to take his time to go to the offices of all the people in the industry and ask them if they won't please come in and labor with them on it. There is a uniform plan, it applies to everybody, it is fair and equitable. If it isn't, we would be glad to have somebody show us how it can be made more equitable.

While we are here this week, let's think it over from our own standpoint, and if you can see your way clear to save the time of these men who are busy, too, giving their time free to the industry—if you can see your way clear to coke up to the captain's office with your signature on the uniform basis, you will be making a contribution or an investment in this fund that will be doubly valuable.

I have made several talks before this convention in years gone by, all of them addressed to the general thought of a great industry. I have taken the liberty of getting a little something ready along the general line of the spirit of our industry and its progress, the title of which I was not able to give to you, Mr. Secretary, because I didn't have the time, but I want to present it to you as a great industry moving ever forward, ever onward.

Ever Onward

By Ernest T. Trigg

"New Occasions teach new duties; Time makes ancient good uncouth;
They must upward still, and onward, who would keep abreast of Truth;
Lo, before us gleam her camp-fires! we our Pilgrims be,
Launch our Mayflower, and steer boldly thru the desperate winter sea,
Nor attempt the Future's portal with the Past's blood-rusted key."
—James Russell Lowell.

"New occasions teach new duties" applies with peculiar force to this 1925 convention. A year ago our convention used the slogan "In the Public Service." The ultimate goal of the individual is to be of service, and there can be no finer or better goal for an industry than to properly serve the public and to constantly and faithfully improve that service whenever and wherever occasion makes it possible. Nothing is good for an industry which is not good for the public. This is an axiom our industry has long recognized and put into practice in all of its associated activities, and the "bread cast upon the waters" has, in accordance with Biblical prediction, been returned to us.

We are about to close the first quarter of the Twentieth Century. There are many of us who can look back over a business experience which spans the period of those twenty-five years, in which have been recorded many activities through new opportunities. But, notwithstanding the number of our business yesterdays, the future of our industry is a possession common to all of us and with the spirit of harmony and co-operation bred in the work of our associations, a continuation of the ideals and aims for the growth of our industry will follow. In speaking of the growth of our industry, let me refer to the achievement since our convention in 1921. You all know, of course, that we sober resolve then made to "Double the Industry by 1926." You all know, too, that the increase over 1921 was—37 percent for 1922; 52 percent for 1923; 71 percent for 1924—and now it is my privilege to tell you that had we taken the first six months of 1925 been three-quarters of one percent greater, it would have equalled the total volume for the twelve months of 1921. Newly established and, I might say "popular" industries, such as, for example, the radio industry—may expand very rapidly and make extraordinary showings, but the accomplishment of our industry is, I believe, unique. From the inception of an idea that the industry had to pull together in some effective way in order to take its place among the leading industries in this great United States—to the working out of an educational campaign which has carried our slogan "Save the Surface and You Save All"—to the four corners of the earth—we have created a larger market and imbued the public with a knowledge of the real economies and the many uses of our products.

This great stream of paint and varnish which has been flowing out from our factories to the consuming public has been spread over all types of surfaces; it has prolonged the life of the homes of the nation; it has protected invested capital, plants, machinery, and all kinds of manufactured products. It has reduced the labor of cleaning and the cost of lighting. It has built morale, for it has "washed away" the signs of age and wear, leaving in their places clean, fresh colors that reflect good cheer. And it has fought the subtle danger of shabbiness: worn, dingy surroundings—like shabby, ill-fitting clothes—weaken initiative, sap ambition, are uninspiring and drive away happiness.

In doubling our industry's output, we have doubled our service to the public. This is the direct and clearly recognized result of our collective endeavor. But there has been what we may call a "by-product" result. While we have waged our "Double the Industry" campaign, and have educated the public to the importance of paint and varnish, we have also educated and benefited ourselves, in a greater degree than perhaps all of us realize. For one thing, we have learned how to cooperate. We did that because we realized that co-operation was essential in our endeavor to accomplish a common desire. We learned that it was possible to religiously observe all of the laws of the land; to keep competition not only alive but increasingly intense, and yet to co-operate on problems, the big problems, common to each of us as individual units. We learned much about unsold possibilities and quickly realized that we had presented golden opportunities for additional volume—and I learned that we quickly realized the futility of devoting our entire effort to the task of "swapping customers," a practice economically unsound when viewed in the light of a national market possessing a possible volume of four dollars for every one dollar presently being sold. I do not mean by this reference that under our competitive system we no longer seek the trade now going to others; but I do mean that this great industry is more and more devoting its energies to the development of the vast field of surfaces not properly protected, and thereby reaping a constantly increasing volume—and at the same time adding to the protection and prolonging the life of the nation's property as a whole. We have benefited too, by way of by-product, in the morale of our industry—our own sales organizations; jobbers, retailers, and master painters—all feel

the surge of a new optimism and a new sense of achievement.

We have found all kinds of references to and modifications of the slogan "Save the Surface and You Save All," showing the popularity and effectiveness of our educational campaign, in other fields, this is another "by-product," the latest, which has come to my attention, was by Prof. Willis A. Sutton, Superintendent of Public Schools at Atlanta, who in addressing a recent convention of the American Dental Association at Louisville, said: "Save the teeth and you save the men and women of tomorrow." As an industry, we have at least a glimpse of the "future's portal," and I am convinced, knowing the spirit of the industry as I do, that we are unwilling to stand enthralled by our past accomplishment, but instead, we are bound to press "upward still, and onward" toward the opportunity and responsibility which is ours, for widening the sphere of our industry's importance and its influence for good.

And now I want to leave the paint industry as a specific thing and talk a few minutes in a little broader field.

Opportunity for Industrial Progress

It is the philosophy of our form of government that there shall be a fitting reward for individual initiative, and it is this philosophy which has, in the comparatively short space of time of one hundred and fifty years, made our nation foremost among the nations of the world. And, I would like to make the point here, that it is not our great industrial establishments; our great transportation facilities, nor our great financial machinery which has made it possible for our nation to occupy her present high place—but rather, it is the opportunity afforded by our form of government, that has encouraged the development of our great industrial geniuses, the master minds of transportation, and the wizards in the field of finance. It was their planning and their energy which wrought the wonders this nation has produced and which are today the marvel of the rest of the world.

When we see the modern sky-scrapers in our big cities, and the great industrial centers with their huge manufacturing plants and vast areas of machinery in operation, giving employment as they do to limitless numbers of hands producing the products which contribute to the necessities, comforts and conveniences of the nation—I wonder if we fully realize that all of these great things are the result of the patient planning and toiling of men—human beings, even as you and I. It was only a few years ago that the present great sky-scraper was created—*it is easily* within the memory of many present when our industries were of the "homespun" variety, and the "electrical age" came on us so fast that we scarcely realized its development. And yet, I cannot help but feel that the accomplishments of the present day are but the forerunners of the greater things tomorrow will bring.

Our hours are so full of the effort to perform tasks immediately before us, that some *of us fail to appreciate* the many advantages which man's inventive genius and man's assiduous toil have given us. We do take things for granted. The telephone came into use since some of us joined the ranks of business. It is a good example of my statement. Many of us can remember when business was conducted without it. Today it is a necessity. If we do not get the service we expect from it immediately, we condemn the instrument or the operator and feel that we have been badly used. Would our attitude toward the telephone and its service on such occasions be changed if we stopped to think of all that is involved in its construction and operation? Realizing superficially at least the intricacies of the telephone exchange and the delicacy of the connections and the instruments involved—to say nothing of the human failings which are common to its operators as well as to all other human beings, is it to be wondered at that something goes wrong occasionally?

Our advantages and conveniences have indeed come at so rapid a pace that we have scarcely had the time to fully appraise their value in our every day life. The great invention of today is the commonplace of tomorrow. We accept it, and are intolerant of anything which happens thereafter to interfere with our use of it. I repeat our many advantages are the result of the form of government under which we live and under which this nation has grown from insignificance to a position of outstanding importance among the nations of the world. It is to this government that we, as citizens, owe the loyalty that is in us. It is not the government of some of the people, but it is "our government," and as we meet here today in convention, considering as we must, the problems which are of peculiar and especial importance to this industry—should we not also think of ourselves in our broader relationship to the welfare of the country as a whole? While we are considering the ways and means by which to widen our own sphere of usefulness, from the industry's standpoint, shall we not also think of extending the sphere of our interest and usefulness as citizens of this great nation? Americans all, we are proud of these United States and the things this nation has done and what it stands for. We are proud of its great and unprecedented growth—both materially and in world-wide influence. We are proud of its enviable reputation *among the nations, for fair and just dealings.* We are proud that it has never waged war to acquire new territories, nor for other material gain. We are proud that the President of the United States could and did say—when we entered the great World War—that we went in with open hands and would come out with empty ones. Of all these things and many others we are proud and have a right to be.

Maintenance of National Traditions

The two main foundation stones on which this nation has builded, namely, the Declaration of Independence and the Constitution of the United States—are immortal instruments. It is from these sources that we have our freedom and are guaranteed the opportunities which our people have always enjoyed and which posterity will enjoy, if we guard them well. Those opportunities through the very nature of things, bring with them responsibilities—and *today it is our responsibility to* maintain our national traditions and look well to it that no tendencies develop among our people, which are likely to cast the slightest cloud upon our performance of the past—or to follow decrees in the future which will mar our glorious history of one hundred and fifty years. As we are in meeting here this week, we must realize that there are forces of intolerance at work throughout the land—forces aiming to test and break down our institutions, in fact, the very constitution itself.

As an evidence of the truth of this statement, I have but to call your attention to the fact that at our last presidential election three and a half million votes were cast to subject the authority of the Supreme Court to that of Congress. I make this statement because this was one of the provisions of the LaFollette platform. I grant that a percentage of those who so voted did not understand what they were voting for; they were following leaders in whom they believed or felt they did and therein lies a great menace. Differences of opinion in the political field as in other fields, are wholesome, but when strong, influential political leaders carry their propaganda to a point where it strikes at the heart of the Constitution itself, then we have reached a place where each of us as citizens owes it to the nation to give the situation our serious attention and to resist the furtherance of such teachings in every manner within our power. It was argued that the reason for the provision mentioned was because of so many Supreme Court decisions having been based on a 5 to 4 vote of the justices. It was not stated, however, that, as I have been informed, since the establishment of the Supreme Court there have been but forty-eight decisions handed down in which acts of Congress have been declared unconstitutional. Of twenty of these decisions the opinion was unanimous, and of the remaining twenty-eight, a 5 to 4 decisions was rendered in only eight instances.

Half truths are often more dangerous than is apparently no way to insure the public getting at the facts instead of just those parts which best suit a particular case or individual. The great growth of our population through the foreign born and those of foreign parentage, adds greatly to the problem of having an intelligent nation-wide understanding of our philosophy of government, our Constitution and our traditions—and this fact makes it increasingly important that we as citizens, should contribute the best we have in us to the clear, straight thinking of the public on every national problem, to the end that our Constitution be not undermined; our institutions destroyed, and that the demagogues and the teachers of false doctrines shall not occupy high places in the seat of our Federal Government. Here, I submit, is a field of outstanding importance wherein each one of us can use our influence and lend our help to the perpetuation of the principles and of the philosophy of our government for our own benefit and that of future generations. Then there are other problems—serious ones—with which the Federal Government is confronted and where our cool, deliberate and unselfish help as citizens is required. One of these is the matter of taxation. The importance of this problem is at once apparent, when it is realized that for the present year the Federal Government alone will collect some twenty-nine billions in taxes. Forms of taxation levied under stress of the great World War, are still in use. The emergencies which then existed justified immediate action. It seems reasonable now, however, to expect that in the light of the experience of the years since the war, and with a better opportunity to measure the expenses of the Government against prospective income—that there should be a readjustment of Federal taxes, the result of which, while not reducing the Government's income below its necessities, will be a relief and encouragement to business and industry, which, after all, is the mainspring of the nation's prosperity and the happiness of its people. We must all, it seems to me, agree with the Secretary of the Treasury, that the issue is not only tax reduction but also tax reform. The time has come in the opinion of most business men, to permanently lessen the tax burden, which can only be done by correcting the defects of *our present system.*

Channels of Tax Relief

While there are various opinions expressed as to the reforms and relief which should be provided by Congress, the following are suggested as the outstanding results to be hoped for:

1. The maximum surtax should not exceed 20 percent, to encourage more investment in active business.

2. The Federal Government should vacate the field of estate taxation, leaving it to the states—and repeal its "Siamese twin," the "gift tax."

3. The so-called "nuisance taxes" should be reduced as fast as practicable.

4. The publicity features of the present law should be repealed.

But Federal taxes are not all. If state and municipal taxes continue to increase, the tax payer may find that such Federal relief as he *secures*, is eaten up by state or local increases. Plainly then, we should all interest ourselves in the establishment of a strict budget system in local communities where such budgets are not in use, and urge and support all local measures looking to greater economy in expenditures. In connection with this subject, let me call attention to the fact that the person whose income may not be sufficiently large to require the payment of a Federal tax, is nevertheless, paying indirectly the taxes others are obliged to pay and pass along to the public.

It might be interesting to the members of our industry, and I should suggest that they, for their own information, determine the amount of taxes of all kinds (Federal, state and local) which they pay annually, and see what percentage relation the total bears to the amount which they pay to their stockholders annually by way of dividends, and also to their annual pay roll. I am inclined to believe that every member of the industry will find a comparison of this kind interesting, if indeed the amount of taxes paid, as also the amount of dividends and annual pay roll, is not surprisingly large.

The question of the adjustment of international obligations, resulting from the World War, is an exceedingly important one, requiring firmness of purpose and a long visioned view into the future on the part of the financial authorities dealing with it. It is evident that a real improvement in European conditions depends upon the adjustment of the war debts on a basis which will be fair to the creditor, shall be such that each nation debtor can reasonably undertake to work it out. As business men, we realize when dealing with a debtor it is much better to adjust his affairs in a way which will permit him to continue to exist, rather than to force him into bankruptcy—provided, of course, there is no evidence of dishonesty or fraud. It is evident that our Government is taking much this same broad view in its dealings with foreign nations, and this course seems to meet the approval of sober business judgment.

Another problem is the anthracite coal strike. It is hoped that this will be adjusted before public suffering results. All attempts thus far made to involve the National Government in the settlement have failed, and it is the firm conviction of many who have considered and studied the question impersonally and impartially, that the Government should not take a hand *in matters of this kind, unless and* until the welfare of the public as a whole is seriously threatened. Furthermore, the spirit of "fair play," which is the inheritance of the American people, cannot but approve and urge that such matters be settled by means of proper arbitration, and it is to be hoped that the day is not far distant when this method of adjusting differences between employers and employees, differences which cannot be settled fairly between themselves, will become a firmly established and accepted practice, and that, pending such arbitration, there shall be no cessation of work—thereby preventing the possibility of distress of suffering on the part of the public as a whole.

Human Relations Are Paramount

The whole question of industrial relations is an important one to the welfare of any nation, especially one of such industrial magnitude as our own. I have always preferred to think of this subject in *terms* of "human relations" rather than industrial relations—for after all it is a matter of relations between human beings. Generally speaking, I believe that the employers are as much, if not more at fault when differences arise between them and their employees, than are the employees themselves. I say this because the employer is the one who is the natural, logical leader for his own group of workingmen. It is he who should think of and provide the proper relationship between his employees and himself. If he fails to do this he vacates the position which he should occupy and to a considerable extent at least, has only himself to blame for any dissatisfaction and trouble which occurs. It is my belief that an employer should think of his employees not as machines or "cogs in the wheel," but as human beings entitled to proper consideration and having necessities for which they are responsible, as well as desires and ambitions which must be gratified. In thinking of this subject, it is well for the employer to ask himself: "Would I want to work for myself?" Such a question honestly answered might open up a line of profitable thought.

The employer is justified in expecting from his employee a full day's work honestly done. The employee who renders that kind of a full day's work is justified in expecting from his employer working conditions and surroundings which contribute to his physical and mental welfare, and a wage sufficient to provide not only the necessities of life but a reasonable amount of comforts and conveniences for himself and his family, plus something which, if properly managed, will be laid away for the proverbial "rainy day." In what I have said I am not advocating any of the extreme social activities which have sometimes introduced by employers and which are more often than not distasteful to the employee rather than of benefit; but I do want to suggest the consideration of such things as group insurance, thrift clubs or savings funds, and any other sensible, worth-while provisions for the mutual benefit and future welfare of employees and their families. Sound, practical co-operation of this kind with employees is a reward in itself. It is appreciated by the great majority of employees and tends to improve the morale of an organization; it results in better work and more satisfactory service to the public.

In what I have said, I have referred to a few of the big national problems in which we, as citizens, are deeply concerned and in which our government desires—yes, must have our best thought and our best help. As our industry forges "ever onward," should we not take time to interest ourselves seriously in the big, broad problems of our government—giving it the benefit of our deliberate, collective thought from time to time and thereby and in a practical way extend our field of usefulness and influence? I submit to fellow members of the Paint and Varnish Industry, that we have in our organized associations a greater power for the future than perhaps all of us realize. I feel that I am voicing the opinion of each member of the industry, that we are determined that this great power shall wax greater as the years roll on and that it shall be used always in a broad, constructive and helpful way.

Let me repeat again the lines from the opening verse: "New occasions teach new duties; Time makes ancient good uncouth." *Our industry has successfully met and mastered "new occasions"* and it will continue to do so, but the rules of the past cannot be taken as unquestioned guides for future conduct. As we meet and consider "new occasions" which arise within our own industry and in the broader problems which confront us as citizens—let us ever be ready to view them with open, fair, constructive minds, making our conclusions deliberate and just, remembering always that there is no rule *in the working out of business or per*sonal policies, equal to that old rule—the Golden Rule: "Do unto others as you would have them do unto you."

And then, my friends, as we do grow in power and influence through our work together, we will find as paint and varnish men, the same pride in the accomplishment and in the traditions of our industry, that we all feel as citizens in the accomplishments and traditions of our great and glorious nation.

President Peters:—Mr. Trigg, we are all greatly indebted to you, as usual, for a remarkable address. This address will be published in the records of this convention.

The report of the "Save the Surface" committee contains certain recommendations requiring your action, gentlemen. Will the secretary read those resolutions?

Tripled Volume Proposed

Secretary Horgan:—There are two resolutions to be acted upon and in the interest of time I will dispense with the reading of the "whereases" and get down to the meat of the resolution. The first one is:—

Be it hereby resolved, That the Paint and Varnish industry exert *itself* to continue its rate of growth; that it provide for a new objective to take effect when the doubling process is completed; and that it render this important decision into a definite form of statement by adopting the following objective, our new goal, triple the industry by 1931.

Mr. Trigg:—I move its adoption.

(The motion was seconded and carried.)

Secretary Horgan:—*The second* also has a good many "whereases." The resolution itself reads:—

Resolved:—That every member of the National Paint, Oil and Varnish Association be urged to accept his full responsibility by investing in the work of the "Save the Surface" campaign on a basis approved for each branch of the trade.

(Upon motion duly made and seconded, it was voted to approve the resolution.)

Memorial to Congress

Arthur S. Somers:—I am going to ask the members to consent to refer to the address to which we have just listened and request that this organization consider whether this is not an opportune time to put ourselves squarely on record with reference to some of the important problems *that are now being discussed and are* being planned for consideration of the incoming Congress.

Mr. Trigg referred to a great many of the questions to be considered by that Congress, none more important than that touching the economic development of all industries in the United States. I refer to that part reciting the need for modifying the income tax law. I would like to have the privilege of introducing a resolution at this time that it be resolved that this association embody that portion of Mr. Trigg's report in which he makes reference to the reduction of income taxes in a memorial to be sent to the Congressional committee at Washington now considering the proposed income tax law, and also that that recommendation be extended by including a provision requesting a reduction in the tax on corporations.

President Peters:—The chair will entertain a resolution to that effect at this time.

(The motion was seconded by Mr. Kurfees.)

President Peters:—Is there any discussion of that resolution? Are you ready for the question? All in favor will please say "aye"; contrary "no." It is carried and so ordered.

*At this time while we are on this sub*ject of our national government, I just want to inject here this little suggestion: that we have in our audience at this time the baby member of Congress, a member of our industry, elected at the last election, a Democrat who was elected to Congress from an overwhelmingly Republican district.

I would like to call on him now for a moment. It is not necessary to introduce him to this audience. I refer to the Hon. Andrew L. Somers.

Andrew L. Somers:—I would like to compliment you on the courage of the delightful president of this organization in presenting two Somerses to one meeting at one session. You know, back in Brooklyn I am afraid that the Somerses are getting a bad reputation, because I hear it rumored around that all you have to do is tap them on the forehead and out bursts a speech. It isn't my intention today, however, to prolong these meetings by injecting any of my ideas into these important discussions that you have listened to.

I have enjoyed the address of Mr. Trigg's very much. There are many things in it there that I think will help develop the industries of this country and I shall certainly favor a great many of them. I cannot, however, at this time go on record saying that I will indorse them all because I feel that I deserve a little time to give them the consideration which they call for.

I do want to express, however, my appreciation for being in Cleveland at this time, at this convention. Whenever I come into Cleveland, which seems to me to be almost like a second home, my mind is flooded with a memory and with fond recollections of the hospitality of the people who are engaged in our industry in this community. I think that when you leave Cleveland you are going to have the same impression of these gentlemen. You may well be proud of our representatives in this community.

When I get to Congress—and it seems to me sometimes that I never will get there, because we are given a thirteen-month vacation—I will full pay before we start to work; it is a good job, incidentally, and if any of you know any more just like it, I would be a candidate for those jobs, too—I want to feel that I am in the public service. I want to be inspired by the same ideals that inspire this organization.

In fact, it was this organization that implanted in my mind these ideals of "in the public service." I am pleased to offer now publicly my service, however humble it may be, to help develop this industry of which I am so proud to be part of.

Mr. Chairman, I again wish to thank you for presenting me to this audience and giving me this little opportunity to present what few views I have. Thank you very much.

President Peters:—I don't know how many Somerses there may be left in Brooklyn, but I know we all wish that many more of them would be transferred to Washington.

At this time, gentlemen, I would like to *say that our time is getting short* and I am sorry that the program has been so long as to make it necessary to speed through the balance of it, but I would like to say that this year when your president was called upon to appoint committees he endeavored all the way through to appoint chairmen of committees who were especially able to handle the subjects assigned to them.

I think that in no committee which was appointed this year has the chairman had greater ability to handle the particular topic or subject assigned to him than the chairman of our committee on exports, Dr. Maximilian Toch. He has come to this convention and is prepared at this time to report for that committee. It gives me great pleasure to call upon the chairman of this committee, Dr. Maximilian Toch.

Paint-Varnish Trade Opportunities Abroad

By Maximilian Toch

I haven't any set speech, and the fact that I have been *selected for this address (if it* can be called an address) primarily is due to the statement made that I have at least been beyond the confines of Hoboken.

It strikes me as a sort of paradox that I should be asked to address such a body of seasoned merchants as you gentlemen, particularly as my own little reputation among you is that of just an ordinary chemist, and no chemist has ever been accused of being a business man, and I am one of them. However, I *have the slight qualification of at least* having had to go out years ago and sell the goods that I made or else not sell anything.

I have the further qualification of having been over this world, with the exception of Australia, South Africa and perhaps the North Pole, but I think I have seen pretty much of every other country. Wherever I have been the paint and allied industry has always been more or less of interest to me, and I confess to my utter surprise that we had been fooling ourselves about the extent of trade that we do, when as a matter of fact our exports in the paint and varnish and color line are insignificant as compared with other countries.

I am not going to burden you with any statistics because after all a lot of figures are confusing, but if you will bear this in mind, that Cuba has $1,500,000,000 of American money invested and that Cuba imports from the United States $200,000,000 worth of, materials and that Cuba uses (but not from the United States) over $15,000,000 worth of paint and varnish and colors, you will come to realize that our total exports throughout the entire world are a trifle over $13,000,000, a large part of that on materials for making finishes.

If you realize that you will understand that we are not a great paint and varnish export country, and the reason is very obvious. I don't know how many of you have been in *the Far East.* When I mention Far East I cover a territory that is about four times the size of the United States; that is, China, down to Java and to India. I found that in the Far East, in South America and in other countries that the paint and allied materials used in those countries was almost entirely English and German.

Colored Putty As Paint

England supplies paste paints, and Germany supplies dry colors. England has supplied a form of paste paint in a 28 and 56 pound iron drum which needs no packing case; which can be slung in a rope hammock and dumped over into the hold of a ship without damage. The type of paint is nothing more or less than colored putty.

While I am not here to expound the value of colored putty as a paint material, I want to tell you that 75 percent of whiting and 25 percent of pigment, or mere whiting and less pigment seems to answer their purpose when mixed with English boiled oil.

Paint made from pigments of that kind really serves their purpose. On the other hand, they are very large users, all over the world (I am speaking of Africa and South America and the Far East) of dry colors, and yet American dry colors are never sent over there in any appreciable quantities, because the Germans have had that trade for many years, for several generations, and they are willing to give them what they want just the same as the English are willing to give the Orientals what they want.

I remember in 1911 going through a large German color works and I saw hundreds of girls at one floor packing dry colors in kilo, half kilo and quarter kilo packages. That is equal to two pounds, one pound and half-pound approximately. Wherever you go in the Orient, wherever you go in some of the other countries that are not Oriental, you will find these German colors doled out in these small packages, and the painters in those countries are used to rolling their own, so to speak, out of these little packages.

We are primarily a mixed paint country. We have not established ourselves in foreign countries by any means. I don't mean to refer to the fact that we do not sell some mixed paints and American specialties all over the

Maximilian Toch
Chairman
Committee on Foreign Trade

world. I assume that almost every man here representing the paint industry does ship to some part of the world materials made in this country that are not of the two that I have described, but the bulk of the paint used is of the type that I have described.

In 1921 I had the pleasure of visiting one of the largest paint works in England. As you know, England is not a very great paint user, yet England is an enormous paint producer. I saw there a 5,000 ton steamer moored to the wharf of one of these big works. They were loading it up with enormous quantities of these 28 and 56 pound iron drums of so-called paste paint. It all went to various parts of the earth.

To go with that, English boiled oil is the medium that they use. They don't know anything about drier, they know nothing about turpentine or turpentine substitutes. All they know is that this paste is reduced with boiled oil.

Paint Benefits Are Realized

During one of my journeys three and a half days from the China Coast up the Yangtse River, I was taken by the manager of one of the big oil works there, where edible oils were refined and other things produced, to a plant the like of which I question we have in this country—reinforced concrete with brick curtain walls, all in perfect condition, all perfectly painted inside and out. Among the things that they made in this plant were dried eggs. The dried egg industry in China is an enormous one. In one of these rooms there was an enormous number of Chinese children cracking open eggs, very carefully, and examining them. I found there a room that was beautifully painted, ceiling, floors and walls. Speaking to the manager, he said: "Why surely, we keep this place up fine, but we realize that paint is one of the things that makes our atmosphere here aseptic."

When Mr. Breinig mentioned to you that Dr. Lee K. Frankel indorsed the use of paint for the prevention of germs and fungi, I thought of that very thing that I saw in the interior of China where this place was very beautifully painted and where the Chinese compradore who had charge of this institution realized the fact that cleaning up and painting up were synonymous.

Going westward you will find in Siam, in India, in Ceylon, all English and German provinces. Here and there of course there are a few American materials scattered but nothing of any account. American kalsomine, to some extent, is used throughout the world. That is because kalsomine in certain places in the Far East will outlast anything that there is known.

I must again repeat that I haven't any particular recommendation to make for kalsomine as compared with the paints that are made in this country for longevity, but I do not know of any paint that we make that will outlive kalsomine in certain instances.

I was once on the East Coast of Africa, than which there is no more deserted place on the face of the earth. I advise you, gentlemen, if you do not want to lose money, to not send a salesman there because they don't know what paint is and they never will. North of Samail and in the Southern part of Egypt there was a tomb, the tomb of an ancient merchant of the city of Memphis. It was painted 4,000 years ago with water paint. If you want to see how well that stood up, the next time you come to New York you will find that original tomb reconstructed, all beautifully painted with water color, with kalsomine 4,000 years old.

So I don't think there is any use trying to sell those people materials that we pride ourselves will last in our climate five years.

Europe Needs Painting

Traveling westward and going to Europe through the central empires of Europe, I think that if any of you gentlemen have been there as recently as I have you will note the crying need for paint. The Italian government before the war was a very good customer of paint manufacturers in the United States. The railway bridges of Italy were all more or less painted with American materials, because they were better than the materials that the Italians themselves could make, but I myself saw bridges that had been painted in 1911 and have not been repainted since and cannot be on account of lack of money.

You will find the same thing in Jugoslavia, in Austria, in parts of Germany, in France and in Czechoslovakia. You will find that those countries are sadly in need of paint, but they can't buy English paint and they can't buy ours because they have no money to buy luxuries as they consider that to be. Not our great field ought to be the countries nearest home, and the countries nearest home are the West Indies and South America.

It is very surprising, because it is only a few days' run to any of the outlying west India islands, that in the West Indies England has a grip that is very hard to shake, because the people there are so thoroughly accustomed to taking paste paint and mixing their own out of it. I do not, of course, speak of American engineers who occasionally specify our own products, but I do refer to the countries where our paints could be used and where our paints are not used.

South America is a tremendous customer. One of the things that might be against the sale of paint in South America is the fact that they haven't the right kind of men to stand there, because it takes education after all to introduce the kind of materials we make.

We talk about waterproof varnishes. It does not mean anything to them at all simply because they don't know the difference between one that is waterproof and one that is not until we show them that your materials are going to outlast the others, until such time we are not going to sell.

The amount of materials used in the American tropical climates is tremendous. I don't want to burden you with talking too long, because I could take you all around the globe and tell you of the conditions all over, but I will wind up by saying this: If we want to increase our export trade we have got to do one of two things. Either we have got to make the materials that they want or we materials such as we know are better. Thank have got to educate them in the use of the you very much.

President Peters:—Doctor, we are very much indebted to you for this very interesting talk, for the work which you have done on our export committee this year.

We will now receive the preliminary report of the nominating committee. I will ask Charles J. Caspar to give us that preliminary report at this time. Mr. Caspar.

Preliminary Nominations

Charles J. Caspar:—Your committee has carefully deliberated, realizing the responsibility entrusted in selecting our officers for the ensuing year. We believe in the future of this great organization, and realizing this, we realize the necessity of real leadership. We have selected men who we believe will carry the flag of progress ever forward, ever onward.

In presenting the names that we suggest I will break a precedent and start with the board of directors. As perhaps some of you know, perhaps some do not know, we are now electing directors for three years. Therefore, one-third of the board of directors is now to be elected at this meeting.

Board of Directors:—Atlanta, V. P. Warren; Baltimore, George Barth; Central New York, P. L. Miller; Charlotte, N. C., G. Nevin Jones; Colorado, Frank A. Traylor; Fort Worth, I. Wright Hines; Los Angeles, F. M. Brainstool; Macon, H. K. Jarrett; Miami, H. E. Platt; New Orleans, Carl F. Speh; New York, Chas. J. Roh; Oakland, Calif., C. E. Butler; Pittsburgh, Chas. J. Caspar; Puget Sound, P. M. Carter; San Diego, C. W. Jackson; Washington, D. B. Helm; individual member, George L. O'Brien, South Bend, Ind.

Vice-presidents:—Canadian zone, W. B. Ramsay, Montreal; Eastern zone, W. P. Allen, Wilmington; Central zone, R. Fee Johnston, Cincinnati; Southern zone, D. J. Devlin, New Orleans; Western zone, Marshall Hill, San Francisco.

Executive committee:—For the first time your nominating committee nominates three ex-presidents, in accordance with the recent change in the constitution and by-laws, these three ex-presidents to serve on the executive committee, the idea being to broaden and increase the size of our executive committee. We submit for the one-year term, L. R. Atwood, Louisville, Ky.; for the two-year term, N. B. Gregg, New York; for the three-year term, E. T. Trigg, Philadelphia.

For treasurer we are pleased to submit, D. W. Figgis, New York.

Now last, but not least, we take great pleasure and feel it an honor in presenting for your president for the ensuing year, R. B. Robinette, Cleveland.

President Peters:—That report requires no action at this time. It is the preliminary report of the nominating committee. The final report will be presented to you for your action tomorrow.

This meeting will be called tomorrow at 9:30, in accordance with the program. It has been suggested that in calling the roll we reverse the order and we will begin with the paint club from Zion City, if there is such a paint club. The gavel will fall at 9:30 in the morning, gentlemen.

If there is nothing further we will adjorn now for the day.

(The meeting was adjourned at 5 o'clock.)

Friday, October 23

Fourth Session: Friday Forenoon

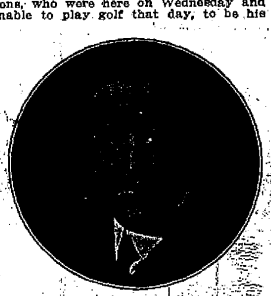
The meeting was convened with the fourth session at 9:30 a. m., Friday, President Peters presiding.

President Peters:—Gentlemen, will you please come to order?

I want to congratulate you, gentlemen, upon this splendid attendance at nine-thirty in the morning and to congratulate those gentlemen who have had their breakfast. Some of us wish we had.

I am informed that the total registration at this convention at a late hour last night was 1,004 paid registrations, by far the largest in the history of this organization.

I would like to make an announcement at this time. I don't know how many directors of our association there may be in this meeting, but those directors and past presidents who sat all day in our directors' meeting when this golf tournament was being staged didn't have an opportunity to go out and play golf that day. I don't know how many of them are going to be here tomorrow, but for those that are I would like to say that George Martin has extended an invitation for all of those directors, past presidents, the officers of the two manufacturing associations, who were here on Wednesday and unable to play golf that day, to be his



Harry J. Schnell
Chairman
Committee on Memorials

personal guests tomorrow and we will have a little golf tournament for those people.

Will the secretary proceed with the calling of the roll?

Secretary Horgan:—In accordance with the direction of the president, the calling of the roll will be reversed this morning, and we will start with Zion City. I might say that the roll has already been called once today. While the president was being shaved, former President Callahan presided and we recorded 17 delegates from Zion City, "Utopia" and Squedunk, and Alabama cast 24 votes for Underwood.

(The following delegates answered the roll.):

Washington, none; Utah, none; Toronto, 1; Toledo, none; Terre Haute, none; Savannah, none; San Diego, none; St. Louis, 2; Rochester, none; Richmond, 1; Puget Sound, none; Portland, Ore., none; Pittsburgh, 3; Philadelphia, 97; Pensacola, none; Oakland, none; New York, 19; New Orleans, none; New England, 8; Nebraska, none; Minneapolis-St. Paul, none; Milwaukee, 2; Miami, 1; Memphis, none; Macon, none; Louisville, 2; Los Angeles, none; Kansas City, none; Indianapolis, none; Houston, none; Golden Gate, 4; Fort Worth, none; Duluth, none; Detroit, none; Dayton, none; Dallas, none; Columbus, 1; Colorado, 2; Cleveland, 2; Cincinnati, 2; Chicago, 5; Chattanooga, none; Charlotte, none; Central New York, none; Buffalo, none; Birmingham, none; Baltimore, 1; Atlanta, 6.

President Peters:—Gentlemen, I want to really congratulate you on your splendid attendance at this time in the morning, and I want to thank Mr. Schnell for having introduced something into these meetings that has added to great deal of interest and life to the beginning of our sessions.

We shall now call upon Harry J. Schnell, who is the chairman of our memorial committee, to present at this time a memorial to our deceased members. Mr. Schnell.

Memorial to Deceased Members

Harry J. Schnell:—During the year just closing death has claimed twenty-seven of our members, and of this number two were ex-presidents, Howard B. French and John M. Peters.

Mr. French took a great inetrest in national trade affairs, and in 1896 served with distinction as president of the National Paint, Oil and Varnish Association. He was one of the founders of the Philadelphia Paint, Oil and Varnish Club, and was elected to life membership of that organization in 1924.

Mr. Peters was elected to the presidency of the National Paint, Oil and Varnish Association in 1894. Two years prior to that he was president of the Paint, Oil and Varnish Club of New York.

The others who have responded to the summons are:—

William O. Allison	Henry C. Lebeck
Charles B. Beckwith	Maurice J. Lowery
Austin G. Brown	John Lucas
James E. Campbell	E. W. McNear
Dr. Howard B. Felton	Lyford A. Merron
T. Nellie Fleming	Frank A. P. Pehrson
Nelson D. Foster	Stephen B. Pickett
Robert C. Harper	Orsley Sanders
Moses H. Hirshberg	Clarence S. Smith
Horace R. Irvin	Edward Stanley
William A. Jones	Chester A. Tousey
George Kellogg	T. F. Washburn
	Geo. C. Wuenker

Death is one thing in this world that none can escape. It goes in and out among us, choosing whom it will take each day and from its decision there is no appeal. Youth and age, wealth and poverty, education and ignorance, pride and humility, brilliance and drabness make no difference when the one call comes. We are all here today engaged in our labors and tomorrow the summons may come and the breach caused by our departure will have to be filled, if at all, by someone else. Man has conquered many enemies, but death remains supreme and unconquerable.

At this sad hour we who have been spared pause to honor the memory of our departed associates, and to put on record a feeble tribute to the good they did when yet they were among us. They worked with us and for us when they were here and it is for us who remain to carry on their work until we, too, shall be called and have to leave it to those who are coming on to take our place.

I have prepared a sketch of the lives of each of our departed members, but it has been customary to have it printed in the record. I move the adoption of the report as prepared and that it appear in the convention proceedings. I move the adoption by a rising vote.

(The motion was seconded by Mr. Chessman, and carried by a rising vote).

Report of Committee on Memorials

Death is one thing in this world that none can escape. It goes in and out among us, choosing whom it will take each day and from its decision there is no appeal. Youth and age, wealth and poverty, education and ignorance, pride and humility, brilliance and drabness make no difference when the one call comes. If a man's affairs are in order, so much the better for those he leaves behind; if they are not in order death allows him no extension of time in which to set them aright. We are all here today engaged in our labors and tomorrow the summons may come and the breach caused by our departure will have to be filled, if at all, by someone else. Man has conquered many enemies but death remains supreme and unconquerable.

During the year which is brought to a close by this meeting many of our fellows have departed this life and at this sad hour we who have been spared pause to honor their memory and to put on record a feeble tribute to the good they did when yet they were among us. Those who have passed over to the innumerable majority since our last meeting number twenty-six.

Brief sketches of their lives are appended, arranged in the order of their taking off. They worked with us and for us when they were here and it is for us who remain to carry on their work until we, too, shall be called and have to leave it to those who are coming on to take our places.

John Lucas

John Lucas & Co., Inc., Philadelphia. 1884-1924

John Lucas, a director of John Lucas & Co., Inc., Philadelphia, a grandson of the founder of the firm, and manager of the New York office, died October 11, 1924, at his home in Mamaroneck, N. Y. He was in his fortieth year.

Mr. Lucas was born in New York, November 24, 1884, the son of William E. Lucas. He was educated in the public schools of the city and the Irving school. At the age of eighteen years he entered the employ of John Lucas & Co. as an office boy, and after learning the business, step by step, was made manager of the Eastern branch at New York in 1908. He was elected a director in 1913 following the death

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of his father. Mr. Lucas was his firm's representative in the Paint, Oil and Varnish Club of New York. He was also a member of the Drug and Chemical Club, New York Paint Travelers' Association, Elks, and Knights of Columbus.

Mr. Lucas and Miss Hannah C. Farrell of New York were married December 28, 1910. They had two daughters and two sons, who with Mrs. Lucas survive.

Howard B. French

Samuel H. French Company, Philadelphia, 1848-1924.

Howard Barclay French, president of the Samuel H. French Company, paint manufacturer, Philadelphia, died October 16, 1924, at his summer home in Radnor, Pa., of heart trouble from which he had suffered for more than a year. An injury received in an automobile accident in May, 1924, is believed to have hastened his death. He was seventy-six years old.

Mr. French was born in Salem, Ohio, September 3, 1848, the son of Samuel H. and Angelina D. French. He was a direct descendant of Thomas French who, with several other members of the Society of Friends, settled in Burlington, N. J. in 1680. When he was a small boy his parents moved to Philadelphia, and he was educated in Friends' schools. He served a three years apprenticeship in the retail drug business with William B. Webb and later entered the Philadelphia College of Pharmacy by which he was graduated in 1871. He then became connected with his father's firm, French, Richards & Co.

In 1883 the paint manufacturing and drug departments of the firm were separated, and Mr. French and his brother, William A., joined their father and John L. Longstreth in forming Samuel H. French & Co., which succeeded to the paint manufacturing branch of the business. Following the death of his father and brother and the retirement of Mr. Longstreth in 1901, Mr. French became the sole proprietor of the business. When the present corporation succeeded to the ownership in 1921 he became its president.

Mr. French leaves a long record of faithful performance of the duties of good citizenship. For nearly half a century he was a leader and organizer in all movements for civic betterment in his community. He took a great interest in national trade affairs and in 1896 served with distinction as president of the National Paint, Oil and Varnish Association.

In May, 1924, Mr. French was elected a life member of the Philadelphia Paint, Oil and Varnish Club of which he had been one of the founders in 1887.

Mr. French always took a deep interest in the affairs of the Philadelphia College of Pharmacy and in 1900, twenty-nine years after his graduation, was elected president of the institution, having already served several terms as one of its vice-presidents. He continued as president of the College until 1921.

Shortly after gaining his degree in pharmacy in 1871, Mr. French thought seriously of giving up business for the medical profession and in 1879 attended lectures at Jefferson Medical College in addition to carrying on his work.

Mr. French's interests outside of his business were many and varied. He had been chairman of the joint committee of the Commercial Organizations of Philadelphia, and in 1893 and 1894 was chairman of the committee to select the site for the United States mint. He served as delegate to the National Board of Trade and was appointed in 1896 as delegate to the Convention at Tampa, to devise coast defenses for the Gulf and South Atlantic harbors. He was a member of the advisory board and a trustee of the Commercial Museum, and a director of the Manufacturers' Club and of the Franklin Institute. He was appointed a member and treasurer of the Pennsylvania Board of Charities by Governor Tener.

Mr. French was also a member of the following organizations: Committee of Ninety-Five for Good City Government, Business Men's Republican League, Civil Service Commission of Philadelphia, Business Men's Committees of several Republican presidential campaigns, New Jersey Society of Pennsylvania, Ohio Society of Pennsylvania, Union League, Historical Society of Pennsylvania, Colonial Society, Merion Cricket Club, Philadelphia Humane Society, Pen and Pencil Club, Trades' League, Manufacturers' Club, Southern Home for Destitute Children, Home Missionary Society, and Equitable Trust Company.

In 1882, Mr. French married Miss Ida Colket, who died in January, 1924.

Chester A. Tousey

Tousey Varnish Company, Chicago, 1852-1924.

Chester Andrus Tousey, founder of the Tousey Varnish Company, Chicago, died October 23, 1924, at his home in Hinsdale, Ill. He was seventy-two years old.

Mr. Tousey was born at Dundee, N. Y., June 4, 1852. His father, the Rev. Thomas E. Tousey, was a Methodist minister, and the family resided in various western New York towns during the father's pastorate. In the local schools of these towns the son received his early education.

In 1883 Mr. Tousey went to Chicago and two years later founded the Tousey Varnish Company. October 1, 1924, he retired from business, disposing of his interest to employes of the firm.

The deceased was a charter member of the Paint, Oil and Varnish Club of Chicago and a member of the Chicago Athletic Club. A widow and daughter survive. A son, Frank L. Tousey, died May 16, 1924.

Moses H. Hirshberg

Hirshberg Paint Company, Baltimore. 1845-1924.

Moses H. Hirshberg, for many years connected with the firm of Hirshberg, Hollander & Co., paint manufacturers and distributors, and afterward with its successor, the Hirshberg Paint Company, Baltimore, died October 24, 1924, at his home after a relatively short illness. He was seventy-nine years old.

Born in Baltimore, July 7, 1845, Mr. Hirshberg entered his father's paint store in 1860. He organized the paint manufacturing firm of Hirshberg, Hollander & Co. in 1870. In 1918, he sold the business to the

Hirshberg Paint Company of which his son, Milton Hirshberg, is president. The original firm was a member of the Paint Manufacturers' Club of Baltimore and the new firm continued the membership.

Mr. Hirshberg had been interested in the paint industry all his life and while he had not been active for twenty years prior to his death, he always took a keen interest in the affairs of the industry. Beside Milton he is survived by another son, Isador.

Austin G. Brown

Rubberset Company and Asahel Wheeler Company, Boston, 1867-1924

Austin Goodyear Brown, fifteen years New England representative of the Rubberset Company, with headquarters in Boston, and lately also treasurer of the Asahel Wheeler Company, wholesale paint dealers of Boston, died November 3, 1924, in Phillips House, Massachusetts General Hospital, Boston, where he had been for some weeks. He was fifty-seven years old and a native of Philadelphia.

Mr. Brown was with the Rubberset Company as a traveling man and visited much of the United States before being appointed representative at Boston. He was well known to the paint, drug and hardware trade in the New England States. He was a former president of the New England Hardware Association and a member of the Boston Chamber of Commerce and many other organizations. He was the Rubberset Company's representative in the Paint and Oil Club of New England.

Mr. Brown is survived by his widow.

Richard D. Robson

Standard Varnish Company, Chicago. 1892-1924

Richard D. Robson, president of the Standard Varnish Company, Chicago, died November 14, 1924, in Michael Reese Hospital, Chicago, after a short illness. He was thirty-two years old.

Mr. Robson was born in Chicago in October, 1892. He attended the public schools and was graduated by the University High School. He then became a student at Amherst College, leaving there to take a business course at the University of Pennsylvania. In 1912 he became associated with his father, the late Oscar Rosenberg, in the Standard Varnish Company and Standard Copper Bell Company, and when these were consolidated in May, 1918, he was made general sales manager for the Standard Cooper-Bell Company. He became president of the companies upon the death of his father in 1918.

Mr. Robson was a thirty-second degree Mason; a member of the Knights Templars; and of the Shrine. He also held membership in the Paint, Oil and Varnish Club of Chicago, the Standard Club and the Northmoor Country Club. A widow and daughter survive.

Dr. Howard B. Felton

Felton-Sibley & Co., Philadelphia. 1859-1924.

Dr. Howard B. Felton, treasurer of Felton-Sibley & Co., paint and varnish manufacturers, Philadelphia, died December 7, 1924, following a paralytic stroke one week before. He had not been in good health for two years. Dr. Felton was sixty-five years old.

Born in Philadelphia, July 2, 1859, the son of the late Samuel K. and Anna M. Felton. Dr. Felton, after going through the public schools of his native city, took a course in Lauderbach's Academy. Subsequent to this he was graduated by the University of Pennsylvania in 1881 and from the veterinary school of the University of Pennsylvania in 1888. From the latter date to 1914 he was engaged in the practice of veterinary medicine.

In 1914 Dr. Felton connected himself with Felton-Sibley & Co., Inc., and acted as treasurer of the corporation until his death. In his younger years he was interested in the study of entomology and had a rare collection of butterflies and moths. His tastes also inclined toward the literary, and he was a voluminous reader on many subjects of the day. He was a member of St. James Methodist Episcopal Church, member of the alumni society of the University of Pennsylvania, and also a founder of the Wesley Foundation of the University of Pennsylvania.

Dr. Felton is survived by his wife, two brothers and two sisters.

Edward Stanley

James H. Prince Paint Company, Boston. 1849-1924.

Edward Stanley, president and general manager of the James H. Prince Paint Company, Boston, died suddenly December 10, 1924, at the home of his nephew, Chester C. Stanley, Portland, Me., where he was visiting. He was seventy-five years old.

Mr. Stanley was born in 1849 at Dixfield, Me. When he first went to Boston he was connected with the Monitor Oil Stove Company. In 1889 he entered the paint business with the company which he had headed since 1912. He was a member of the Paint and Oil Club of New England, Boston Paint and Oil Golf Club, the Paint Manufacturers' Association of the United States, Boston Chamber of Commerce, Boston City Club, and other organizations.

Mrs. Stanley, who was Miss Zueda Neuman of Dixfield, Me., died in 1922.

James E. Campbell

Columbus Paint Manufacturing Company, Columbus, Ohio. 1843-1924.

James E. Campbell, a director of the Columbus Paint Manufacturing Company, Columbus, Ohio, which with his son he organized in 1920, died December 17, 1924, at the age of eight-one years.

Mr. Campbell was born July 7, 1843, at Middletown, Ohio. He served in the United States Navy during the Civil War and after the war was admitted to the bar in Ohio. He represented his district in Congress in 1882, 1884, and 1886 and was elected governor of Ohio in 1889. He retained his position as one of the leaders of the Democratic party in Ohio and was an influential figure at national conventions.

Mr. Campbell was one of the original directors and promoters of the old Ohio Cities Gas Company, Columbus, which was merged with the Pure Oil Company.

On account of his advanced age Mr. Campbell held no business connections at the time of his death except a directorship in the Columbus Paint Manufacturing Company.

William O. Allison

Oil, Paint and Drug Reporter, New York. 1849-1924.

William O. Allison, founder of the Oil, Paint and Drug Reporter and its publisher for fifty-three years, died December 18, 1924, at his home in New York. He was seventy-six years old.

Mr. Allison was born March 30, 1849, in Bergen County, New Jersey. At the age of seventeen years he secured a position as a market reporter with the Financial Chronicle in New York, and later contributed to the market columns of the New York Tribune, New York Evening Post and Philadelphia North American.

When he was twenty-two years old Mr. Allison decided to capitalize his talent and ability by establishing a weekly market publication of his own, and the Oil, Paint and Drug Reporter was the result. In 1874 he established The Painters' Magazine, and about ten years later bought The Druggists' Circular, both monthlies, and successfully continued their publication as long as he lived.

In addition to his publishing interests, Mr. Allison had many other connections. He was president of the National Reserve Bank in 1907 and aided in the reorganization of the Donald Steamship Company which was later taken over by the Oriental Navigation Company. At the time of his death, Mr. Allison was vice-president of the Palisades Trust and Guaranty Company, Englewood, N. J., and a director of the Empire Trust Company, New York, and of the Lincoln Trust Company, Jersey City.

Henry C. Lobeck

Midway Varnish Company, St. Paul. 1859-1924.

Henry C. Lobeck, president of the Midway Varnish Company, St. Paul, died December 18, 1924, at his home in Minneapolis, after a long illness. He was sixty-five years old.

Born in Germany, November 25, 1859, Mr. Lobeck came to this country with his parents in 1870. The family settled in Galena, Ill., but Mr. Lobeck went to Minnesota when eighteen years old and was a resident of Minneapolis from 1900 to the time of his death.

Mr. Lobeck was well known in the varnish trade of the Middle West and for thirteen years was connected with the Twin City Varnish Company, St. Paul. In 1920 he, with W. H. Blakslee, D. J. Morgan and S. A. Lindgreen, organized the Midway Varnish Company, and was elected president. His company is a member of the Minneapolis-St. Paul Paint, Oil and Varnish Club.

In 1882 Mr. Lobeck married Miss Evelyn Miles of Arkansaw, Wis., who survives.

George C. Wuenker

Charles Moser Paint Company, Cincinnati. 1863-1924.

George C. Wuenker, treasurer of the Charles Moser Paint Company, Cincinnati, died December 24, 1924, at his home, 3019 Reading Road, Cincinnati, after an illness of four weeks. He was sixty-one years old.

Mr. Wuenker was born in Cincinnati in August, 1863, and became associated with the Charles Moser Paint Company shortly after his graduation from Woodward High School in 1881. When the firm was incorporated in 1893 he was elected treasurer. In 1907 he was in addition made general manager and he held both these positions at the time of his death.

Mr. Wuenker was a member of the Cincinnati Business Men's Club, Rotary Club, Chamber of Commerce, and Cincinnati Paint, Oil and Varnish Club. He served two terms as president of the latter organization.

A daughter, Mrs. Helen W. Reemelin, of Avondale, Ohio, survives.

Charles B. Beckwith

Beckwith-Chandler Company, Newark, N. J. 1859-1925.

Charles Barnes Beckwith, president of the Beckwith-Chandler Company, varnish manufacturers, New York and Newark, N. J., died suddenly January 19, 1925, of heart disease in his apartment at the Hotel Woodward, New York. He was sixty-five years old.

Mr. Beckwith was born November 10, 1859, at Baltimore, Md., but spent his boyhood in Zanesville, Ohio. Almost his first job was with Valentine & Co., varnish makers, Newark, N. J., and after a few years he was elected treasurer of the company.

In 1892 he resigned from Valentine & Co., and with B. L. Chandler, a nephew of H. G. Valentine, organized the Beckwith-Chandler Company, for the manufacture of varnish, at Newark. Mr. Beckwith continued as active head of the corporation until his death. He took a great interest in the expansion of the company, which a year ago erected a large factory for the manufacture of pyroxylin lacquers.

Mr. Beckwith was a member of the Paint, Oil and Varnish Club of New York, the Turf and Field Club, Lotus Club and Oakland Golf Club. His wife, Sarah Jane Devonshire, died in 1919. He left no children.

Robert C. Harper

Inland White Lead Company, Chicago. 1844-1925.

Robert C. Harper, one of the founders and a former president of the Inland White Lead Company, died at his home in Chicago, January 27, 1925. He was in his eighty-first year.

Mr. Harper sold his interests in the Inland company to M. A. Richardson about twenty years ago, and had not been active in business after that date. His son has been connected with the Chicago office of the Devoe & Raynolds Company for the last fifteen years and is now one of its sales force.

William Alonzo Jones

American Linseed Company, New York. 1867-1925.

William Alonzo Jones, secretary of the American Linseed Company, New York, died suddenly February 23, 1925, at his home in New Rochelle, N. Y. He was fifty-eight years old.

Born in 1867 in Midway, Ala., Mr. Jones lived for a time in Georgia, where he was employed as a telegrapher. He went to New York as a young man and for a time was with the old Standard Oil Company at 26 Broadway. In 1903, shortly after the formation of the American Linseed Company, he was elected its secretary. For twenty-two years he served in this capacity; during the latter part of that period he was also the company's credit manager.

Mr. Jones was a member of the Masonic order. His widow, son and two daughters survive.

Maurice J. Lowery

Central Commercial Company, Chicago. 1868-1925.

Maurice J. Lowery, vice-president of the Central Commercial Company, Chicago, died suddenly March 7, 1825, following an operation performed the previous day at the West Suburban Hospital, Oak Park, Ill. He was fifty-six years old.

Mr. Lowery was born in Chicago, August 29, 1868. His first business connection was with Lowery & Linder, contractors and builders. He became associated with the Central Commercial Company, manufacturers and dealers in naval stores and mineral products, in 1908, his brother, F. C. Lowery, being the president of the organization.

Mr. Lowery was interested in outdoor sports and was a member of the Oak Park Club, the Ridgemoor Country Club, the Edgewood Golf Club and several other organizations of a similar nature. His firm is a member of the Paint, Oil and Varnish Club of Chicago.

A widow, son and two daughters survive.

George Kellogg

Kelloggs & Miller, Amsterdam, N. Y. 1851-1925.

George Kellogg, senior partner of Kelloggs & Miller, linseed oil crushers, Amsterdam, N. Y., died March 19, 1925, at the age of seventy-three years.

Mr. Kellogg was born August 6, 1851, in Amsterdam, the son of John and Olive D. Kellogg. After receiving a liberal education he entered his father's business and was admitted to the firm.

Mr. Kellogg, besides his business activities, was a noted collector of old blue Staffordshire china. He lost an arm by a railroad accident in 1879 and in January, 1924, had a leg amputated owing to a gangrenous affection resulting from hardening of the arteries.

In spite of the demands of his business and his interest in his china collection, Mr. Kellogg found time to devote attention to the welfare of his city and took a prominent part in civic affairs. He was a member of the Board of Trade and the Antlers' Club of Amsterdam and a nonresident member of the Mohawk Club of Schenectady, and his firm is a member of the Paint, Oil and Varnish Club of New York.

On April 30, 1874, Mr. Kellogg married Susan, daughter of Cyrus B. and Emily Davis Chase. They had two children, John, born September 1, 1876, who is connected with Kelloggs & Miller, and Elizabeth Ann, born August 20, 1878, the wife of Stanley H. Swift, now residing in Amsterdam, both of whom survive.

T. F. Washburn

T. F. Washburn Company, Chicago. 1850-1925.

T. F. Washburn, founder of the T. F. Washburn Company, varnishes, Chicago, died March 26, 1925, of pneumonia at his home in the Edgewater Beach Hotel, Chicago, after an illness of a week. He was seventy-five years old. Of late years Mr. Washburn had given less attention to the business and had practically retired from active participation in the affairs of the concern that he founded nearly forty years ago.

Mr. Washburn went to Chicago from Iowa in 1871 and began business in the hardware and furniture line. In the early eighties he established the T. F. Washburn Company which he conducted successfully and saw it grow with the advance of Western industries, the company's specialty being industrial varnishes.

Mr. Washburn was a member of the Chicago Athletic Association and the Ridgemoor Golf Club. His firm is a member of the Chicago Paint, Oil and Varnish Club.

A widow and daughter, Mrs. Claude C. Smith, whose husband is associated with the Washburn company, survive.

Frank A. P. Pehrson

Morris Herrmann & Co., Inc., New York. 1888-1925.

Frank A. P. Pehrson, treasurer of Morris Herrmann & Co., Inc., New York, died April 10, 1925, of heart disease at his home in Montclair, N. J. He was in his thirty-seventh year.

Mr. Pehrson was born July 28, 1888, in Brooklyn. After completing his preliminary education he became a certified public accountant and in 1911 joined Morris Herrmann & Co. and later was elected treasurer of the corporation. Mr. Pehrson was married in 1915. His widow and a son, Frank A., Jr., survive.

E. W. McNear

Noyes Brothers & Cutler, St. Paul. 1860-1925.

E. W. McNear, head of the paint department of Noyes Brothers & Cutler, St. Paul, Minn., died May 2, 1925, at his home in St. Paul. He was sixty-five years old.

Mr. McNear had enjoyed good health until a short time before his death, when he underwent an operation for stomach trouble. He was well known in paint trade circles and had been connected with his firm for more than thirty years. He was a charter member of and always actively interested in the welfare and activities of the Minneapolis-St. Paul Paint, Oil and Varnish Club.

Horace A. Irvin

Irvin, Jewell & Vinson Company, Dayton, Ohio. 1855-1925.

Horace A. Irvin, president of the Irvin, Jewell & Vinson Company, Dayton, Ohio, died suddenly May 13, 1925, just as he was thought to be on the road to recovery from an attack of heart disease suffered two weeks before. He was seventy years old.

Mr. Irvin was born February 17, 1855, at Morrow, Ohio, the son of James B. and Ellen Monfort Irvin. After his graduation from Miami University, Oxford, Ohio, in 1873, he taught school for a short time and in the fall of 1873 went to Chicago where he was employed as bookkeeper for Charles A. Gump & Co. In the spring of 1874 he returned to Dayton and entered the service of Lowe Brothers as assistant bookkeeper. He passed through various stages of employment as general bookkeeper, traveling salesman, special partner, and December 15, 1887, became a general partner. On the incorporation of the company in 1893, he was elected secretary. Mr. Irvin in 1900 left Lowe Brothers to organize the corporation which he headed at the time of his death. The firm is a member of the Dayton Paint, Oil and Varnish Club.

Mr. Irvin was a thirty-third degree Mason, and was a trustee of Miami University. His widow and two daughters survive.

Nelson D. Foster

Standard Oil Company, Cleveland, Ohio. 1885-1925.

Nelson D. Foster, Cleveland district manager for the Standard Oil Company, died in the Charity Hospital, Cleveland, May 18, 1925, as the result of injuries received two days before. While Mr. Foster was driving his automobile during a severe wind and thunder storm the car was struck by a falling tree, a branch of which pierced his chest. Mrs. Foster and an aunt, Mrs. L. J. Hammond, who were riding with him were uninjured. He was forty years old.

Mr. Foster was born in Cleveland in 1885, the son of William H. Foster, first vice-president of the Standard Oil Company of Ohio. He was educated in the Cleveland public schools and after graduating from Central High School started to work for the Standard Oil Company as a laborer.

Mr. Foster was also secretary of the Interstate Industrial Alcohol Company, Cleveland. He was an enthusiastic member of the Cleveland Paint, Oil and Varnish Club and had been chairman of the entertainment committee for the past two years. He was also a member of the National Paint, Oil and Varnish Association convention entertainment committee.

Besides his widow the deceased is survived by a son.

Owsley Sanders

Sanders Brothers Company, Richmond, Va. 1874-1925.

Owsley Sanders, president of the Sanders Brothers Company, Richmond, Va., died June 13, 1925, in a Richmond Hospital after an illness of two weeks with pneumonia. He was fifty-one years old.

Mr. Sanders was born April 26, 1874, at Shelbyville, Ky., the son of Dr. and Mrs. Thomas Sanders. He was connected for some years with the Peaslee-Gaulbert Company, Louisville. In 1901 he moved to Richmond and founded the firm which he headed until his death. After a few years he purchased the interest of his two brothers, Stuart and Adair H. Sanders. The firm is a member of the Richmond Paint, Oil and Varnish Club.

Mr. Sanders and Miss Emma Lorraine were married in 1900. She survives with three daughters and three sons.

Lyford A. Merrow

New England Oil, Paint and Varnish Company, Boston. 1865-1925.

Lyford A. Merrow, president of the Underhay Oil Company, and long the head of the New England Oil, Paint and Varnish Company, which he founded, died July 4, 1925, at his summer home, Center Ossipee, N. H. He was sixty years old.

Mr. Merrow was born August 8, 1865, at Ossipee, the son of Daniel and Maria Elizabeth Brewster Merrow. He was educated in the town schools and at the Institute, New Hampton, N. H. He then went to Boston, where he entered the wholesale oil trade, and his business life centered in that city. He served New Hampshire as trustee of various State institutions, and was a member of the executive council of Governor Henry B. Quinby, and was on the staff of Governor Charles A. Busiel. He was also a treasurer of Boston University and represented his firm in the Paint and Oil Club of New England.

A widow, Mrs. Elizabeth Rena McLauthlin Merrow, and a son, Parker McLauthlin Merrow, survive.

Miss T. Nellie Fleming

Dean & Barry Company, Columbus, Ohio. 1877-1925.

Miss T. Nellie Fleming, treasurer of the Dean & Barry Company, Columbus, Ohio, died in Mt. Carmel Hospital, that city, July 16, 1925, following an operation for goitre. She was forty-eight years old.

Miss Fleming was one of the few women executives in the paint manufacturing business. For thirteen years she was with the Marietta Paint & Color Company and since September, 1923, had been treasurer of the Dean & Barry Company. She was a member of the Altrusa Club and Arlington Country Club and for several years had been prominent in golf circles in Columbus.

Surviving are five brothers and two sisters, Wilbur and Edward of Columbus, Howard of Marion, Harry of Tonawanda, N. Y., Carl of Milwaukee, and Mrs. Sophie Metal and Mrs. Ben Moore of Columbus.

John M. Peters

National Lead Company, New York. 1850-1925.

John Miller Peters, who before his partial retirement from active business in 1922, was assistant manager of the Atlantic branch of the National Lead Company, and who was a former president of the Paint, Oil and Varnish Club of New York and of the National Paint, Oil and Varnish Association, died July 21, 1925, at the home of a daughter in South Egremont, Mass. He was seventy-five years old.

Mr. Peters was born June 1, 1850, at Darien, near Buffalo, N. Y. After finishing school he engaged in various lines of work and in 1870 took up market reporting, a vocation for which he was well adapted.

In 1879 Mr. Peters became managing editor of the Oil, Paint and Drug Reporter and in this position he made a wide circle of acquaintances in the drug and chemical trades and through this acquaintance he became treasurer of Seabury & Johnson in 1885. In 1892 he purchased an interest in the Fraser Tablet Company, but this connection resulted unsatisfactorily and four years later he returned to his old position on the Reporter. He retained his unusual ability in journalistic work as long as he lived, and one of his latest activities was in the preparation of an historical brochure issued by the National Lead Company to commemorate the centenary of the establishment of its business.

Mr. Peters had a great fondness for commercial activities. This led him in 1898 to go with William J. Matheson & Co., Ltd., as manager of the white lead department which that company had just opened. He retained that position until December, 1911, when he went with the National Lead Company, which later absorbed the Matheson company, as assistant manager of its Atlantic branch. Late in June, 1922, Mr. Peters's health became impaired to an extent which necessitated his taking a rest. He therefore tendered his resignation of the managerial position with the National Lead Company, but was dissuaded by Edward J. Cornish, president of the company, and by R. P. Rowe, manager of the branch, and the directors, and accepted a year's leave of absence with full pay. Later, as he found it impossible to devote himself fully to the work of his position, he retired from active service, but continued up to the time of his death to perform the less arduous of his duties along with certain special tasks.

Mr. Peters throughout his business life took an active interest in trade association affairs. In 1902 he was elected president of the Paint, Oil and Varnish Club of New York and two years later was elected president of the National Paint, Oil and Varnish Association.

Mr. Peters and Miss Mary E. Whitney, Brooklyn, were married in 1877. Mrs. Peters died in 1907. Surviving Mr. Peters are three daughters, Mrs. Harry B. Mitchell, Brooklyn; Mrs. Carolyn W. Griswold, South Egremont, Mass.; and Mrs. Alfred Murphy, Englewood, N. J.

Stephen Benjamin Pickett

McMurtry Manufacturing Company, Denver. 1877-1925.

Stephen Benjamin Pickett, secretary of the McMurtry Manufacturing Company, Denver, died July 31, 1925, at Sedalia, Col., at the age of forty-eight years.

Mr. Pickett was born January 1, 1877, at Toledo, Ohio. After receiving his law degree from Notre Dame du Lac in 1899, he went to Denver and took an office position with the McMurtry Manufacturing Company. He was put on the road later and in 1917 was elected assistant secretary. In 1920 he was made secretary.

Mr. Pickett was a former president of the Paint, Oil and Varnish Club of Colorado and was elected its treasurer last year. He was his firm's representative in the club.

President Peters:—We now proceed to the synopsis of committee activities for the year. In this connection I would like to say that in these reports which our committees have prepared for you is an encyclopedia of information and a catalog of the principal activities of your various committees during the past year. These are vitally important. It is not the intention to read all of these reports to you at this time. Last year the plan of briefing or synopsizing these reports was started in the interest of conserving your time. Mr. Caspar at that time prepared such a synopsis, and this year that work has been done for us by Mr. Wessels. You have no idea what a tremendous task it is to ask anyone in our industry to take all of these committee reports, thoroughly familiarize himself with them in order to present to you an intelligent synopsis.

Mr. Wessels has worked night and day on this proposition and has prepared such a brief. We are all greatly indebted to him for the splendid work that he has done in this connection, and we will now hear from Mr. Wessels with this synopsis.

We would like a full and free discussion from the floor in connection with these reports, and after Mr. Wessels completes a report it will be open for your discussion and action at that time. Mr. Wessels.

Synopsis of Committee Reports

R. S. Wessels:—When I was requested by our president to undertake this work, I responded "Yes" because he had asked me. It has been very compensating. I have read all of the reports a number of times. I have studied them. It has given me personally a greater insight into the workings of our wonderful industry than I have ever had before, and I can tell you frankly that these reports should be studied to obtain the full benefit that the various gentlemen who worked on them intended to give you.

If it is agreeable I, at the end of each report, will pause and in the event of the chairman of that committee desiring to add anything to what I have brought out, it will afford the chance, as well as any discussion.

Arbitration

N. B. Gregg, Chairman

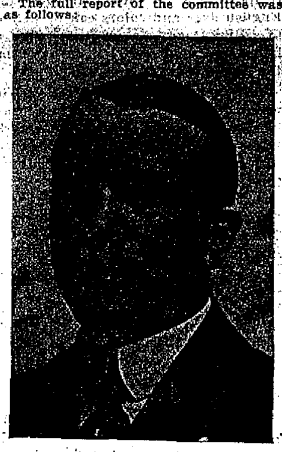
The committee report no cases submitted during the year, thus indicating a very amicable condition among members. The committee ascribe this condition largely to the confidences established through our associational work and to the influence of the code of ethics adopted at the 1923 convention. The committee recommend the continuance of an arbitration committee to provide a court of recourse within the industry in event of possible differences and trade disputes arising.

President Peters:—Is Mr. Gregg in the room? That report, gentlemen, contains a recommendation. What is your pleasure in connection with it?

Mr. Chatfield:—I move it be adopted.

(The motion was seconded and carried).

The full report of the committee was as follows:



R. S. Wessels
Presented Summary of Reports

Report of Committee on Arbitration

Your Committee on ARBITRATION respectfully reports that it has had no cases submitted to it during the past year which would indicate that a very amicable and healthy condition exists amongst our members. This condition we believe is largely due to the contacts and confidences established through our Associational work.

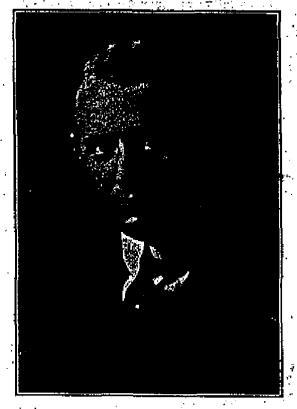
In our opinion another factor entering into the prevailing satisfactory state of affairs is the CODE OF ETHICS adopted at our 1923 Convention which has impressed our members with the importance of applying the Golden Rule in business—a highly desirable and good rule for us all.

We recommend the continuance of an Arbitration Committee as experience has proven the wisdom of such a court of recourse within the industry in case occasional differences and trade disputes arise.

Chamber of Commerce U. S. A.

Leonard T. Beale, National Councillor

Your committee attended the thirteenth annual meeting of the Chamber of Commerce of the United States, Washington, D. C., May 20 to 22, 1925; convention held in the new building recently completed. In this new home excellent facilities are provided for business organizations and their members which will undoubtedly make it a centre where those visiting Washington may confer with each other and with government officials. The registration at this meeting was approximately two thousand and three days were devoted to general and group sessions with discussions on the European situation, American business conditions, commercial treaty policy, the merchant marine, the Federal Trade Commission, Congress and the American public, and agriculture.



L. T. Beale
National Councillor
Chamber of Commerce U. S. A.

The committee report a very successful and well-managed convention and they feel more strongly than ever that the United States Chamber of Commerce is accomplishing a great work for American business generally and prophecy a helpful future not only to the National Paint, Oil and Varnish Association but to any members who wish to avail themselves of the many types of service which the Chamber stands ready to provide.

President Peters:—You have heard the report of the chamber of commerce committee. There are no recommendations in it. It is for your information. The action of the board was favorable and passed it to you for your favorable action. What is your pleasure?

Mr. Felton:—I move its adoption.

(The motion was seconded and carried.)

The full report of the committee was as follows:

Report of Committee on Chamber of Commerce, U. S. A.

Your Committee attended the Thirteenth Annual Meeting of the Chamber of Commerce of the United States, held in Washington, D. C., May 20, 21, 22, 1925, the outstanding features of which are briefly outlined below:

The Convention was held in the new building, the erection of which has but recently been completed. In this new home for the National Chamber, excellent facilities are provided for business organizations and their members which will undoubtedly make it a center, where those visiting Washington may confer with each other, and with the Government officials. The building was formally dedicated on May 20, 1925, as part of the program of the Thirteenth Annual Meeting. The invocation at the dedication ceremonies was delivered by the Rt. Rev. Thomas F. Gailor, Bishop of Tennessee, and addresses were delivered by the Chief Justice of the United States, Hon. Charles Nagle, formerly Secretary of Commerce and Labor, Mr. Harry A. Wheeler, former President of the Chamber and Richard F. Grant, then President.

The registration at the meeting was two thousand, approximately. The addresses and discussions centered around the general subjects:—The European Situation, American Business Conditions, Commercial Treaty Policy, The Merchant Marine, The Federal Trade Commission, Congress and the American Public, and Agriculture. The three days were given over to general and group sessions at which discussions revolved around these subjects.

Notable among the speakers on the Program for the various sessions of the meeting were the Secretary of Commerce; Honorable W. E. Humphrey, Federal Trade Commissioner; the Secretary of Agriculture; Admiral Leigh C. Palmer, President, Emergency Fleet Corporation; Mr. John Willys, President, Willys-Overland Company; Mr. John H. Fahey, former President of the National Chamber and now American Member of the Council of the International Chamber of Commerce; Mr. Pierre Jay, Chairman of the Board, Federal Reserve Bank of New York and others.

From this meeting came declarations favoring, among other things, adherence of the United States to the Permanent Court of International Justice submission of a referendum to the Chamber's membership on the report of the Chamber's Committee on foreign affairs regarding the Commercial Treaty Policy of the United States; retention of the alien property fund in accordance with the terms of the Treaty of Berlin until Germany shall have made suitable provision for the satisfaction of all American claims; increases in salaries of federal judges so as to insure the services of capable lawyers and further the expeditious and economical administration of justice in the federal courts; approval of the recent action of the Federal Trade in adopting new rules of procedure; amendment to the Transportation Act to embrace motor common carriers engaged in interstate commerce and other declarations dealing with government interference with business, speculation in foodstuffs, York-Antwerp Rules 1924, coastwise laws, forest highways, waterways and national parks.

Seventeen vacancies on the Board of Directors were filled at this meeting. The new Board met and unanimously elected as President of the Chamber, Mr. John W. O'Leary, Vice-President, Chicago Trust Company, Chicago, Illinois. The Board followed a new procedure in naming honorary vice presidents using the policy of electing men to the position in recognition of unusual service of national or international character, on behalf of the United States and limiting the term of

service to one year without reelection. The Honorary Vice Presidents so elected were Mr. Owen D. Young of New York, Mr. Henry M. Robinson of Los Angeles and Mr. Roland W. Boyden of Boston.

After attending this very successful and well managed convention, your Committee feels more than ever that the United States Chamber of Commerce is doing a great work for American business generally, and will undoubtedly in the future, be most helpful not only to the National Paint, Oil and Varnish Association, but to any of our members who may wish to avail themselves of the many types of service which the Chamber stands ready to provide.

Credits and Collections

H. W. Caton, Chairman

It is the opinion of the credit and collections committee after a survey that business conditions are fundamentally sound with collections reasonably good and failures decreasing. They consider the efforts of our industry helpful in the education of the merchant trade as evidenced by more profit-taking stores. The committee state that they acted on the resolution adopted at the 1924 convention which now follows:—

Resolved: That the association instruct its incoming committee to get the actual number of members of our association who are members in the National Association of Credit Men; that they also be instructed to ascertain the number who are members of Interchange Bureaus of the National Association of Credit Men and that they present this information at the next convention for a more definite and a clearer understanding of this problem.

In accordance with this resolution the committee present the following as covering their survey:

Not less than 511 members of the National Paint, Oil and Varnish Association are members of the National Association of Credit Men.

Over 275 of these members are also members of the interchange bureaus conducted by local associations of credit men, being 54 percent.

They are efficiently organized in 140 cities, all local associations of the National Association of Credit Men.

In seventy-three of these cities there are already organized and operating effectively interchange bureaus which deal out credit information scientifically by tapping the source of credit information.

In every city where there is a paint club one can find a local credit men's association, and in most of the cities they have the machinery for collecting and disseminating credit information at a very nominal cost.

In cities where there are paint clubs and no interchange bureau there have been formed trade groups operating in conjunction with local credit men's associations, thus giving smaller bodies an opportunity to operate efficiently on a dependable basis.

It is the opinion of your committee that the facts are sufficiently conclusive to warrant their endorsement of the activities of the National Association of Credit Men.

Your committee therefore presents the following preamble and resolution:

Whereas, our membership is largely interested in the work of the interchange bureau of the national association, as indicated by this committee's report, and

Whereas, membership in the National association of Credit Men carries with it facilities and opportunities for cooperation, education and prosecution, and

Whereas, any effort to establish a duplicate bureau in competition would be costly and inefficient, and

Whereas, membership in the National Association of Credit Men carries with it opportunities for the prosecution of fraudulent debtors and the elevating of credit office practices through various meetings, literature, lectures, etc., be it therefore

Resolved: That we encourage membership in the National Association of Credit Men in their interchange bureaus so that the existing organization may become stronger and their work still more effective, and

Resolved: That the incoming committee, with the aid of the secretary be instructed to gather and assemble the printed literature of the National Association of Credit Men bearing on this subject so that it will be available to all our members.

President Peters:—That report and the resolution contained therein was approved by the board of directors. What is your pleasure in connection with it?

(Upon motion duly made and seconded it was voted that it be adopted.)

The full report of the committee was as follows:—

Report of Committee on Credits and Collection

Your committee has made a survey of business conditions and can report that business is fundamentally sound, collections reasonably good and business failures decreasing.

The paint and varnish industry has been particularly fortunate in its efforts to educate the merchant trade. As a result there are more profit making stores and fewer failures. At least the records very plainly reveal this very happy condition.

The practice of assisting debtors to profit-making levels, through advice and counsel given to customers in portions that they can easily absorb, has helped materially to lighten the load of the business man who would otherwise likely suffer business reverses.

Your committee has acted on the following Resolution which was adopted at the last Convention of the Association in Atlantic City:

> "Resolved, that the association instruct its incoming committee to get the actual number of members of our association who are members in the National Association of Credit Men; that they also be instructed to ascertain the number who are members of Interchange Bureaus of the National Association of Credit Men and that they present this information at the next convention for a more definite and a clearer understanding of this problem."

We now present our survey for the consideration of the membership.

Not less than 511 members of the National Paint, Oil & Varnish Association are members of the National Association of Credit Men.

Over 275 of these members are also members of the Interchange Bureaus conducted by local associations of credit men—being 54 per cent.

They are efficiently organized in 140 cities, all local associations of the National Association of Credit Men.

In 60 of these cities there are already organized and operating effectively Interchange Bureaus which deal out credit information scientifically by tapping the source of credit information.

In every city where there is a paint club one can find a local credit men's association, and in most of the cities they have the machinery for collecting and disseminating credit information at a very nominal cost.

In cities where there are paint clubs and no Interchange Bureau there have been formed trade groups operating in conjunction with local credit men's associations, thus giving smaller bodies an opportunity to operate efficiently on a dependable basis.

It is the opinion of your committee that the facts are sufficiently conclusive to warrant their endorsement of the activities of the National Association of Credit Men.

Your committee therefore presents the following Preamble and Resolution:

> WHEREAS, Our membership is largely interested in the work of the Interchange Bureau of the National Association, as indicated by this committee's report, and
>
> WHEREAS, Membership in the National Association of Credit Men carries with it facilities and opportunities for cooperation, education and prosecution, and
>
> WHEREAS, Any effort to establish a duplicate bureau in competition would be costly and inefficient, and
>
> WHEREAS, Membership in the National Association of Credit Men carries with it opportunities for the prosecution of fraudulent debtors and the elevating of credit office practices through various meetings, literature, lectures, etc., be it therefore
>
> RESOLVED, That we encourage membership in the National Association of Credit Men in their Interchange Bureaus so that the existing organization may become stronger, and their work still more effective.
>
> THAT the incoming committee, with the aid of the Secretary be instructed to gather and assemble the printed literature of the National Association of Credit Men bearing on this subject so that it will be available to all our members.

Export and Foreign Trade Development

Maximilian Toch, Chairman

This is a very interesting report particularly to our members interested in export and foreign trade. As Doctor Toch is on the program for a special address on this subject your synopsis committee will not present a summary.

The full report of the committee was as follows:—

Report of Committee on Export and Foreign Trade Development

To give you a long list of figures showing how much paint material was exported in 1924 as compared with 1923, and then to tell you that there has been a substantial increase and then to go on to give you the figures for the six months from January to June 1925, and still show an increase, and pat ourselves on the back and tell ourselves what a wonderful country this is when it comes to export of paint means absolutely nothing. A careful analysis of the shipments of paint and varnishes that have been exported, shows that this country is not even a drop in the bucket as compared with England, and the statistics are largely made up of materials which are used for the manufacture of paint and varnish, rather than for the finished material.

The largest items that the United States export are carbon black and lamp black, which are used by foreign countries for printing ink. Zinc Oxide, white lead and other raw materials go to make up a very substantial amount and when it comes to paste paints, enamels, ready-mixed paints and varnishes, the figures do not begin to compare with the amount of raw paint materials exported.

The type of paints used in the Far East where the manufacturers of the United States have as yet made little inroads, are paste paints, put up in 28 and 56 pound iron drums and consist largely of what one might term "colored putty." In China this grade of material is an actual fact. Whiting is kneaded by hand just like dough, and 10% Chrome Green, Prussian Blue, Chrome Yellow or a mixture of these tints worked in until the material is stiff enough to stand by itself. This is ground once in a roller mill, packed in drums and the Orientals have been accustomed to use paints of this type for centuries. So little education has been disseminated throughout the Far East that most of the painting of houses and woodwork of every description is done by dipping a handful of silk waste in this paint, after it has been reduced with a drying oil, and rubbing it on the surface. American mixed paints are sparsely used excepting where American engineers specify them and then only in the Occidental settlements.

The English make paints of the same character but of somewhat better composition. They usually add 10% of Paraffine Oil to prevent the paint from getting hard in the package. The fact that this retards the drying, plays little or no role; it eventually dries after a time, and the complaints are rare.

American paste paints and American mixed paints are of such a quality that their price prevents their sale, and it is a mooted question whether we should establish a campaign of education to acquaint the Orientals with our better materials or whether we should make paints that they want.

In the Philippines, paints are sold by the hardware dealers and the Filipinos do not control commerce, but it is in the hands entirely of the Chinese. Some American paint is used in the Philippines but very little.

English paint concerns carry large stocks in the Orient. This is particularly true of the manufacturers of heavy chemicals. German and English dyes and colors can be delivered out of stock, but when it comes to selling American paint, it takes over three months to deliver it. It is obvious what a poor chance we have of increasing our export trade in the Far East.

It is generally accepted by Americans that the Philippines are a territory of the United States, but to anyone who has visited these Islands, it is quite obvious that all the Americans have to do with the Philippines is to spend large sums of money for their improvement and education without getting any benefits whatever. The Filipinos are purely Spanish. They have their own laws, their own Constitution, their own money and their own tariff, and with the exception of certain reciprocal rights, they have nothing whatever to do with the Constitution of the United States, as is evidenced by the fact that breweries and distilleries work full force, as if, and correctly so, they were not part of the United States.

The march of progress in paint manufacture in the United States is very rapid. Three years ago lacquers were practically unknown and today thousands of gallons are produced, all of which replace paint and varnish. One of the reasons for the progress of this material is the enormous saving of time, and it is quite possible and probable, that within the next few years a man will be able to take his automobile to a paint shop before noon, and call for it completely lacquered and finished after lunch.

Our customers in the Orient will never know of this unless we institute a campaign of education and the man who travels with a sample sprayer will be the first to sell lacquers to the outlying countries, and he may be able to convince them that any time saved them is a great factor.

How rapidly improvements progress is shown by the fact that within the next two or three years there will probably be a million households who will make their own ice, and then the slogan "How would you like to be the iceman?" will be a swan song instead of a joke.

It behooves us if we want to increase our export trade in paints and

allied materials, to educate the foreigners in the use of good mixed paints and to instruct them in the newer materials which are bound to replace paint. One drawback concerning our export business, has been the lack of our ability to extend credits owing to the absence of proper banking facilities. If any member of this organization received a paint order from the Strait Settlements, he would not demand cash on receipt of goods, but would demand a Banker's credit in New York. The English and Germans have the advantage of us in so far that their banking houses have branches in the Orient and their managers are familiar with the credit of the local consumer and it is on their recommendation that the Europeans outstrip us in their foreign trade. We have as yet little or no financial connections with the outlying countries, but there is hope that we will eventually have them, and when institutions like the Guaranty Trust Company and the National City Bank shall have established many branches in South America and in the Far East, we will be able to handle our credits and we will be able to do a greater business than we have done up to now.

It might be opportune to quote that for 1924 over fourteen million Dollars worth of pigments, paints and varnishes were exported, of which six and a half million consisted of paints and varnishes. The rest of the materials were mineral earth pigments, zinc oxide, lithopone, bone black, carbon black, lamp black, red lead, litharge, white lead and other chemical pigments.

For the first six months of 1925 the amount was increased to eight million six hundred thousand dollars. Again carbon black and lamp black played a considerable role and paints and varnishes amounted to a trifle over four million dollars.

It has been stated, although we know of no absolute check on the subject, that the total turnover of the Paint and Varnish industry of the United States is approximately six hundred million dollars. Therefore, the amount of our exports are considerably under 1% and the sum total of all the paint materials not over 2%. Even if these figures are approximate and the amount involved is somewhat more, there is no reason why it should not be increased because we have the whole of South America and now with the excellent freight conveniences, like the Dollar Line, we have bi-monthly fast steamers which go direct to the Far East. They start from New York and touch the California ports before their westward trip.

Manufacturers

W. H. Crawford, General Chairman

At the request of the chairman your synopsis committee presents the following introductory verbatim:

Acting under the mandate contained in amended article 9 of the by-laws, and by the direction of your executive committee, this the first manufacturers' committee submits the following group reports covering alcohol, brushes, colors (earth), colors (chemical), containers, lead, linseed oil, lithopone, naval stores (gum), naval stores (wood), paint, shellac, varnish, and zinc.

For many years, trade associations, including this one, have experienced grave doubts as to

W. H. Crawford
Chairman
Committee on Manufactures

what, if any, activity they might lawfully engage in the collection and dissemination of statistics relating to their products. Happily for this committee, the United States Supreme Court handed down decisions on June 1, 1925, in United States vs. the Maple Flooring Manufacturing Association and United States vs. The Cement Manufacturers' Protective Association. These decisions declared it lawful for a trade association "to openly and fairly gather and disseminate" certain trade statistics among its members. These cases establish a principle which seemingly vitally affects the law of business competition. Likewise, they clarify certain legal questions, the non-solution of which has certainly hindered the development of trade associations. There is an outstanding danger in the decisions themselves in the possibility that interpretations may be placed upon them never intended by the court.

Your committee, therefore, in the preparation of these reports and the gathering and dissemination of the statistics contained therein, have earnestly attempted to do what seemingly was intended by the court, in the two decisions referred to above.

Regretfully it has been impossible to secure any data covering certain of the group commodities to the extent that statistical data has been available, largely through the several departments of government, the information is complete, and we here especially commend the fine spirit of cooperation rendered your committe by the Hon. William M. Steuart, Director of the Census, Department of Commerce. Instead of attempting to create a private statistical bureau within the National Paint, Oil and Varnish Association, mindful of the fact that certain groups have not yet fully subscribed to the principle of cooperative effort by giving freely of data relating to their individual business, in order that it might be merged with like and similar data for the good of all, your committee urges that the incoming chairman be directed, by and under the direction of the executive committee, to establish closer relations than were possible between June and September this year with the several agencies of the government to the end that said agencies of the government will be able to collect and disseminate through the manufacturers' committee of this association, such data as may be required by each group as statistical information.

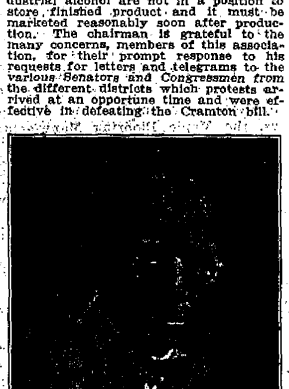
We recommend your careful reading of each report prepared by the efficient leaders in their respective groups.

Wilmer H. Crawford,
General Chairman.

Alcohol

H. S. Chatfield, Chairman

Our very active chairman has continued his excellent work and informs us that at the last session of Congress through the efforts of the Alcohol Trades Advisory Committee and with the help of some of the Senators, the Cramton Bill was beaten and that there are no indications up to the time of writing the report of the introduction of any bills of a similar nature. The chairman does not anticipate a general or artificial scarcity of alcohol at any time as in most cases the smaller producers of industrial alcohol are not in a position to store finished product and it must be marketed reasonably soon after production. The chairman is grateful to the many concerns, members of this association, for their prompt response to his requests for letters and telegrams to the various Senators and Congressmen from the different districts which protests arrived at an opportune time and were effective in defeating the Cramton bill.



H. S. Chatfield
Chairman
Committee on Alcohol

President Peters:—Mr. Chatfield, would you, as chairman of that group, like to say something?

Mr. Chatfield:—That report was written some thirty days ago. Changes have been taking place owing to the new method of distribution and the changing of the zones from State lines to districts. Since I have arrived here, I have received a letter from our attorney in Washington which quite alters the whole sense of that report.

It seems to me that they are either going to reintroduce a bill similar to the Cramton bill or else we will have to fight the Ernst-Wood bill which we fought so hard a few years ago. If that is the case our fight will have to begin all over again.

I still think we will win because fortunately General Andrews—and I have his personal statement for it—is deeply interested in industrial alcohol for the arts and sciences. He does view it in an entirely different light from any of the people who have been either attempting to draft the laws or attempting to enforce them.

Mr. Andrews's personal assurance is that if there is any possible way that the prohibition forces can be persuaded or controlled to remove the present difficulties for industrial alcohol he will use every possible effort.

I shall be in Washington within the next ten days and probably will see him, but if at the opening of Congress we are to face a new bill, putting industrial alcohol into a separate bureau, answerable only to the President, removing it from the experienced men in the internal revenue bureau, I can only repeat what our very experienced lawyer says down there, "God help the alcohol using trade"—but I hope it won't happen.

President Peters:—Thank you, very much, Mr. Chatfield. You have heard the report of the alcohol committee. What is your pleasure?

(Upon motion duly made and seconded it was voted that it be adopted.)

Brushes

H. H. Hill, Chairman

Conditions in the brush industry owing to reduced volume of purchases have been somewhat unsatisfactory during the past year. At the time this report is written, however, there are strong indications of increased demand and a probability of a fair to large volume of business during the coming winter and spring.

In general the story of brushes is the story of bristles. During the period following the last convention, bristles of all kinds, in spite of moderate demand, remained on what was a fairly high level until the early part of April when there were sharp declines in prices of Chinese bristles. At these new low prices a considerable portion of the Chinese bristles crop for 1925 was sold.

During the early summer it became clear that the Chinese dressers were unwilling to market their entire crop on the low basis and a strengthening tendency has been manifested until now—the middle of August—quotations from Chinese bristle markets on prices closely approaching the higher level of last season. During September there was a recession in prices until now the future trend of Chinese bristle prices is beyond the power of your committee to prophesy. Brushes during the present selling season are being sold on a highly competitive basis. It is at present a buyers' market.

A movement looking towards the desirable simplification of brush styles and sizes is greatly to be commended but the detailed recommendations so far arrived at do not meet with the complete approval of brush manufacturers.

No statistics are available on brushes as to production and stocks.

President Peters:—You have heard the report of the brush group. What is your pleasure?

(A motion was made and seconded that it be adopted.)

President Peters:—Is there any discussion?

Brush Simplification Program

John Henry Coon:—In view of the statements made in the chairman's report, which I feel might be misleading to the members of this association, I would like to acquaint the members of the convention with just exactly what the intent is and what will be the result of the adoption of that report.

At the solicitation of the Secretary of Commerce, through his simplification bureau, the brush manufacturers of this country were invited to confer with him in an attempt to bring about a simplification and the elimination of needless sizes, kinds, and classes of brushes in about the same way in which that simplification has been carried on by the other industries, the paint industry included, as you well know.

The members of the Brush Manufacturers Association, which means a large percentage of the manufacturers, met with the officials of Mr. Hoover's organization, Major Foote specifically, and discussed ways and means of bringing about a simplification in brushes.

At the very beginning of the discussion the secretary's office was given to understand that the simplification in the brush manufacturing business could not be carried on to the extent that it has been in many industries because of the peculiar limitations put upon it by our raw materials, and it was explained to him that about all that could be accomplished or might be hoped for would be the elimination of numbers and numbers of sizes that were not necessary, but that in that alone, however, a tremendous benefit might be brought to the industry in the reduction of stocks of raw materials necessary, simplification in the manufacture and, of course, reduced costs.

Now the simplification program as Mr. Pushee said yesterday isn't really a simplification of brushes but it is a simplification of handles or handles and ferules. There is very much more in it than appears in that plain statement.

Brush manufacturers and handle manufacturers and ferule manufacturers got together and after a great deal of effort made certain recommendations which were concurred in, which recommendations are printed in the reports of this convention. And at a meeting held some months ago in Washington representatives of by far the greater number of the brush manufacturers—let us say, conservatively, 80 percent of the total brush production—representatives of the master painters' association, the paint jobbers' association, a representative from the National Paint, Oil and Varnish Association, without a dissenting vote approved the recommendations of this simplification committee with the only condition that it be submitted to these various associations for their endorsement and approval, these recommendations to become effective on January first, eliminating in some instances as much as 60 percent of the duplication that had taken place and was customary.

This means, of course, material reductions in manufacture, a saving that is bound to be passed on to the jobber and consumer.

In view of the position that this association has always taken in connection with simplification, I hope that the members of the association more clearly understanding what is intended in adopting this report will approve it unanimously and will authorize the secretary to sign the approval to be forwarded to Major Foote's office, because the Department of Commerce does not endorse the simplification programs unless everybody concerned approves, including the manufacturer and the distributor and the consumer.

In the adoption of that report, a very much needed and perhaps first real radical reform in the brush industry will become effective which we hope will lead to the same sort of final results as you men have found in your own industry as a result of simplification.

President Peters:—I might say that as is usually the case in connection with certain committee reports, it is necessary at times to make some changes in them after the directors' meeting has taken place. In connection with this report of the brush committee, as read by Mr. Wessels, it was somewhat different than the report as contained in the printed copies of these reports.

For your information I would like to say that this report as printed was presented to your board of directors at its meeting on Wednesday. Their action on the report as printed in your copy was this:—

On motion made and seconded it was voted that the part of the report referring to simplification be referred to the convention with no action of the board of directors beyond the general statement that in principle we are in favor of simplification on account of its economic value and that the future development of this program of simplification on brushes be referred to the incoming manufacturers' committee for further development along this line.

(Mr. Hill, Mr. Flynn, and Mr. Coon discussed further details of the brush simplification movement.)

President Peters:—I think it is unnecessary to say that your organization is thoroughly in favor of simplification, because you have definitely gone on record to that effect. Your board of directors felt, and I presume this meeting probably feels, at least, a great many of them who are not in the brush business, that they are in favor of simplification, but it is quite serious that the brush people are not together, that you don't agree on this thing, and what your board of directors has recommended in substance is that we are in favor of simplification and that you brush people get together and present some uniform scheme of simplification which you can agree upon and present it to this convention for action. Mr. Wessels has just read a report which, in substance, means just that.

I will repeat the last paragraph of that report: "A movement looking toward the desirable simplification of brush styles and sizes is greatly to be commended, but the detailed recommendations so far arrived at do not meet with the complete approval of the brush manufacturers."

This is quite obvious from the discussion here. It is that report which you are discussing at this time. That statement contained in that report is before you, has been moved and seconded.

President Peters:—The report, gentlemen, recommends the desirability of simplification, commends it and the movement in that direction. It has been moved and seconded. Are you ready for the question?

(The question was called for.)

President Peters:—All in favor of this report will say "aye"; contrary "no." The "ayes" have it.

Colors (Earth)

Frank Waldo, Chairman

Conditions in the earth color business during the current year have produced varying problems for the producer and importer. The underlying condition has been the fact that there have been too many sellers of the various products for the amount of business available. Earth colors are peculiar in that there are wide variations in grade and shade for the particular requirements of the customers. Bulk production and steady runs on standard qualities are difficult, as special manufacture or special blends frequently are essential to meet customers' needs.

The industry has much to think about, and it would not be surprising if a reduction in the number of shades and grades of the same class of product, or a standardization of the product used, would not be beneficial to producer and consumer alike.

No statistics on production, consumption or stocks are available as yet from the industry.

President Peters:—The action of the board on that report was favorable. What is your pleasure with it?

(It was voted, upon motion duly made by Mr. Beale, regularly seconded, that the report be adopted.)

Colors (Chemical)

Sevier Bonnie, Chairman

Cross sales in volume for the year drawing to a close indicate an increase of 10 to 15 percent over the previous year. There are thirty-eight producers of chemical colors in this country, including those who manufacture for their own use in addition to selling outside grinding trade. Combined factory output is estimated at sixty to seventy-five million pounds. An organization known as the Dry Color

Manufacturers' Association has been formed and is holding monthly meetings. Its purpose is the discussion of all matters affecting the dry color industry and the policies by which better business practices may result.

President Peters:—The action of your board was favorable on that report What is your pleasure?

(It was voted, upon motion duly made by Mr. Caspar, regularly seconded, that the report be adopted.)

Containers

Arthur Crary, Chairman

The work of this committee has necessarily been confined to the problems of standardization of containers relating to the paint and varnish industry and has co-operated during the year with Ludington Patton, chairman, joint simplification committee, particularly with reference to the practicability of eliminating the one-half gallon can. Subject was handled actively with six manufacturers, their replies summarized and the chairman of simplification committee informed of the reasons assigned for the necessity to continue manufacture of the one-half gallon can.

Your committee recommends that the paint and varnish industry adopt standard size cans for colors in oil, japan and various other colors which they pack in odd size cans at present believing that the same satisfactory results would follow such a policy as were evidenced when standard size cans were adopted several years ago for ready mixed paints, enamels, etc. No statistics as to production, consumption or stocks are available.

President Peters:—The action of your board on that report was favorable with the recommendation that the report be referred to the simplification committee. What is your pleasure?

(It was voted, on motion duly made by Mr. Daum, regularly seconded, that the report be adopted as recommended.)

Lead

J. R. Macgregor, Chairman

There has been an increased demand for pig lead since our convention at Atlantic City in 1924 while the demand for dry white lead has been steady and not up to 1924. During the early part of the year the demand for oxide was below expectation but the last few months has shown an increased consumption and it is thought that the total consumption for the year will be up to 1924. Lead in oil demand has been good, but not up to 1924. There are no statistics available on production, consumption and stocks.

President Peters:—That is purely an informative report, no resolutions or recommendations are contained therein. What is your pleasure?

(It was voted, upon motion made by Mr. Howard, regularly seconded, that the report be adopted.)

Linseed Oil

H. L. Wakefield, Chairman

This is a most interesting report, and it is the sincere belief of your summary committee that all who avail themselves of the privilege of reading this report will be well repaid. The flax development committee work is highly commended. Considerable space is given to the subject, "Changing the Selling Unit of Linseed Oil." The records of the association indicate that in 1919 at White Sulphur Springs the N. P. O. & V. A. approved this general plan and during the past year several individual clubs have passed resolutions endorsing it. The history for 1924 and the prospects for 1925-26 indicates very careful preparation of facts and figures and all set forth in a convincing and interesting manner.

President Peters:—That is also an informative report, approved by the board. What is your pleasure?

(It was voted, upon motion made by Mr. Yarnall, regularly seconded, that the report be adopted.)

Lithopone

W. J. Lawson, Chairman

The remarkable growth of this industry in the United States is probably best illustrated in the tremendous increase in demand and production during the past ten years. United States Geological Survey shows lithopone production in 1914 approximately 30,000 tons, and in 1924, 100,000 tons. The estimate for 1925 is 150,000 tons. A price recession was recorded in the latter part of June, and the chairman states that business for the last half of the year is generally booked at the present level. The productive capacity of the country assures necessary supplies even in the face of a large consumption increase.

President Peters:—This is an informative report, approved by the board. What is your pleasure?

(It was voted, upon motion duly made by Mr. Daum, regularly seconded, that the report be adopted.)

Naval Stores (Gum Rosin)

J. C. Nash, Chairman

This report, prepared in telegraphic form, is submitted as prepared by the chairman with the exception of production and export comparative statistics:

Committee estimates crop gum production naval stores at approximately 2,000,000 barrels, which is slightly less than 1924 crop.

Decrease ascribed: First, unprecedented drought in Southwest; second, retirement farms account Florida land development. Committee attended Department of Agriculture hearing, Washington, D. C., January 26, 1925. Result, widespread awakening consciousness for co-operative effort looking to enforcement U. S. 478.

Committee introduced or attempted to introduce bills for State ratification naval stores act in every State holding legislative session, i. e., California, Georgia, Indiana, Illinois, Massachusetts, Michigan, Minnesota, Missouri, New York, Pennsylvania, Texas, West Virginia and Wisconsin. Result, failed in all but three States. Cause, lack co-operation paint and varnish industry, or well developed opposition, as in Illinois. Federal law ratified in Michigan, Pennsylvania and Georgia, this year, previously in Ohio and Florida.

Since last convention, the Pine Institute of America has been incorporated. Purpose, conservation and research. Holds wonderful potential possibilities.

Committee secured $45,000 appropriation for enforcement of naval stores act before adjournment of Congress.

Department of Agriculture calls conference hearing Washington, D. C., November 10, 1925 (under the provisions of Federal Naval Stores Act 478) for establishment of about forty new classifications for gum rosin. In the opinion of your committee, one classification should be established for all opaque rosin. Your committee is unalterably opposed to government proposal to establish a classification for each grade of rosin, covering each or either crystal or specky rosin, and strongly urges each individual consumer to attend or through the Paint Manufacturers' Association of the United States and National Varnish Manufacturers' Association to be represented at such hearing. Your committee has sent formal notice of hearing to Secretary George B. Heckel of above associations.

President Peters:—That report is informative, approved by the board. What is your pleasure?

(It was voted, upon motion made by Mr. Daum, regularly seconded, that the report be adopted.)

Naval Stores (Wood Rosin)

J. E. Lockwood, Chairman

An increase in production during season 1924-1925 as compared with the previous season. Increase approximately 55,000 barrels 500 pound capacity. Supply of raw material for naval stores (wood group) production is ample for such further increase as may be necessary to meet the demand.

President Peters:—That is an informative report, approved by the board. What is your pleasure?

(It was voted, on motion duly made by Mr. Caspar, regularly seconded, that the report be adopted.)

Paint

Frank L. Sulzberger, Chairman

Due to voluce and satisfactory conditions the chairman reports the year just closed has been a prosperous one for the paint group and considers the outlook most encouraging for continued volume and increased consumption. Comparative statistics on production and average per capita value of paint and varnish is quite interesting.

President Peters:—That is an informative report, approved by the board. What is your pleasure?

(It was voted, upon motion duly made by Mr. Caspar, regularly seconded, that the report be adopted.)

Shellac

William Zinsser, Chairman

The shellac industry during the past nine months has passed through a period of surprising activity. The market has almost steadily declined so that today's prices are considerably below those of recent years.

Great encouragement can be found in the fact that a larger amount of business can now be booked ahead than at any time since the collapse of all business after the armistice. This indicates that business as a whole is buying ahead and that the value of shellac is now considered to be at a new but normal level.

At this point comment should be made upon the temporary retirement of the phonograph record trade, ordinarily the largest single user of shellac, in spite of which loss your chairman expects sales to the rest of the shellac consuming trade to be such as to show an increase in the amount of shellac imported into this country in 1925 over 1924.

Particular note should be made of the great increase this year in the call for bleached shellac. Sales in this commodity have been further enhanced by the ever growing demand for a light colored lacquer gum. The American Bleached Shellac Manufacturers Association in August, 1925, issued extensive advertisements in which drastic penalties, designed to protect the buyer of bleached shellac, were openly published. In the meantime the United States Shellac Importers Association is continuing its efforts, in co-operation with the London and Calcutta Associations to try to arrive at uniform standards all over the world as to quality and as to penalties where improper material is tendered. An official chemist of this association was sent both to London and Calcutta this summer and much is expected from his efforts.

The following figures have been compiled on the relative importation of shellac for the years 1920 to 1925:—

Shellac gum of all kinds:

Imports

Year	Pounds
1920	28,537,107
1921	27,840,965
1922	25,162,510
1923	86,446,775
1924	24,552,968
January-June, 1925	9,096,884

President Peters:—The report you have just heard read is in place of the printed report in the pamphlets. The report has been confined and condensed somewhat in accordance with the recommendation of your board of directors, and the report which you have just heard read meets with the approval of William Zinsser, the chairman of that committee. What is your pleasure?

(It was voted, upon motion duly made by Mr. Daum, regularly seconded, that the report be adopted.)

Varnish

A. D. Graves, Chairman

Chairman Graves reports that the varnish group has experienced unusually favorable conditions during the past twelve months. He explains that this is due to healthy business conditions, causing a satisfactory demand for varnish, stimulated by the "Save the Surface" and the "Clean-up and Paint-up" campaigns, as well as by the constructive work of the flax development committee and the American Tung Oil Corporation of Gainesville, Fla., the former influencing the planting of increased acreage of flax, the latter creating a restraining effect upon the merchants of China wood oil, both resulting in the stabilizing of linseed and China wood oils as important raw materials used by the varnish maker.

Attention is especially addressed to the continued development of nitrocellulose lacquer products. Many manufacturers have built and equipped new plants, while others have made necessary alterations and extensions during the year to provide necessary facilities for the manufacture of these products. It is apparent that the industry realizes that lacquer products for certain purposes perform the same functions as do varnishes and enamels and is accordingly, adapting itself to the acceptance of lacquers as a component part of the varnish industry.

Attention is called to the investigations now being made by the fire underwriters' bureau, because of the greater fire hazard in connection with the manufacture of nitrocellulose products and the committee recommends the consideration of separate and isolated units for production rather than concentration in present varnish plants.

President Peters:—That is an informative report, approved by your board. What is your pleasure?

(It was voted, upon motion of Mr. Felton, regularly seconded, that the report be adopted.)

Zinc

A. W. Dodd, Chairman

This report carries interesting comparative statistics. The chairman states:

Trade in this commodity has continued in high volume during the twelve months that have elapsed since our previous meeting, and there is little of special interest to report. The seasonal slackening of the paint trade has been less noticable during the past summer than usual, and the fall season opens with every prospect of satisfactory movement throughout the balance of the year.

President Peters:—That also is an informative report, with the approval of your board. What is your pleasure?

Mr. Caspar:—Move we concur in the board's action.

(The motion was seconded and carried.)

President Peters:—The chair would like to break in here just a moment as that completes the manufacturers' committee's various groups. The manufacturers' committee this year, for the first time, is a consolidation of our old manufacturers' committee and statistical committee—allied industries and statistical.

The manufacturers' committee under the chairmanship of Mr. Crawford, has made a real serious attempt this year to furnish the industry with certain statistical information. How far that committee has gone you can't tell until you read and study these reports, but I believe that at no time before has the industry ever been given so much statistical information as is contained in this manufacturers' committee report. It is a splendid start. Mr. Crawford and his committee have done a tremendous amount of work in lining this thing up for you, and it is work that the industry will unquestionably find of greater value as we go along. And we are all indebted to Mr. Crawford and his committee for the splendid start which they have made. Mr. Crawford, is there anything you would like to say at this time in connection with this manufacturers' committee?

Suggestion on Statistics

W. H. Crawford:—Since this report has been written, and because of my request to the "Bishop" to read the introductory remarks verbatim, I want to explain the work involved in the gathering of these statistics was the question of the Sherman law, and the committee has made a survey of the industry to find out whether the recommendations as embodied in the amended article VI could actually be carried out practically. We are of the opinion that it can not be done, that a private statistical bureau within the National Paint, Oil and Varnish Association will get no further than the previous statistical committees got.

We submitted these introductory remarks to the Department of Commerce with a request for a statement from them that in the event that the recommendation made therein is concurred in by this convention, whether or not the Department of Commerce would be prepared to follow the suggestion and furnish the statistical information desired. I am authorized to state that the Department of Commerce is prepared, ready, able and willing to the limit of their budget and upon the assurance that the groups within the manufacturers' committee will respond to the Federal questionnaire.

To make the work as constructive as possible, and to try to keep pace with this administration, we have secured from the Department of Commerce an exact copy of every blank form now used. It will be the intent of your retiring chairman to turn over to the new chairman these forms. The correspondence with the department and the suggestion, which comes from the department, that the group chairmen call together the members of his group, discuss, change the forms in whatever shape and desire that group expresses for the reporting of the information and that the United States Government will gather that information and hand it back to this committee for dissemination at the annual convention.

It seems to me that entirely removes the question of Sherman law violation in the collection and dissemination of statistics for this industry. And if you are serious and really want statistics, I am hopeful that you will concur in the recommendations of this committee. Thank you.

President Peters:—You have approved the detailed reports of the groups constituting the manufacturers' committee. The chair will now entertain a motion to approve the manufacturers' committee report as a whole as you have had it presented to you with the appreciation of the convention for the work which they have done.

Mr. Casper:—I so move.

(The motion was seconded and carried.)

The full revised report of the committee on manufactures was as follows:—

Report of Committee on Manufacturers

Acting under the mandate contained in Amended Article 6 of the By-Laws, and by the direction of your Executive Committee, this, the first Manufacturers' Committee submits the following group reports covering—Alcohol, Brushes, Colors (earth), Colors (chemicals), Containers, Lead, Linseed Oil, Lithopone, Naval Stores (gum), Naval Stores (wood), Paint, Shellac, Varnish and Zinc.

For many years, trade associations, including this one, have experienced grave doubts as to what, if any, activity they might lawfully engage in the collection and dissemination of statistics relating to their products. Happily for this Committee, the United States Supreme Court handed down decisions on June 1, 1925, in United States vs. the Maple Flooring Manufacturing Association and United States vs. the Cement Manufacturers' Protective Association. These decisions declared it lawful for a Trade Association to O-P-E-N-L-Y and fairly gather and disseminate certain trade statistics among its members. These cases establish a principle which seemingly vitally affects the law of business competition. Likewise, they clarify certain legal questions, the non-solution of which has certainly hindered the development of Trade Associations. There is an outstanding danger in the decisions themselves in the possibility that interpretations may be placed upon them never intended by the Court.

Your Committee, therefore in the preparation of these reports and the gathering and dissemination of the statistics contained therein, have earnestly attempted to do what seemingly was intended by the Court in the two decisions referred to above.

Regretfully it has been impossible to secure any data covering certain of the group commodities; to the extent that statistical data has been available, largely through the several Departments of Government, the information is complete, and we here especially commend the fine spirit of cooperation rendered your Committee by the Honorable William M. Stewart, Director of the Census, Department of Commerce. Instead of attempting to create a private Statistical Bureau within the National Paint, Oil and Varnish Association, mindful of the fact that certain groups have not yet fully subscribed to the principle of cooperative effort by giving freely of data relating to their individual business, in order that it might be merged with like and similar data for the good of all, your Committee urges that the incoming Chairman be directed, by and under the direction of the Executive Committee, to establish closer relations than were possible between June and September this year with the several agencies of the Government to the end that said agencies of the Government will be able to collect and disseminate through the Manufacturers' Committee of this Association, such data as may be required by each group as statistical information.

We recommend your careful reading of each report prepared by the efficient leaders in their respective groups.

WILMER H. CRAWFORD, General Chairman.

Alcohol

At the last session of Congress, through the efforts of the Allied Trades Advisory Committee, and with the help of some of the Senators, who realized the importance of alcohol in the various industries, the Cramton Bill was beaten.

Since Congress adjourned, the general plan of enforcing the Volstead Act has been changed, and also some of the regulations relating to the use of industrial alcohol have been modified, so that the general opinion is there will be less difficulty in securing an adequate supply of non-beverage alcohol.

The change in the general plan of enforcement, of dividing the country into districts and obliterating State lines, while in a few localities may seem to be more troublesome, as a general plan I believe it will work out to the benefit of all industries using either pure or denatured alcohol for industrial purposes. This, of course, will depend on the success of General Andrews, the new administrator, in securing the proper type of men as directors for these districts.

There are no indications up to the time of writing this report of the introduction of any bills of a similar nature to the Cramton Bill or the old Wood-Ernst Bill, both of which treated all legitimate consumers as though they were dishonest.

This report will not attempt to discuss the commercial conditions in the alcohol industry. There is at no time likely to be a general or artificial scarcity of alcohol, as in most cases the medium size and smaller producers of industrial alcohol are not in a position to store their finished product, and it must be marketed reasonably soon after it is produced.

The volume of consumption seems to be increasing, but no recent authentic statistics are at hand.

The Alcohol Advisory Committee, appointed by the Commissioner of Internal Revenue, is still in existence, and may be called upon at any time to confer with the Commissioner as to the bearing of regulations on the uses of industrial alcohol; and I recommend that the Association endeavor to have the Chairman of this Committee remain as a member of such Advisory Board.

The handling of industrial alcohol in the paint, oil and varnish trade is a much more simple proposition than in many other lines of industry, and certain regulations which may appear necessary for other industries would work a great hardship to the uses of various formulas suitable to the paint and varnish industries.

Your Chairman begs to thank the many concerns, members of this Association, for their prompt compliance with his request to write and telegraph the Senators from their States and the Congressmen from their districts at the time when their protests against the Cramton Bill were so effective.

H. S. CHATFIELD.

Brushes

Conditions in the Brush industry owing to reduced volume of purchases have been somewhat unsatisfactory during the past year. At the time this report is written, however, there are strong indications of increased demand and a probability of a fair to large volume of business during the coming winter and spring. In general, the story of brushes is the story of bristles. During the period following the last convention bristles of all kinds, in spite of moderate demand, remained on what was a fairly high level until the early part of April, when there were sharp declines in prices of Chinese bristles. At these new low prices a considerable portion of the Chinese birstle crop for 1925 was sold.

During the early summer it became clear that the Chinese dressers were unwilling to market their entire crop on the low basis and a strengthening tendency has been manifested until now—the middle of August—quotations from China indicate a return to prices closely approaching the high level of last season. During September there was a recession in prices until now the future trend of Chinese bristle prices is beyond the power of your Committee to prophesy. Brushes during the present selling season are being sold on a highly competitive basis. It is at present a buyers market.

A movement looking towards the desirable simplification of brush styles and sizes is greatly to be commended, but the detailed recommendations so far arrived at do not meet with the complete approval of brush manufacturers.

SUMMARY REPORT ON SIMPLIFICATION OF PAINT AND VARNISH BRUSHES RECOMMENDATION TO BE EFFECTIVE FROM JUNE 1, 1926.

DEPARTMENT OF COMMERCE

MAY 22, 1925.

Simplified Practice Recommendation on

PAINT AND VARNISH BRUSHES.

In accordance with the unanimous action on May 22, 1925, of the general conference of representatives of manufacturers, distributors and users of paint and varnish brushes, the U. S. Department of Commerce, through the Bureau of Standards, recommends the establishment of this:—

SIMPLIFICATION SCHEDULE

Paint and Varnish Brushes

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The following is a schedule of brushes which are to be considered as Regular—other sizes will, after the adoption of the schedule, be considered as special or "made to order brushes."

NOTE—It should be understood that this Simplification Program does not contemplate specifications of the quality or the quantity of the bristle used in brushes.

The dimensions given apply only to handles and ferrules. The dimensions are taken inside the band or ferrule.

An explanation of the term radius as applied to paint brush handles means one half the circle represented at the end of the handle, for example, where one half inch radius is specified it means it is one half of a one inch circle.

****

BRISTLE ARTIST

Size	Inside diameter bristle end	Inside diameter handle end
1/4"	16/64	16/64
1/2"	28/64	24/64
3/4"	36/64	30/64
1"	48/64	36/64
1-1/4"	52/64	44/64
1-1/2"	66/64	52/64
2"	88/64	56/64

FLAT VARNISH

(Includes soft hair, flowing, color, mottler, long-handled flat size)

Size	Width	Thickness	Radius
1"	1	8/32	5/32
	1	10/32	11/64
	1	12/32	8/32
	1	14/32	9/32
	1	16/32	10/32
	1	18/32	11/32
	1	20/32	12/32
1½"	1½	8/32	5/32
	1½	10/32	11/64
	1½	13/32	15/64
	1½	14/32	9/32
	1½	16/32	10/32
	1½	18/32	11/32
	1½	20/32	12/32
	1½	22/32	14/32
2"	2	10/32	6/32
	2	12/32	13/64
	2	14/32	8/32
	2	16/32	10/32
	2	18/32	11/32
	2	20/32	12/32
	2	22/32	13/32
	2	24/32	16/32
2½"	2½	10/32	6/32
	2½	14/32	15/64
	2½	15/32	17/64
	2½	17/32	11/32
	2½	20/32	12/32
	2½	22/32	14/32
	2½	24/32	15/32
	2½	26/32	16/32
Size	Width	Thickness	Radius
3"	3	12/32	7/32
	3	14/32	15/64
	3	16/32	9/32
	3	18/32	12/32
	3	22/32	14/32
	3	24/32	15/32
	3	26/32	16/32
	3	28/32	16/32
3½"	3½	14/32	15/64
	3½	17/32	19/64
	3½	19/32	12/32
	3½	22/32	14/32
	3½	24/32	15/32
	3½	26/32	16/32
	3½	28/32	16/32
4"	4	14/32	15/64
	4	18/32	10/32
	4	20/32	13/32
	4	22/32	14/32
	4	24/32	15/32
	4	26/32	16/32
	4	28/32	16/32

WALL

Size	Width	Thickness	Radius
2½"	2½	13/16	½
	2½	1	⅝
	2½	1⅛	⅝

3"	3	13/16	½
	3	1	⅝
	3	1⅛	⅝
3½"	3½	13/16	½
	3½	1	⅝
	3½	1⅛	⅝
4"	4	14/16	½
	4	1	⅝
	4	1⅛	⅝
4½"	4½	14/16	½
	4½	1	⅝
	4½	1⅛	⅝
5"	5	14/16	½
	5	1	⅝
	5	1⅛	⅝

Size	Width	Thickness	Radius
5½"	5½	14/16	½
	5½	1	⅝
	5½	1⅛	⅝
6"	6	14/16	½
	6	1	⅝
	6	1⅛	⅝

CALCIMINE

Size	Width	Thickness	Radius
6"	6	⅞	½
	6	15/16	9/16
7"	7	7/8	½
	7	15/16	9/16
8"	8	⅞	½
	8	15/16	9/16

WHITEWASH

Size	Width	Thickness	Radius
6"	6	⅞	½
	6	1⅛	⅝
7"	7	⅞	½
	7	1⅛	⅝
8"	8	⅞	½
	8	1⅛	⅝
9"	9	⅞	½
	9	1⅛	⅝

STENCIL BRUSHES

Size
2
4
6
8
10
12
14

OVAL VARNISH

Size
2/0
4/0
6/0
8/0
10/0
6
8
10
12

FLAT OVAL VARNISH

Size
3
4
6
8
10
12

PLASTERERS & SKIMMING

Size
7 — made on 6½ block
8 — made on 7½ block
9 — made on 8½ block

SMOOTHING BRUSHES

Sizes
10 — made on 10 in. block
12 — made on 12 in. block
14 — made on 14 in. block
16 — made on 16 in. block

FLAT PAINTERS DUSTERS

Sizes
3½
4¼

ROUND PAINTERS DUSTERS

Sizes
2
2¼
2½

SASH

Size
2 — 7/16" diameter inside
4 — 11/16" diameter inside
6 — 13/16" diameter inside
8 — 15/16" diameter inside
10 — 1-1/16" diameter inside
12 — 1-3/16" diameter inside

This recommendation is to become effective June 1, 1926, subject to annual revision by a standing committee of the industry.

GEORGE K. BURGESS
Director, Bureau of Standards

COLORS (Earth)

Conditions in the earth color business during the current year have produced varying problems for the Producer and Importer. The underlying condition has been the fact that there have been too many sellers of the various products for the amount of business available. Earth colors are peculiar in that there are wide variations in grade and shade for the particular requirements of the customers.

Bulk production and steady runs on standard qualities are difficult, as special manufacture or special blends frequently are essential to meet customers' needs.

The industry has much to think about, and it would not be surprising if a reduction in the number of shades and grades of the same class of products, or a standardization of the products used, would not be beneficial to producer and consumer alike.

No statistics on Production, Consumption or Stocks are available as yet from the Industry.

FRANK WALDO.

COLORS (Chemical)

From the standpoint of gross sales and volume, it is clearly established that business for the year drawing to a close has been generally satisfactory. Replies to a questionnaire sent to color manufacturers, furnish a basis for an estimate which would indicate an increase in volume of sales from 10% to 15% over the previous year. This improvement is about in proportion to the general increase in other industries.

Recently compiled figures show that there are thirty-eight producers of Chemical Colors in the country. This number includes those who make colors for their own use as well as for selling to the outside grinding trade. An estimated figure for the combined factory output in pounds of these plants is from sixty to seventy-five million pounds.

Looking at the year's business, however, from a standpoint of profits, there is loud and general complaint. On those color items such as Chrome Yellows and Iron Blues which constitute an important share in the output in the Dry Color Industry, the margin of profit has been as unsatisfactory this year as in the preceding ones. In fact, the profit on yellows has shown a less tendency to follow the trend of the raw material market than heretofore. At times the price of lead products has advanced while competition has resulted in a drop in the price of yellows.

Apparently the unsatisfactory condition of the market on Yellows and Blues and to a lesser extent, Greens and even Reds, is due to temporary over-production in the chemical color industry. One of the leaders in the industry has described the price situation very clearly in just two sentences.

"The Dry Color manufacturer, considering his investment, combined with the nature of his business, requiring years of study and research, does not receive proper remuneration. Competition, resulting from over-production on one hand, and offerings from others who make a hand-to-mouth living, has brought prices to present low levels."

The outlook for an increase in the consumption of Chemical Colors is not discouraging. The splendid growth in the paint and varnish industry as a whole, gives ample assurance that there will be a steadily increasing demand for chemical pigments. It would seem, however, that a more prosperous condition and a happier state of mind in the Dry Color Industry would come only as a result of more intelligent selling and development of new and non-competitive specialties.

An organization known as the Dry Color Manufacturers' Association has been formed and is holding monthly meetings. The Association shall have for its purpose, the discussion of all matters affecting the Dry Color Industry and of policies by which better business practices may result.

SEVIER BONNIE

CONTAINERS

The work of this Committee has necessarily been confined to the problems of Standardization of containers relating to the Paint and Varnish Industry, and has cooperated during the year with Mr. Ludington Patton, Chairman Joint Simplification Committee, particularly with reference to the practicability of eliminating the half-gallon can.

Subject was handled actively with six manufacturers, their replies summarized and the Chairman of Simplification Committee informed of the reasons assigned for the necessity to continue manufacture of the half-gallon can.

Your Committee recommends that the Paint and Varnish industry adopt standard size cans for colors in oil, japan, and various other colors which they pack in odd size cans at present, believing that the same satisfactory results would follow such a policy as were evidenced when standard size cans were adopted several years ago for ready mixed paints, enamels, etc.

No statistics as to production, consumption or stocks are available.

ARTHUR CRARY.

LEAD

There has been an increased demand for pig lead since our convention at Atlantic City in 1924, while the demand for dry white lead has been steady and not up to 1924.

During the early part of the year the demand for Oxide was below expectation, but the last few months has shown an increased consumption and it is thought that the total consumption for the year will be up to 1924.

Lead in oil demand has been good, but not up to 1924. There are no statistics available on Production, Consumption and Stocks.

J. R. MACGREGOR.

LINSEED OIL

This report is submitted with the hope that the contents will be interesting and helpful to a degree to the members of the National Paint, Oil and Varnish Association. There will be no attempt made to compile a statistical report. It will be quite necessary to use figures from time to time to bring out points. To those who prefer, reliable statistical figures on the imports and exports of both flaxseed and linseed oil are available in reports issued by the Department of Commerce as well as appearing from time to time in trade papers published in the interests of the paint industry. (Later—Statistical information appended at end of report).

READJUSTMENT OF THE CRUSHING INDUSTRY

The linseed oil crushers, one of the oldest industries in this country, have progressed slowly in the past. Years ago production was carried on in almost every part of this country irrespective of whether raw material flax was available in close proximity or could be made available through favorable locations as regards water transportation, the result being that a great many linseed oil mills were trying to operate at a great disadvantage and there was a surplus of presses operating at a loss. This condition has been corrected so that now the centers of linseed oil production are located in the Twin Cities, which is the gateway for the domestic flax produced. Certain lake ports also are centers of production. These can operate to advantage on either domestic or foreign seed due to their favorable water transportation costs. Coast mills, situated in the vicinity of New York, also are very large factors in the production of linseed oil. In this section the mills operate almost exclusively on foreign seed with the exception of a very short period of the year when we have a large domestic flax crop and there is a surplus available for their use at prices that can compete with the imported seed, delivered seaboard.

A COMMITTEE THAT DID THINGS

We wish to touch on a few activities that have developed in the crushing industry, not only for the good of the industry from a production standpoint, but also to the distributor and the ultimate consumer. In the writer's opinion, the most outstanding activity that has resulted in the most good to the industry as a whole has been the work accomplished by the Flax Development Committee which has been actively supported and financed by the crusher. The work of this committee is responsible to a great extent in increasing the out-turn of flaxseed from the low point of production in 1921 of eight million bushel, harvested from 1,108,000 acres to the peak production of 1924 to over 31,000,000 bushels harvested from 3,590,000 acres. This has been made possible through cooperation with, and financial assistance given, various Northwestern agricultural colleges to carry on research work in developing a wilt resisting flax and in educational work through this same source with the farmer in overcoming the mistaken idea that flax is hard on the land and instilling the idea that flax is a most important factor in crop rotation.

REVIVING A MONEY CROP FOR THE FARMER. SAVING AN INDUSTRY.

The receipts of flaxseed in Northwestern markets from States that had almost given up the raising of flax has increased over fifty percent in the past five years. Increasing the domestic production of flaxseed has resulted in extended operations of the Northwestern oil mills whereas a few years ago, presses were being moved from Northwestern mills to the Atlantic Coast mills by some of the larger crushers having mills at both places. At the present time some of the mills are increasing their capacity in their Northwestern mills.

EXPANDING THE MARKET FOR THE BY-PRODUCT.

Increased production of linseed oil was followed by increased output of the by-product "Oil Cake" which is sold on the domestic market as "Linseed Meal." This was the problem that the crushers had to face, especially during the crushing years of 1924 and 1925. The Northwestern mills are compelled to market their entire output through domestic channels as under ordinary conditions transportation charges from the Western mills for export business puts them out of line with Eastern crushers who are operating mostly on imported seed. The problem that confronted the industry was to increase the consumption of linseed meal. Unless this was accomplished, thus obviating a glut on the market, a surplus would accumulate resulting in lowered prices. This would be reflected immediately in the advanced cost of linseed oil. To overcome this condition the crushers formed a Committee under the name of "The Linseed Crushers Meal Advertising Committee" who carried on a systematic advertising campaign in agricultural and dairy journals, also direct mail educational work with the stock raiser and dairymen. The results of this campaign are proven by the fact that the largest tonnage of Oil Cake ever produced in the Northwest was marketed during the last crushing year at prices that fluctuated within a narrow range and was, as a whole, satisfactory. There was an insistent demand that kept supplies moving into consumption evenly during peak production and resulted, in the latter part of the season, when production was curtailed in temporarily advancing the market on account of short supplies. This was a very happy solution of a problem that gave the crushers, early in the season, considerable anxiety. The stabilizing of Linseed Meal prices is reflected more than the average person realizes in the cost of linseed oil, in which most of the members of this Association are interested.

CHANGING THE SELLING UNIT OF LINSEED OIL

The new plan which is to be put into effect by the crushers is possibly a more drastic change than any that has been made in this industry in years. They propose to change the selling unit of linseed oil from the 7½ lb. gallon unit to the pound basis. This has been under consideration for some time by the crushers. In factory practice the present unit is cumbersome and inaccurate; it involves necessary additional operation to convert same into proper weight units for formula application. The benefit derived in this change is wholly with the distributor and consumer of linseed oil. Heretofore linseed oil was shipped to the distributor from the mill at a temperature of sixty degrees, and at this temperature weighs slightly more than 7½ lbs. to the gallon. If the distributor passed on the unbroken barrel at the marked weight on temperatures lower than sixty degrees he does not suffer a loss, but on reaching the distribution point that breaks the barrel and sells it by liquid measure at a lower temperature than sixty degrees, this party would be buying oil at 7½ lbs. to the gallon, and would be delivering it at over 7½ lbs. to the gallon. The only fair way to sell and distribute a commodity of any kind is by the pound, as this unit is not effected by changes in temperature, while oil expands and contracts visibly with these changes. This action on the part of the crushers is in keeping with the recomamendation of the Department of Commerce of simplified and standardized practices. The Department is in full sympathy with this movement and the following branches of the industry have been heard from favorably in regard to it;—Our Association went on record in favor of the change at the White Sulphur Springs Convention in 1919. Practically all of the production clubs of the Paint Manufacturers' Association have endorsed the change, and none have opposed it thus far. The American Chemical Society and Committee "D-1" on Linseed Oil of American Society for Testing Materials has endorsed the change. The secretary of the Paint Jobbers and Distributors' Association has personally endorsed the change. His inability to place the resolution before the Association is due to the fact that they do not meet in convention until 1926; however, he sent a questionnaire to the members and returns show that they were almost unanimously for it. We see no reason for opposing it, especially from the distributor's and consumer's standpoint as they have everything to gain and nothing to lose.

ELIMINATING THE GUESS IN FLAX PURCHASES

Another factor in allowing the crusher to more efficiently conduct his business which will eventually take the guess out of his purchases of flax on the various markets is—purchasing seed on the basis of the oil content of the seed, and not on present grades. Under the old methods, a laboratory test determining the oil content of a sample of seed took practically fifteen hours to run. The Department of Agriculture have just about perfected a system whereby a test for this determination can be run within fifteen or twenty minutes. The crusher can then buy his flaxseed knowing its oil content the same as a flour miller is now purchasing his wheat on the gluten content. Seed testing normal, or above, in oil content will exact a liberal premium over seed deficient in oil content; this cannot help in eventually increasing operating efficiency and result in lower costs.

A SPECIAL LINSEED OIL FOR EACH PURPOSE

Research work in the crushers' laboratory has been constantly going on to perfect Linseed Oil products, while a few years ago the crusher never thought of maintaining a laboratory as the demand was satisfactorily supplied with the two Linseed Oil products, raw and boiled oil. Today you can buy ten or more different grades of linseed oil that are specially treated for various purposes. The sale of the treated oil among some of the crushers surpasses former sales of raw linseed oil. The demand for them is constantly growing as their superiority is being recognized by the industries. Certain weaknesses in linseed oil, which were reflected in the manufactured product has been overcome. Uniformity of product has been accomplished, the result being that the use of linseed oil in the various industries is constantly increasing. It is estimated that we consumed in the United States over 40,000,000 bushels of flaxseed during the last crushing year, representing 100,000,000 gallons of linseed oil, this as compared with the annual consumption ten years, ago of 28,000,000 bushels of seed, or 70,000,000 gallons of oil. The charge that the Linseed Oil Industry is not progressive, cannot be substantiated; on the contrary, its efforts along truly constructive lines are not surpassed by any industry.

PAST HISTORY

A brief backward glance over the 1924-1925 crushing year as related to flaxseed and the finished product linseed oil. A year ago last August found crushers in the Northwest with bins empty of flaxseed and tanks equally bare of linseed oil. Receipts of flaxseed had diminished to the vanishing point. On the 19th of August, 1924, there was one car of flaxseed in the two Northwestern markets, and at no time during the three months' period previous did flax receipts anywhere near cover Northwestern crushers' requirements. This condition made it possible for Atlantic Coast crushers to extend their market for linseed oil further west and they were freely selling linseed oil in the Chicago market during the close of the 1924 crop year and until new crop oil from Northwestern crushers was available. The Government reports on the 1924 flaxseed crop showed a constant monthly increase in out-turn of the United States crop from July to the closing of the reporting period, October 1st. Frost held off in the Northwest until all flax ripened. There was practically no loss on account of frosted seed. The crop was a little late in maturing so that the flaxseed receipts in the Northwestern markets did not put in their appearance until the closing days of August, 1924. This added to the temporary shortage as even the Coast mills were not anxious to import large quantities of foreign

flaxseed in the face of a North American crop of flaxseed of around 40,000,000 bushels. To illustrate the pressing need of Northwestern crushers for its seed supply for immediate consumption cash flax Minneapolis sold at a premium of from thirty to forty cents per bushel over December from August 13th to the 25th, 1924. This premium gradually narrowed as the crop began to move in volume, which was about August 29th. The daily receipts of flaxseed in the two Northwestern markets from September 24th to the close of the crushing year, August 1st, continued very much in excess of the year previous, and notwithstanding these heavy receipts, prices advanced steadily from the low point of $2.15½ per bushel for December flax on September 2, 1924, to the high point of $3.29 per bushel for May flax on January 13, 1925. A decline of 58¢ per bushel practically covering cash seed, and all future deliveries took place between January 30th and April 30th—1925. Thereafter, the price varied within a narrow range until the close of the crushing year. The price of linseed oil naturally followed the fluctuating price of flax. It kept within a range of about 30¢ per gallon during the year. Linseed meal prices in the Northwest show a spread during the year of about $10.00 per ton.

When one takes into consideration the vastly increased production of this commodity that had to be consumed in a domestic market, the price remained at a very satisfactory level. It is very interesting to look back over the past crushing year and try to find out why, in the face of the largest out-turn of flax ever produced in North America, we should have had constantly advancing prices for the first half of the year when the heaviest flax movement to market was on. The only explanation was the anticipated shortage of the Argentine crop. As the final determination of this crop was not known until after January 1st, the crop killer got in his work to the benefit of the American flaxseed raiser, but to the discomfort, possibly, of the linsed oil buyer. It is estimated that Argentine had available for export, from 20 to 25,000,000 bushels less than the previous year. This condition acted as a bullish factor until about February 1st. We then began to realize that there was something wrong with the demand for Argentine seed by Europe. Their purchases amounted to about 40% of the previous year. This condition has been maintained up to the present time, and although there was a great shrinkage in supplies, there was almost as great a shrinkage in demand to compensate for the loss. With our large domestic crop, we did not need to import much over 8,000,000 bushels and that was just about what we imported up to August 1st from Argentina and Canada, plus oil imports. The downward trend in our domestic market dated from about February 1st and all fears of a summer shortage of supplies was dissipated in early Spring. The consumption of linseed oil was heavy throughout the year, a steady demand from all sources being in evidence. The crushing industry figures that in excess of 40,000,000 bushels of seed in the form of oil was consumed in this country during the past pressing year. Prices fluctuated within a narrow range and at all times were on a keen competitive basis. Foreign linseed oil found its way into this market to the extent of 23,586,864 lbs., which is equal to 3,144,915 gallons, which goes to show that it is possible to import linseed oil into this country in substantial quantities, notwithstanding the fact that we have a protective duty of 24¾¢ per gallon. We closed the crop year 1924-1925 with a substantial surplus of both seed and linseed oil.

The question has frequently been asked the crusher, "Why the decline in the foreign consumption of South American seed?" The answer to this question is the increased shipments of Indian seed, but the greatest contributing cause has been the substitution of other oil seeds for linseed in the industries abroad. When substitute oil seeds are lower in price than linseed, it is surprising how the demand for the latter declines. Some valuable lessons were learned by both producers and consumers the past crushing year, and we believe both will agree that the year was a very satisfactory one.

PROSPECTS FOR 1925-1926

The question that interests us now is—what is the prospect of the out-turn of the 1925 crop? The early sown seed was put in under favorable circumstances. We had a cold snap during the forepart of May that developed a killing frost in localities, but the loss from this cause was insignificant. Any loss due to this cause was more than made up by the reseeding to flax of frost killed wheat, oat and barley acreage. The frost did retard flax growth for a time, but the extreme heated period later forced the plant to early maturity so that the marketing of Northwestern seed commenced ten days earlier than last year. There seems to be a conflict of opinion between Government investigators and representatives of elevator companies and crushers as to whether or not there was an increase in acreage. Government representatives say not, while the most conservative of the private investigators estimate at least a 5% increase over the 1924 acreage. Without doubt, the early sown seed will yield the heaviest crop; the late sown seed has been caught by the drought conditions which have prevailed throughout the Northwest from early July up to date, September 1st. It will curtail the yield materially. The prevailing dry conditions have enabled the farmer to thrash his grain without interruption. Wheat, oats, rye and barley have been pretty well taken care of, and flax, which is taken care of last on the Northwestern farm, is being thrashed under very favorable conditions, arriving at the market absolutely dry and in excellent shape.

Receipts from the new crop made their appearance in the Minneapolis market on August 15th, ten days earlier than last year, and the daily receipts have constantly increased since. This market received 114 cars, Duluth 26 cars on August 28th—the daily receipts from both markets since have averaged about 75 cars.

Flaxseed thus far received is below normal in oil content, but as the receipts are mostly from Southern Minnesota and Eastern South Dakota, this condition is not unusual, as the crusher never figures on receiving seed from these localities that has as high an oil content as the North Dakota, Western South Dakota and Montana seed, none of which has made its appearance on the market to date. North Dakota will produce a heavy crop of seed; Montana slightly more than last year. The Montana crop was the most seriously damaged due to hot winds; flax conditions during July in Montana were reduced almost 50%. During the early movement, new flax prices tended to lower levels due to the fact that there was no pressing call for linseed oil for immediate deliveries, all having some oil in their tanks; crushers also having a slight reserve.

An altogether different condition then prevailed a year ago. There was also a surplus of old seed, both in this country and Canada. It is estimated that on August 15th, stocks in Minneapolis and Duluth elevators were in excess of 622,000 bushels, as against 74,000 bushels a year ago. Stocks of Canada approximately 895,000 bushels as against 197,000 bushels a year ago. The Argentine visible supply on August 28th was 4,400,000 bushels, as against 3,600,000 bushels a year ago.

The reduction in shipments from the Argentine almost equals the reduction in the past crop yield, while stocks on hand show an increase. Canada flax prospects for this year have been reduced from the first estimate of over 11,000,000 bushels to about 7,000,000 bushels; the total North American out-turn this year, at the present time, is estimated at 30,000,000 bushels of seed. This is 10,000,000 bushels less than a year ago.

There has been a slight firming of seed prices the last week due to a revival of interest of the oil buyer in future supplies. This may be a temporary condition and when the heavy receipts of flax which are looked for within the next ten or fifteen days from the North Dakota market, may ease, unless the consumer feels that present prices are attractive and maintains the market by active oil purchases. This was the case a year ago when flax prices advanced in the face of the heaviest receipts that the Duluth and Minneapolis markets had ever experienced. The new crop of Argentine seed is being planted under most favorable conditions. The latest report indicates a condition of 99% for flax, acreage the same as 1924 planting. If anywhere near normal growing conditions prevail in that country their out-turn of seed will be much greater than the last crop and will more than make up any deficiency in our crop. If this is the case, and foreign demand is no greater than it has been in the past year for this seed, it's anybody's guess how prices will be effected when the pressure of this seed is felt on the markets of the world. There is no question but what the out-turn of the North American seed will take care of domestic consumption until Argentine seed is available the latter part of March or the first of April; and unless a catastrophe overtakes the South American crop, look for prices to fluctuate within a narrow range. The surplus seed and linseed oil carried into this new crop, to an extent compensates for the shortage in the domestic crop. This is a fact which should not be overlooked. After all returns are in it would not be surprising if we find that the Government estimate of the 1925 flax crop is slightly under-estimated, as was the case during the 1924 crop, although their estimate was closer to the actual out-turn than it has been in years. From a world viewpoint, the United States Department of Agriculture has this to say;—"World production of flaxseed probably will be smaller this year than last. Acreage estimates from 14 countries which produced 95% of the estimated flax world area last year total 16,841,000 acres compared with 17,530,000 acres in 1924. Production estimates or forecasts for the United States, India, Canada, Morocco, Tunis and Bulgaria total 54,353,000 bushels, compared with 58,852,000 bushels last year. These countries produced more than 45% of the 1924 crop." We also hear that Russia will have flax for export this year; in fact offers have been tendered and samples of alleged Russian seed have been submitted to Minneapolis buyers in the past ten days. There are possibilities here, but they are not taken seriously as yet. The outlook for the consumption of linseed oil for the balance of this year, and at least the first half of 1926, is very bright. 40,000,000 bushels of seed will be needed for domestic consumption and, if conditions remain normal in both North and South America, this amount will be available.

H. L. WAKEFIELD.

*See statistics.

STATISTICAL FIGURES OF DOMESTIC PRODUCTION AND IMPORTS OF FLAXSEED AND LINSEED OIL, YEARS 1920 TO 1924, INCLUSIVE, AND IMPORTS JANUARY TO JUNE, 1925.

From U. S. Department of Agriculture Year Book

Year	Acres	Average Yield	Domestic Bushels	Imports Bushels**
1920	1,757,000	6.1	10,774,000	16,588,881
1921	1,108,000	7.2	8,029,000	12,326,244
1922	1,113,000	9.3	10,375,000	14,913,161
1923	2,061,000	8.5	17,429,000	24,322,329
1924	3,375,000	9.2	31,000,000	16,558,881
1925	?	?	?	8,794,684

RECORD OF IMPORTS FROM JANUARY TO DECEMBER 31st.

FROM DEPARTMENT OF COMMERCE RECORDS OF PRODUCTION IMPORTS AND EXPORTS OF ANIMAL AND VEGETABLE FATS AND OIL, DOMESTIC PRODUCTION AND IMPORTS OF LINSEED OIL

Year	Domestic Gallons	Imports Gallons***
1920	64,702,869	4,693,360
1921	64,389,032	8,012,095
1922	64,649,000	19,218,239
1923	87,141,850	5,746,228
1924	94,078,181	1,756,292
1925 January to June	?	1,508,192

** From Department of Commerce Special Report of September 11, 1925.
*** From Department of Commerce Special Report of September 11, 1925.
Statistics on Stocks Linseed Oil—not available.

LITHOPONE

Inability to secure complete data from either the Government or other sources has made it impossible to prepare a statistical report illustrative of the importance or activity of the Lithopone industry. The remarkable growth of the industry in the United States is best illustrated in the tremendous increase in demand and consequent production during the past ten years.

In 1914, according to the U. S. Geological Survey, Lithopone production amounted to approximately 30,000 tons. The increase in the ten-year period to 1924 amounted to approximately 100,000 tons. At present, production is estimated in the neighborhood of 150,000 tons.

The fact that within the lifetime of a majority of our membership an entirely new material has been developed with a value amounting to many millions of dollars, entering into a multiplicity of products not only in the paint industry but elsewhere is not only significant of its value and utility but also of the ingenuity and determination of those who from the infancy of the industry have been responsible for the improvement in quality and excellence now so widely recognized. It is also remarkable that the improvement has been attended by constantly decreasing cost to the consumer, until to-day we have what may be considered a basic pigment selling far below its intrinsic value when compared with other pigments no greater or possibly less important.

During the past year the demand for Lithopone has been steady, with the usual increase during the busy season. Price receded the latter part of June, and business during the last half of the year is generally booked at the present level. While a large increase in the consumption of Lithopone is anticipated the coming year, it appears that the productive capacity of the country will assure an adequate supply.

W. J. LAWSON.

PAINT

Your Chairman reports that the year just closed has been a very prosperous one for the Paint Group, due to volume and satisfactory conditions. Further reports that the outlook is most encouraging for continued volume production and increased consumption.

The following statistics on production of paints are taken from the reports of the Department of Commerce, and have been figured into percent per gallon per capita, through courtesy of Bureau of the Census who furnished yearly increase in population, and other data necessary:—

PRODUCTION (Paint)

	Gallons 1920	Gallons 1921	Gallons 1922	Gallons 1923	Gallons 1924
Paste Paints	17,285,000	19,188,100	21,814,750	21,958,750	24,380,500
Ready Mixed	56,682,000	45,756,000	66,070,000	82,070,000	88,274,000
Total	73,967,000	64,944,100	87,885,750	104,028,750	112,654,500
Percent Production Increase and Decrease Previous Year		12% Dec.	35% Inc.	19% Inc.	8% Inc.
Percent Increase Population		.0099	.022	.0139	.0129
Production per Capita	.68	.59	.79	.94	1.005

Value Average per Capita

All Paint Products Including Varnish (unable separate)

1879	.53
1889	.86
1899	.92
1904	1.10
1909	1.35
1914	1.58
1919	1.56
1921	1.73
1923	2.37

Statistics production first half 1925 not released up to September 16th, 1925, hence inability to include.

FRANK L. SULZBERGER.

SHELLAC

The Shellac industry during the past nine months has passed through a period of surprising activity. The market has almost steadily declined so that today's prices are considerably below those of recent years.

Great encouragement can be found in the fact that a larger amount of business can now be booked ahead than at any time since the collapse of all business after the Armistice. This indicates that business as a whole is buying ahead and that the value of shellac is now considered to be at a new but normal level.

Comment is also made upon the temporary retirement of the phonograph record trade as a large consumer of shellac, in spite of which loss he expects sales to show an increase in the amount of shellac imported into this country in 1925 over 1924.

One or two houses introduced during the year, bleached shellac made from Sticklac, the raw gum from which shellac is refined in India. This process designed to reduce shellac bleaching—to both manufacturer and consumer—has met with varying success. Most of the manufacturers are adhering to the method of bleaching White Shellac from Orange Shellac Gum, believing that the manufacturing economy claimed for the new process, and the superiority of the new product over the old has not as yet been proven.

The American Bleached Shellac Manufacturers' Association advertised extensively in August, publishing drastic penalties on excess moisture in bleached shellac, which it is hoped that purchasers of this form of dry shellac will use to their advantage.

The following figures have been compiled on the relative importation of shellac for the years 1920 to 1925:

IMPORTS

Shellac Gum of all kinds.

Year 1920	28,587,107 pounds
1921	27,840,965 pounds
1922	25,162,510 pounds
1923	38,446,775 pounds
1924	24,552,998 pounds
January-June, 1925	9,096,834 pounds

From Imports
B of F & D C
Special report
Sept. 11, 1925.

WILLIAM ZINSSER.

VARNISH

Your Chairman reports that the Varnish Group has experienced unusually favorable conditions during the past twelve months. This is due to healthy business conditions, causing a satisfactory demand for varnish, stimulated by the "Save the Surface" and the "Clean Up and Paint Up" Campaigns, as well as by the constructive work of the Flax Development Committee and the American Tung Oil Corporation of Gainesville, Fla., the former influencing the planting of increased acreage of flax, the latter creating a restraining effect upon the merchants of China Wood Oil, both resulting in the stabilizing of linseed and China Wood Oils as important raw materials used by the varnish maker.

Attention is especially addressed to the continued development of nitro-cellulose lacquer products. Many manufacturers have built and equipped new plants, while others have made necessary alterations and extensions during the year to provide necessary facilities for the manufacture of these products. It is apparent that the industry realizes that lacquer products for certain purposes perform the same functions as do varnishes and enamels and is, accordingly, adapting itself to the acceptance of lacquers as a component part of the varnish industry.

The manufacture of lacquer is highly technical and requires constant research work and laboratory control but offers the same possibilities for original research accomplishment as does the manufacture of varnish products. It is suggested that judgment should be exercised by members of the industry in its marketing plans for lacquer to avoid any unfavorable reaction from the public and trade.

Attention is called to the investigations now being made by the fire underwriters' bureaus, because of the greater fire hazard in connection with the manufacture of nitro-cellulose products and the Committee recommends the consideration of separate and isolated units for production rather than concentration in present varnish plants.

Special commendation is made of the value found in the continued activity of the Paint and Varnish Section of the American Chemical Society which held its initial meeting in the spring of 1924 and has brought together the leading men of the industry for discussion of their common problems.

Special commendation is made of the Cost Accounting Manual for varnish makers, issued by the Cost Accounting Committee of the National Varnish Manufacturers' Association.

Department of Commerce reports following production of varnishes, japans, etc.—

				Per Capita
1920	52,680,200 lbs.	— U. S. population	106,772,502	.49
1921	36,055,900 lbs.	— U. S. population	107,833,284	.33
1922	55,709,400 lbs.	— U. S. population	109,248,393	.51
1923	70,731,000 lbs.	— U. S. population	110,663,502	.64
1924	70,450,000 lbs.	— U. S. population	112,078,610	.63
1925*				

* First half 1925 not available—September 16, 1925.

A. D. GRAVES.

NAVAL STORES (Wood Rosin)

The following is the production and stock of wood rosin and steam distilled wood turpentine as shown:—

PRODUCTION	Wood Rosin Approx. 500# bbls.	Steam Distilled Wood Turpentine Gallons
Season 1923-24	202,000	2,117,001
Season 1924-25	257,247	2,831,250
STOCK AT PLANTS		
March 31st, 1923—	92,956	1,018,520
March 31st, 1924—	104,636	597,237
March 31st, 1925—	44,639	654,111

It will be noted there was an increase in production during Season of 1924 and 1925 compared with Season of 1923-24.

The supply of raw material for Naval Stores (wood group) production is ample for such further increased production as may be necessary to meet the demand.

J. E. LOCKWOOD.

Committee estimates crop Gum production Naval Stores at approximately 2,000,000 barrels, which is slightly less than 1924 crop.

NAVAL STORES (Gum Rosin)

Decrease ascribed; 1st—Unprecendented drought in Southwest. 2nd—Retirement farms account Florida land development.

Committee attended Department of Agriculture hearing, Washington, D. C., January 26, 1925. Result—Widespread awakening consciousness for cooperative effort looking to enforcement U. S. 478

Committee introduced or attempted to introduce Bills for state ratification Naval Stores Act in every State holding legislative session, i. e., California, Georgia, Indiana, Illinois, Massachusetts, Michigan, Minnesota, Missouri, New York, Pennsylvania, Texas, West Virginia and Wisconsin. Result—Failed in all but three States. Cause—Lack cooperation Paint and Varnish industry, or well developed opposition, as in Illinois. Federal Law ratified in Michigan, Pennsylvania and Georgia, this year, previously in Ohio and Florida.

Since last Convention, The Pine Institute of America has been incorporated. Purpose—Conservation and Research. Holds wonderful potential possibilities.

Committee secured $45,000.00 appropriation for enforcement of Naval Stores Act before adjournment of Congress.

Department of Agriculture calls conference hearing Washington, D. C., November 16, 1925, (under provisions of Federal Naval Stores Act 478) for establishment of about 40 new classifications for Gum Rosin. In the opinion of your Committee, ONE classification should be established for all OPAQUE ROSIN. Your Committee is unalterably opposed to Government proposal to establish a classification for each grade of rosin, covering each or either Crystal or specky rosin, and strongly urges each individual consumer to attend or through the Paint Manufacturers' Association, or Varnish Manufacturers' Association to be represented at such hearing. Your Committee has sent formal notice of hearing to Secretary George B. Heckel of above Associations.

The following statistics of production, export and stock, Rosin and Turpentine (Gum Group) from NSRJT (3) 4/4 — (6) 4/23 — (8) 5/2:—

	PRODUCTION		EXPORTS	
	Turpentine	Rosin	Turpentine	Rosin
	50 Gal. Bbls.	500# Bbls.	50 Gal. Bbls.	500# Bbls.
1919-20	400,000	1,330,000	214,636	730,290
1920-21	525,000	1,748,000	174,022	508,372
1921-22	500,000	1,665,000	209,943	675,737
1922-23	520,000	1,731,000	170,055	949,837
1923-24	565,000	1,881,000	224,568	1,170,610
1924-25	530,000	1,765,000	241,000	1,460,000
1925-26*	480,000	1,590,000	——	——
*Estimated by Committee				
— April to July 31, 1925			85,942	424,013

Stocks Turpentine and Rosin at three ports of Savannah, Jacksonville and Pensacola, August 15, 1924 and 1925:

	Turpentine	Rosin
1924	40,006 Bbls.	265,192 Bbls.
1925	52,533 Bbls.	204,851 Bbls.

J. C. NASH.

ZINC

OXIDE OF ZINC

Trade in this commodity has continued in high volume during the twelve months that have elapsed since our previous meeting, and there is little of special interest to report.

The seasonal slackening of the paint trade has been less noticeable during the past summer than usual, and the fall season opens with every prospect of satisfactory movement throughout the balance of the year.

ZINC OXIDE AND LEADED ZINC OXIDE

Market in 1920—1924. Net Tons.

	Zinc Oxide	Value per Cwt.	Leaded Zinc Oxide	Value per Cwt.	Total	Value per Cwt.
1919	117,639	$8.75	27,591	$7.27	145,230	$8.47
1920	99,444	8.98	30,460	7.33	129,904	8.59
1921	74,329	7.56	16,103	6.50	90,432	7.37
1922	128,465	7.00	19,613	5.74	148,078	6.84
1923	126,987	7.38	23,504	5.99	150,491	7.16
1924	131,470	7.52	26,729	6.28	158,199	7.31

Source, U. S. Geological Survey.

A. W. DODD.

Master Painters

E. C. Currier, Chairman

Your association was represented at the forty-first annual convention of the International Association of Master House Painters and Decorators of the United States and Canada held February 3 to 6 at Des Moines, Iowa, by President Peters, Secretary Horgan and John R. MacGregor, G. C. Cunningham and E. C. Currier, the entire committee. Attendance, 670 people. The standard of art and craftsmanship and the adoption of methods to increase the amount of painting and its profitable handling were the outstanding thoughts of the convention. The "Clean-up and Paint-up" campaign report was very complete and it was estimated as having benefited the master painters in excess of three million dollars. The "Save the Surface" film was shown and a resolution adopted urging the members to inspect various instalment payment financing plans.

The committee joined in the belief that as a result of the convention more painting and better business methods would follow.

President Peters:—That is purely an informative report, gentlemen, approved by the board. What is your pleasure?

(It was voted upon motion of Mr. Felton, regularly seconded that the report be adopted.)

The full report of the committee was as follows:—

Report of Committee on Master Painters

Your Association was represented at the Forty-first Annual Convention of the International Association of Master House Painters and Decorators of the United States and Canada, held February 3, through the 6th, in Des Moines, Iowa, by your President, Secretary and the entire Committee. The attendance was 670.

The keynote thoughts of the convention were to raise the standard of art and craftsmanship, and also to adopt methods that would increase the amount of painting and insure its profitable handling.

Discussions of new and novel methods of decorating resulted in a considerable number of enrollments for painter's "short courses."

The Instalment Plan was discussed at length and a resolution adopted urging the members to inspect various financing plans. The Save the Surface film was shown.

The Clean-Up and Paint-Up Campaign report was very complete and was estimated as having benefited the Master Painters in excess of $3,000,000.

Mr. A. H. McGhan, Secretary, who has many times appeared before our organization, retired from the Secretaryship. He was succeeded by Mr. Carl P. Dabelstein.

Your officers, President Peters and Secretary Horgan, and the Committee, were enthusiastically received in the exchange of greetings between our Associations.

The Convention adjourned on February 6th to meet at Philadelphia in 1926.

This meeting undoubtedly will result in more painting and better business methods.

Trade Marks

D. W. Edgerly, Chairman

Your summary committee urge very careful reading of this trade mark committee report of which the following are verbatim extracts:

Many new trade marks are being adopted and used in our industry. The number has been above normal for the past two years and our conclusion is that a relatively large number of new marks will continue to be selected for some time to come. The recent introduction of lacquer coatings, for example, is one new field for such use. The result has been that considerable information is being requested of our trade mark bureau by members of their lawyers, the latter an interesting recognition of the bureau's records. In addition to considerable of the secretary's time, the trade mark bureau's work requires practically all the time of one employee. On the chairman's recent visit to the secretary's office, 292 letter inquiries with replies to the same, covering a few months' period, awaited his perusal. The year's total of such inquiries, in addition to some 250 formal reports and registrations, gives an idea of our office output. It clearly indicates the value of the trade mark bureau to our members.

E. C. Currier
Chairman
Committee on Master Painters

Trade marks for paint and varnish products are now being registered in the United States Patent Office in Washington at the rate of 300 per year. These automatically become part of our records. In addition, there are other trade marks used which do not have Federal registration, but most of these we obtain for our records. Thus a conservative estimate is that some 500 to 600 new marks are now being adopted each year. One result of this unusual number of new marks being used in our industry is that there is greater difficulty in selecting a mark for which one has exclusive right of use; also, we are having more infringing of marks already in use.

The functions of your trade mark committee in infringement cases are properly limited to a statement of advice. We call attention to the value of the association arbitration committee in disputes, usually of a legal nature, that have and will come as to trade marks. In their 1922 report the arbitration committee formulated rules of procedure which give substance to their decision. Our opinion is that their decision will arrive at as good a solution of practically all trade mark infringements, at a minimum of expense, as might be accomplished by costly court procedure.

In our 1924 report we noted the necessity, beginning this year, of re-registration in the United States Patent Office of those marks so registered in 1903. The trade mark bureau has sent individual letters to members of the Association, calling attention to their specific marks which should be so re-registered during 1923 and 1926. From the replies received to some of these letters it is evident that this service was opportune.

There has been a considerable use by several concerns of the same mark or one very similar, in different parts of this country. We have often heard it stated that there was no danger in doing this. This may have been reasonably true in the past, but with the general extension of sales territory it is a dangerous proceeding today.

There was never any basis for the idea that because a trade mark is used for one product, for example, a mixed paint, that another concern has the right to use the same mark for a seemingly different product, for example, a lacquer. The right of a mark is its use now or in the future on a class of goods, this covering the numerous paint and varnish products.

It is still apparent that concerns do not make a proper investigation prior to spending money for labels, advertising, etc. The trade mark bureau's report service is essential for trade mark selection.

President Peters:—I think that no one could have any idea of the amount of work which this trade-mark committee and bureau of ours carries on, without having visited the headquarters, seen these records, come in close contact with the work. Members of other industries who have visited these headquarters have expressed great amazement at the completeness and excellence of the records of your industry. What is your pleasure with this report of the trade-mark committee?

Mr. Caspar:—What is the action of the board?

President Peters:—It is favorable.

Mr. Caspar:—Move we concur.

President Peters:—It was favorable, recommending a vote of appreciation to our trade-mark committee.

D. W. Edgerly
Chairman
Committee on Trade Marks

Mr. Caspar:—Move it be approved.

(The motion was seconded).

President Peters:—Dan Edgerly, the chairman of that committee is in the room. Would you like to say something in connection with this at this time?

Mr. Edgerly:—Nothing further than the report this morning thank you.

(The motion was carried).

The full report of the committee was as follows:

First:—Ask an

Oil, Paint and Drug Reporter

Advertiser—

Whenever you want anything in the line of Chemicals, Dyestuffs, Drugs, Paints, Oils, Fertilizers.

Report of Committee on Trade-Marks

Many new Trade Marks are being adopted and used in our industry. The number has been above normal for the past two years and our conclusion is that a relatively large number of new marks will continue to be selected for some time to come. The recent introduction of lacquer coatings, for example, is one new field for such use. The result has been that considerable information is being requested of our Trade Mark Bureau by members or their lawyers, the latter an interesting recognition of the Bureau's records. In addition to considerable of the Secretary's time, the Trade Mark Bureau's work requires practically all the time of one employee. On the Chairman's recent visit to the Secretary's office, 292 letter inquiries with replies to the same, covering a few months' period, awaited his perusal. The year's total of such inquiries, in addition to some 250 formal Reports and Registrations, gives an idea of our office output. It clearly indicates the value of the Trade Mark Bureau to our members.

Trade Marks for paint and varnish products are now being registered in the U. S. Patent Office in Washington at the rate of 300 per year. These automatically become part of our records. In addition, there are other trade marks used which do not have Federal registration, but most of these we obtain for our records. Thus a conservative estimate is that some 500 to 600 new marks are now being adopted each year. One result of this unusual number of new marks being used in our industry is that there is greater difficulty in selecting a mark for which one has exclusive right of use; also, we are having more infringing of marks already in use.

Concerns having marks in use are more and more resisting infringing marks. This phase is of a somewhat new development and indications point to trade mark litigation. Any available data in protecting a mark is valuable, and often the Trade Mark Bureau's data is essential. During the past year, in one case, the records of the Bureau were examined and depositions made by the contending parties. In another case our records gave data showing first use some three years prior to that which could be substantiated from the concern's records now in existence.

The functions of your Trade Mark Committee in infringement cases are properly limited to a statement of advice. We call attention to the value of the Association's Arbitration Committee in disputes, usually of a legal nature, that have and will come as to trade marks. In their 1922 Report the Arbitration Committee formulated rules of procedure which give substance to their decision. Our opinion is that their decision will arrive at as good a solution of practically all trade mark infringements, at a minimum of expense, as might be accomplished by costly court procedure.

In our 1924 Report we noted the necessity, beginning this year, of re-registration in the U. S. Patent Office of those marks so registered in 1905. The Trade Mark Bureau has sent individual letters to members of the Association, calling attention to their specific marks which should be so re-registered during 1925 and 1926. From the replies received to some of these letters it is evident that this service was opportune.

With a sparcity of comment from our members, we have no definite information as to whether the several trade mark circulars distributed last year were useful. We are of the opinion that Circular No. 6, "Trade Mark Selection and Use" and Circular No. 7, "Trade Mark Protection" state essentials that should be used. The issuing of circulars was a beginning in presenting condensed practical data on trade marks and we suggest that the next Trade Mark Committee give the idea consideration.

It must be evident to anyone that the changing and greater use of trade marks within recent years has made trade mark selection and protection a really important consideration in any business. A few of the factors are more concerns, more trade marks, extended territory of sales, changed selling methods and advertising. One of the main troubles is that you make a product and are all ready to put it on the market, and about the last thing you do is consider what to call it. If a trade mark is to be used you are very likely to select from a number of names that describe the goods or some character of the product, these being descriptive names; or you may select a name the same or very similar to one already in use. You are thinking of the commercial value. Having selected some name, you expend money for labels and advertising, and after some years of additional expense in sales effort you find you are infringing some other mark. Then you have the problem of what to do, and you become aware of the legal value of the mark which was fully as important at the beginning as the commercial value. We recommend, at the beginning, the use of the Report Service of our Bureau; the advice of competent trade mark counsel; Registration in our Trade Mark Bureau, and if possible, registration in the U. S. Patent Office.

There has been a considerable use by several concerns of the same mark, or one very similar, in different parts of this country. We have often heard it stated that there was no danger in doing this. This may have been reasonably true in the past, but with the general extension of sales territory it is a dangerous proceeding today.

There was never any basis for the idea that because a trade mark is used for one product, for example, a mixed paint, that another concern has the right to use the same mark for a seemingly different product, for example, a lacquer. The right of a mark is its use now or in the future on a class of goods, this covering the numerous paint and varnish products.

Some concerns who started using a mark many years ago, and that not a good type of mark, are now having troubles of infringement. After a concern has used a mark for a number of years, the money spent in impressing this on the purchasing public mind is now an important factor. They do not want to drop it or change it. Some are trying at great expense to find out what limited rights they have and to protect them. It means constant legal expense with a constant doubt that someone may appear who has an equal or a better right and is willing to spend money to prove it.

The several phases of trade mark selection and use noted have been brought to your Committee's attention during the past year, and indicate some of the troubles of our members. It is still apparent that concerns do not make a proper investigation prior to spending money for labels, advertising, etc. The Trade Mark Bureau's Report Service is essential for trade mark selection.

(Announcement was made by the transportation committee with reference to the special car from Cleveland to Chicago, Saturday forenoon, and with reference to baggage handling).

Membership

C. J. Caspar, Chairman

This splendid committee has continued its special activities without cessation. Their complete report should be carefully read by all having the welfare of our association at heart. Mr. Caspar has had an unusual supporting committee and the vice-chairman, E. S. Woosley, has rendered the association an excellent service

C. J. Caspar
Chairman
Committee on Membership

in his work particularly in the southern zone. During the year three clubs had been lost through either resignation or non-payment of dues, these being as follows:—

	Members
Jacksonville, Fla.	13
Montgomery, Ala.	7
Mobile, Ala.	14
Total	34

As an offset four new clubs have been formed as follows:—

	Members
Miami Paint, Oil & Varnish Club	9
Oakland Paint, Oil & Varnish Club	5
Pensacola Paint, Oil & Varnish Club	5
Knoxville Paint, Oil & Varnish Club	10
Total	29

It will thus be seen that the loss in net membership through the loss of three old clubs and the formation of four new clubs is five members but in spite of this your splendid membership committee show a gain in club membership for the fiscal year. Eleven clubs show a loss in membership of thirty members and twenty-one clubs show a gain in membership of ninety-nine members, while thirteen clubs show no change in membership. The total membership of the association at the close of the 1924-1925 fiscal year is as follows:

Club Membership	1,498
Individual Members	102
Total	1,600

This shows a net gain over the previous year of seventy-one memberships through clubs and three individual memberships which is the largest in the history of the association.

The committee draw attention to the fact that a map prepared by them shows graphically how well our association covers the country with forty-eight clubs and one hundred and two individual members and they further report the following prospective clubs:—Akron, Ohio; Des Moines, Iowa; Grand Rapids, Mich.; Spokane, Wash.

The following clubs show an increase in membership over the previous year:—

Atlanta, 1; Buffalo, 2; Chattanooga, 2; Cincinnati, 7; Cleveland, 10; Columbus, 1; Detroit, 8; Golden Gate, 7; Indianapolis, 3; Kansas City, 11; Los Angeles, 6; Louisville, 4; Nebraska, 4; New England, 4; New Orleans, 2; Philadelphia, 4; Puget Sound, 6; St. Louis, 5; Savannah, 3; Toledo, 7; Toronto, 4.

The officials of these clubs and the chairmen of their membership committees together with the roster of the membership committee have rendered a service to the industry in their efforts to increase the membership.

The committee quote from their 1924 report the following:

> No greater service can a man render the industry in which he is engaged than to contribute in some way that that industry will be bigger and better as the result of his effort and contribution.

President Peters:—The action of the board on this report and splendid showing was to approve it, refer it to you with the recommendation that this association express their appreciation to our membership committee, its chairman, Mr. Caspar, and its vice-chairman, Mr. Woosley, for their splendid work this past year.

J. Sibley Felton:—For some years we have had a slogan in this organization, "Let George do it." We have not only quoted that but we have followed it out

H. J. Woodlock
Chairman
Committee on Paint Distributors

literally in more occasions than one. In view of the accomplishments of the membership committee I suggest that we change that slogan to something like this:—"Let Charlie do it."

President Peters:—On this suggested action of your board, will some one make a motion to that effect?

Mr. Daum:—I make the motion, Mr. President, to cover the matter as suggested by you.

(The motion was seconded and carried.)

The full report of the committee was as follows:—

Report of Committee on Membership

For three years your Membership Committee, through the officers and various local clubs, has been engaged in an intensive campaign to arouse the interest of the membership to a full and complete realization that mobilization of the Industry is necessary to secure the largest measure of success in our Association activities and it is gratifying to report that 1925 has been the most successful year in the Association's membership activities, with the result that we now enjoy the largest membership in the history of the Association.

When the work began and for two years thereafter many Clubs were apathetic and no efforts were made to increase the membership of the local Club by securing the membership of every eligible and desirable individual, firm or corporation engaged in the Industry and it was quite general to receive reports and from some of our largest and most influential Clubs, that they felt perfectly satisfied with their membership and that they felt they had every concern and firm now in the membership.

We urged that careful surveys be made and a list prepared of every desirable individual, firm or corporation located in the Club's territory that was not then a member and we suggested that this list be submitted to the Club's Executive Committee for approval, and when approved, that a drive be made by the Membership Committee allocating to each member of the Committee a certain number of the prospects and we suggested that a list of such prospects be sent to the National Membership Committee, in which event we issue a letter to the prospect, accompanying the letter

with literature, including our pamphlet "Why and What" which has proved very effective in acquainting the prospects with the aims and accomplishments of the Association, and we always made it a point in our appeal that any one associated with the industry should not only be ready and willing, but pleased indeed to contribute to the activities of the Association the amount of our annual dues, which they would pay indirectly through their local Club.

By means of this survey several of the Clubs developed lists of from ten to twenty-five prospects and in some instances the Club's Membership Committee has been very successful and will show substantial increases in their membership.

We have been very fortunate in having some splendid Club Membership Committee Chairmen who have rendered valiant service during the past year and gave liberally of their time that their local Club and the Industry might be benefited by a greater mobilization of the industry.

The National Association's Membership Committee does not solicit memberships for any local Club, unless the local Club makes the request and it is, therefore, for the Membership Committee of the Local Club to uncover the prospects.

The National Membership Committee does solicit directly the Individual Memberships, which prospective memberships are located in Cities where there are no local Clubs.

The Membership Committee this year, preceding and following the Southern Zone Convention at Atlanta, felt that a more thorough extension of the Association's activities was possible in the South and, through the efforts of Mr. E. S. Woosley, Vice-Chairman, a special campaign drive was made throughout the Southern Zone at the Atlanta Convention and where Mr. Woosley addressed the delegates and his report follows:

Southern Zone

At our Southern Zone Conference held in Atlanta in the spring a campaign was inaugurated to secure at least fifty new members of the National Paint, Oil and Varnish Association by the time of our National Convention.

The delegates representing the various Paint Clubs of the South assumed certain quotas which they pledged themselves to undertake to get by the time indicated.

The direct results of this Campaign to date in additional members are as follows: Atlanta, 1; Birmingham, 2; Chattanooga, 3; Dallas, 1; Louisville, 6; Memphis, 11; Miami, 9; New Orleans, 2; Pensacola, 5; Savannah, 6—a total of 46.

Miami and Pensacola are new Clubs affiliated with the National Association for the first time this year. Memphis has resigned from its membership in the National Association and the 11 new members indicated above represent the results of our efforts together with our good friends in Memphis to bring this splendid Club back into affiliation with the National Association. The additional members indicated for other Clubs represent a net increase over the preceding year.

In addition to the tangible results reported above, Clubs in the following cities are ripe for organization:

Charleston, S. C.	Nashville
Jacksonville	St. Petersburg
Knoxville	Tampa
Mobile	Tulsa

If work is started on these prospects early enough this coming year, the National Association should be in a position to report great progress in the South during 1926.

We are glad to say that among the leaders of our industry in the South to whom the progress in the bringing of this Campaign for new members to a successful culmination was largely attributable, were these men: Harry C. Smith and W. F. O'Brien, of Memphis; Col. John G. Butler, of Savannah; George B. Carney, of Louisville; W. A. Currie and K. Y. Benson, of Birmingham; D. J. Devlin, of New Orleans; H. J. Kuhn, of Houston; E. E. Ferguson and J. B. Campbell, of Chattanooga.

In connection with Individual members, the Committee has revised its list of prospects throughout the United States and Canada and now has in its possession a very valuable and up-to-date list. We have sent out two letters to these prospects during the year. We are glad to say that our Individual membership is the largest in the history of the Association.

E. S. WOOSLEY, Vice-Chairman

We submit as the result of our year's work the following detail report covering the work of this Committee:

We have created and now report the following new Clubs:

Name of Club	Members
Miami Paint, Oil and Varnish Club	9
Oakland Paint, Oil and Varnish Club	5
Pensacola Paint, Oil and Varnish Club	5

We have lost the following Clubs through resignation or non-payment of dues:

Name of Club	Members
Jacksonville Paint, Oil and Varnish Club	13
Montgomery Paint, Oil and Varnish Club	7
Mobile Paint, Oil and Varnish Club	14

The following Clubs show a decrease in membership:

Club	1924	1925	Members Lost
Baltimore	32	30	2
Central New York	11	10	1
Duluth	7	5	2
Houston	9	7	2
Memphis	15	10	5
Minneapolis-St. Paul	39	38	1
New York	267	258	9
Richmond	17	16	1
Rochester	15	14	1
Utah	10	8	2

The following Clubs show an increase in membership:

Club	1924	1925	Members Gained
Atlanta	24	25	1
Birmingham	6	7	1
Buffalo	26	28	2
Chattanooga	5	8	3
Cincinnati	58	61	3
Cleveland	70	80	10
Columbus	19	20	1
Detroit	39	45	6
Golden Gate	23	30	7
Indianapolis	24	27	3
Kansas City	29	40	11
Los Angeles	19	25	6
Louisville	26	30	4
Nebraska	13	17	4
New England	74	78	4
New Orleans	20	22	2
Philadelphia	72	76	4
Puget Sound	24	30	6
St. Louis	62	67	5
Savannah	8	11	3
Toledo	13	20	7
Toronto	24	28	4

The following Clubs show no change in membership:

Club	1924	1925
Charlotte	10	10
Chicago	142	142
Colorado	12	12
Dallas	7	7
Dayton	9	9
Fort Worth	5	5
Macon	5	5
Milwaukee	26	26
Pittsburgh	41	41
Portland, Ore.	14	14
San Diego	7	7
Terre Haute	5	5
Washington	10	10

Prospective Clubs: Akron, O.; Des Moines, Ia.; Grand Rapids, Mich.; Spokane, Wash.

The total membership of the Association at the close of our 1924-1925 fiscal year follows:

Club Membership	1,483
Individual Members	102
Total	1,585

New Individual Members

The Blake Company	Rockford, Ill.
Canada Linseed Oil Mills, Ltd.	Montreal, Canada
De Soto Paint Manufacturing Co.	Memphis, Tenn.
Euston Lead Company	Scranton, Pa.
Murphy Varnish Co. of Canada	Montreal, Canada
Paint Pigment Company of America	Knoxville, Tenn.
Perry Paint & Glass Co.	Tampa, Fla.
Prince Manufacturing Co.	Bowmanstown, Pa.
John S. Tilley Ladders Co., Inc.	Watervliet, N. Y.

A careful examination of the Map prepared by this Committee and brought up-to-date shows graphically how well our Association covers the country with 48 clubs and 102 individual members, and we feel that if we are successful in securing the new Club prospects upon which we are working that the country will be well covered.

We would like to quote from our 1924 report the following:

"No greater service can a man render the Industry in which he is engaged than to contribute in some way that that Industry will be bigger and better as the result of his effort and contribution."

Paint Distributors

H. J. Woodlock, Chairman

The distributors' committee emphasizes the importance of their position representing a branch of the industry throughout the country and place considerable stress upon their activities included in one word, "Service." They point out the necessity of carrying very large stocks representing a wide range and on which the paint dealer expects instant service and delivery. They also emphasize the maintenance of their own corps of salesmen in reality soliciting business for the manufacturers whose products they distribute, thus rendering a service to the manufacturers and dealers alike.

President Peters:—That report is informative approved by your board. What is your pleasure?

(It was voted, on motion of Mr. Cheesman, regularly seconded, that the report be adopted).

The full report of the committee was as follows:—

Report of Committee on Paint Distributors

The position of the Paint Distributor in our industry is an important one and you are all familiar with the responsible business houses who are representing this branch of the service throughout the country for many years, and these distributors represent a branch of the industry which can be included in one word—"SERVICE."

The wholesale paint distributors are rendering a service to the manufacturers and dealers alike, because they are there to give quick distribution of the manufacturers' products, and to give quick service to the dealers who are in want of the materials.

The stocks of wholesale paint distributors represent hundreds and even thousands of items. There are the staples, house paints and specialties. In the line of specialties we have everything from camel's hair brushes to flat wall paints, special varnish, lacquer and hundreds of other articles which are in demand, and of which the paint dealer does not carry a very large stock. He looks to the paint distributor to give

him instant service and delivery and when you stop to consider the unlimited number of different articles and commodities handled by the paint distributor you will find that his problem is not an easy one and that he is rendering a valuable service for this reason.

The paint distributor maintains his own corps of salesmen over the territory within reasonable distance of his home office. Sometimes these territories are large and sometimes they are small, depending upon the geographical position. These salesmen are out in their automobiles, also using interurban and steam railways for transportation. They are grinding every day in their respective territories with a view of keeping the wheels of our industry moving. Many of these salesmen spend many hours every day in their travels, particularly in the section of our country which is not as well settled as possibly the states of Indiana, Ohio and New York.

Manufacturers who are represented by distributors are therefore in position to have their products placed before the dealer once or twice every month in the year. This thought is worth serious consideration because it shows clearly to what extent the distributors function

We will not take up your valuable time in going into details of stocks and values thereof because you will hear about this from other committees.

Miscellaneous Oils

F. W. Robinson, Chairman

Exceptionally large importations and consumption reflect the good business which has been enjoyed during the first half of the present year.

China Wood Oil.—Prices have shown a considerable decline over the year as sales in this country during the past few months have been made on a lower basis than replacement values in China. The work of the American Tung Oil Corporation in raising trees for producing this oil in the United States seems to be progressing very successfully and important results are expected as time goes on.

Soya Bean Oil.—There have been no severe fluctuations in price during the year. The range, 10½c. to 11½c., f.o.b. Pacific Coast. There is a steady increase in the use of refined Soya Bean Oil and probably 35 to 40 percent of the consumption is in this form.

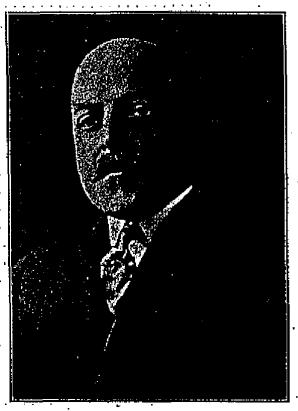
Perilla Oil.—Price fluctuations, 12c. to 14c. per pound, tank cars, f.o.b. Pacific Coast. The demand has been for oil of high quality and much of the importations arriving from Oriental countries is refined in this country before reaching the consumers. The experiments of the American Tung Oil Corporation and others looking to the production of this oil in the United States have been disappointing and the outlook is not favorable.

Menhaden Fish Oil.—Light pressed oil very scarce during the early part of the year. Selling in January at 68c. and in February at 74c., tank cars, seller's refinery. Later prices moving between 62c. and 66c. There was no considerable carry-over from the 1924 season and production of this oil has diminished considerably during the past two or three years. The discrepancy has apparently been made up in part by an increase in the imports of whale oil. A good demand from paint manufacturers for blown fish oil is reported.

Poppy Seed Oil and Sunflower Seed Oil.—There are apparently small amounts of these oils imported, but government reports show importations of larger amounts of both poppy and sunflower seed, which no doubt eventually go into consumption in the form of oil.

President Peters:—That is an informative report, containing much excellent statistical information, approved by your board. What is your pleasure?

(It was voted, upon motion of Mr. Cheesman, regularly seconded, that the report be accepted).



F. W. Robinson
Chairman
Committee on Miscellaneous Oils

The full report of the committee was as follows:—

Report of Committee on Miscellaneous Oils

The quantities of the materials covered by this report, imported and consumed the first half of the present year, have been exceptionally large reflecting the good business which has been enjoyed. Otherwise, there have been no unusual developments during the past year.

CHINA WOOD OIL

Imports and consumption shown by government statistics have been as follows:

	1923	1924	1925 (6 mos.)
Imports	87,291,675#	81,587,854#	50,720,021#
Consumption	72,333,664#	70,529,915#	43,962,890#

Stocks on hand as shown by the government reports hold closely to three months' requirements.

Regarding the market situation, prices have shown a considerable decline over the past year, sales in this country during the past few months being on a lower basis than replacement values in China. Prices have dropped during this year from 13½¢ per lb., to 11¢ per lb., tank cars, F. O. B. Pacific Coast. The comparatively low price of the oil during recent months has no doubt stimulated its use for unusual purposes in place of other materials. The old crop has now been very largely sold and, as no data on the size of the new crop is yet available, no definite predictions regarding future prices are being made. However, no considerable change is expected in the near future.

The work of the American Tung Oil Corporation in raising trees for producing this oil in the United States seems to be going ahead very successfully and important results are expected as time goes on.

SOYA BEAN OIL

Imports and consumption shown by government statistics have been as follows:

	1923	1924	1925 (6 mos.)
Imports	41,679,110#	9,125,158#	16,374,316#
Consumption	26,103,402#	16,631,606#	8,825,218#

It appears from the government figures that an amount equal to about 15% of the imports is produced in this country.

There is a steady increase in the use of refined Soya Bean Oil and probably 35% to 40% of the consumption is in this form.

There have been no severe fluctuations in price during the year. The high and low point basis, sellers tank cars, F. O. B. Pacific Coast was 10½¢ and 11½¢ for F. A. Q. Oil.

PERILLA OILS

Imports and consumption shown by government statistics have been as follows:

	1923	1924	1925 (6 mos.)
Imports	6,440,749#	3,015,738#	5,465,135#
Consumption		No figures available.	

The demand has been for oil of high quality and much of the imports arriving from Oriental producers is refined in this country before reaching the consumers.

Price fluctuations in tank cars F. O. B. Pacific Coast have been from 12¢ to 14¢ per lb.

Experiments of the American Tung Oil Corporation and others looking to the production of this oil in the United States have been disappointing and the outlook is not favorable.

MENHADEN FISH OIL

Production and consumption shown by government statistics have been as follows:

	1923	1924	1925 (6 mos.)
Production	55,960,238#	29,429,280#	1,437,580#
Consumption	55,373,236#	34,288,576#	22,509,175#

Production of this oil has diminished considerably during the past two or three years. The discrepancy apparently being made up in part by an increase in the imports of Whale Oil.

There was no considerable carry over from the 1924 season. Light Pressed Oil was very scarce during the early part of this year, selling in January at 68¢ and in February at 74¢ F. O. B. tank car, Seller's Refinery.

Fishing was disappointing at the commencement of the present season but at the time of this report the production of Oil will show better than 1924.

Prices have moved between 62¢ and 66¢ per gallon, F. O. B. tank cars, Seller's Refinery.

There has been a good demand for Blown Fish Oil from paint manufacturers.

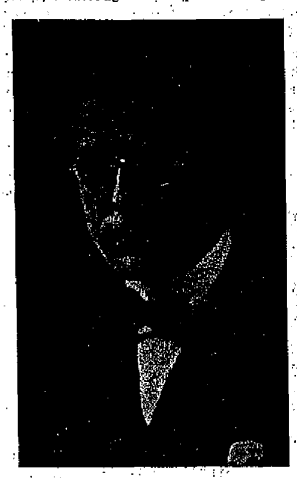
POPPY SEED OIL AND SUNFLOWER SEED OIL

There are apparently small amounts of these oils imported but government reports show importations of larger amounts of Poppy Seed and Sunflower Seed. These, no doubt, eventually go into consumption in the form of oil.

Simplification

Ludington Patton, Chairman

At the 1924 annual meetings of the National Paint, Oil and Varnish Association Inc.; Paint Manufacturers' Association of the United States, and National Varnish Manufacturers' Association, the recommendations of the simplification committee were approved and a continuance of the joint committee was instructed to study the subject in detail and to make futher recommendations from time to time. May 27, 1925, the Department of Commerce arranged for a joint meeting in Washington, which was attended by paint and varnish manufacturers and by representatives of paint distributors, master painters, National Retail Hardware Association, and the Simplified Practice Division of the Department of Commerce. At this meeting the simplification program as put into effect September 1, 1924, was thoroughly discussed and the schedule with which you are familiar was then unanimously adopted as a recognized practice of the industry.



Ludington Patton
Chairman
Committee on Simplification

This meeting resulted in recommendations of further simplification, and the meeting's recommendations were then sent in the form of a questionnaire to all paint and varnish manufacturers. Some of the committee's recommendations were approved and others were not. The questions which were approved by 80 percent of the volume of paint and varnish manufacturers were as follows:—

1. Maximum number of colors in the house paint line shall not exceed 23.
2. Pint cans shall be eliminated from interior floor paints and floor enamels, exterior porch floor paints.
3. Half-gallon cans shall be eliminated from auto enamels, wagon and carriage paints and enamels, oil stains, spirit stains.

In view of the action of the Washington committee, approved by 80 percent of the volume of paint and varnish manufacturers, it is recommended by your joint simplification committee that the following resolution be adopted:—

Whereas, the paint and varnish industry, having adopted a certain program of simplification which went into effect on September 1, 1924; and

Whereas, experience in operation under this simplification program has proved to be beneficial to manufacturers, distributors, dealers and consumers; and

Whereas, at a meeting held in Washington at the Department of Commerce May 27, comprising representatives of the paint and varnish manufacturers' associations, National Paint Distributors Association, International Association of Master House Painters and Decorators, National Retail Hardware Association, and the Department of Commerce, it was recommended that further simplification in the paint and varnish industry be put into effect; and

Whereas, a questionnaire was sent to all paint and varnish manufacturers, the result of which shows that 80 percent of the volume of paint and varnish manufactured favors further simplification; therefore, be it

Resolved: That, effective July 1, 1926, further simplification shall be adopted, as follows:

1. Maximum number of colors in the house paint line shall not exceed 28.
2. Pint cans shall be eliminated from interior floor paints and floor enamels, exterior porch floor paints.
3. Half-gallon cans shall be eliminated from auto enamels, wagon and carriage paints and enamels, oil stains, spirit stains.

President Peters:—For your information, this simplification committee is a joint committee of our three associations—the National Association of Varnish Manufacturers, the Paint Manufacturers' Association of the United States and this association. I think I am correct, Mr. Felton, am I not, in stating that this resolution has been favorably acted upon by the two manufacturing associations this week?

Mr. Felton:—Yes sir.

President Peters:—Your board of directors approvide that resolution and referred it to the convention. What is your pleasure?

Mr. DuCommun:—Have the copies that have gone out to the members been changed?

President Peters:—I think not yet. There is one typographical error here that had to do with floor enamels. Is that what you mean?

Mr. DuCommun:—The first impression was that it would eliminate enamels also.

President Peters:—Item 2 reads "Paint cans shall be eliminated from Interior Floor Paints and Floor Enamels."

Secretary Horgan:—The press committee will edit that, Mr. DuCommun, before it goes out.

Mr. DuCommun:—Mr. Wessels just

stated that it eliminated enamels in half gallons. That wasn't my understanding. I understood it just referred to floor enamels.

Mr. Felton:—That is what I understood.

President Peters:—Are you talking about item 3 or item 2?

Mr. Caspar:—Is item 2 all right? That is, as printed here in the report.

President Peters:—It should be "interior floor paints and floor enamels."

Mr. Caspar:—No change in No. 3 as printed?

Mr. Wessels:—The second line reads, "Wagon and carriage paints and enamels."

President Peters:—Is that all right?

Mr. DuCommun:—Yes.

(It was voted, upon motion made by Mr. Morton, seconded by Mr. DuCommun, that the report be accepted as read).

The full report of the committee was as follows:—

Report of Committee on Simplification

At the last annual meeting of the above named Associations the recommendations of your Committee were approved and a continuance of the Joint Committee on Simplification was instructed to study the subject in detail, making further recommendations from time to time.

During the spring, the Department of Commerce, Division of Simplified Practice, arranged for a Joint Meeting in the office of the Department of Commerce on May 27th. This meeting was attended by Paint and Varnish Manufacturers, representatives of the National Paint Distributors, International Association of Master House Painters and Decorators, National Retail Hardware Association, and the Department of Commerce.

The Simplification Program adopted by the Associations of manufacturers, distributors, dealers and consumers, as put into effect on September 1, 1924, was thoroughly discussed, item by item, as follows:

1. No two pound or three pound cans to be included in any line.
2. No sizes less than gallons to be included in barn and roof paint and shingle stain.
3. No oblong or square varnish cans to be used in sizes smaller than one-half gallon, for any product, excepting carriage and automobile clear varnishes, varnish remover, bronzing liquid, Japan and liquid driers, penetrating stains and spirit stains.
4. No shades or tints to be produced, by any one concern, in excess of the following maximum numbers:

Interior floor paints and floor enamels	10
House Paints	32
Flat Wall Paints	20
Enamels	14
Porch Paints	8
Roof and Barn Paints	4
Shingle Stains	14
Auto and Carriage Paints or Enamels	10
Oil Stains	10
Varnish Stains	8
Spirit Stains	14
(All the foregoing exclusive of black and white)	
Oil Colors	32
(Including black but counting the several shades of a single color as one color)	
Architectural and Marine Varnishes, int. and ext.	10
Other Varnishes	28
(Including all not specified above, such as Japan driers, Asphaltum, etc.)	

This schedule was then unanimously adopted as a recognized practice of the industry.

Considering the above schedule as the standard practice in the Paint and Varnish Industry, further recommendations were made as follows:

The proposal of the National Retail Hardware Association to establish the maximum number of house paint colors at 24 instead of 32 was given consideration. After discussion it was decided to submit to all manufacturers for serious consideration the proposal that the number of shades of exterior house paint be reduced to a maximum of 28.

Reduction in the number of sizes of packages was then considered and on motion it was recommended that pints be eliminated from exterior house paints.

The same recommendation was made for the elimination of pints from interior floor paints and enamels, and from porch floor paints.

It was also unanimously recommended that quarts and half-gallons be added to the schedule for roof and barn paints.

It was also unanimously recommended that the one-half gallon package be eliminated in auto enamels, wagon and carriage paints and enamels, in oil stains and in spirit stains.

The National Paint Distributors Association again urged the listing of all specialty enamels under a single heading, with labels indicating their various uses: and the meeting unanimously adopted a recommendation that wherever possible different lines of enamels be combined into one.

A questionnaire was then sent to all Paint and Varnish Manufacturers, the result of which (considering all four questions and the replies received on each question) is as follows:

"Favorable adoption on questions one, three and four by the majority of the manufacturers leaves only the question of time that new regulations will be effective."

As a result of the answers to this questionnaire received from the manufacturers, to which more than 80% of the volume of Paint and Varnish manufactured has responded, it is now recommended by your Joint Simplification Committeee that the three Associations,—The National Paint, Oil and Varnish Association, Inc., the Paint Manufacturers' Association of the United States, and the National Varnish Manufacturers' Association, at their Conventions in October, jointly or severally, adopt the following resolution:

WHEREAS, the Paint and Varnish Industry, having adopted a certain Program of Simplification which went into effect on September 1, 1924,—and

WHEREAS, experience in operation under this Simplification Program has proved to be beneficial to manufacturers, distributors, dealers, and consumers,—and

WHEREAS, at a meeting held in Washington at the Department of Commerce on May 27th, comprising representatives of the Paint and Varnish Manufacturers' Associations, National Paint Distributors' Association, International Association of Master House Painters and Decorators, National Retail Hardware Association, and the Department of Commerce, it was recommended that further simplification in the Paint and Varnish Industry be put into effect,— and

WHEREAS, a questionnaire was sent to all Paint and Varnish Manufacturers, the result of which shows that 80% of the volume of Paint and Varnish manufactured favors further simplification,—

Therefore, be it

RESOLVED, that, effective July 1, 1926, further simplification shall be adopted, as follows:

1. Maximum number of colors in the house paint line shall not exceed 28.
2. Pint cans shall be eliminated from
   Interior Floor Paints,
   Enamels,
   Exterior Porch Floor Paints.
3. Half-gallon cans shall be eliminated from
   Auto Enamels,
   Wagon and Carriage Paints and Enamels,
   Oil Stains,
   Spirit Stains.

A conference was held in Washington, January 14th, under the auspices of the Division of Simplified Practice, Department of Commerce, at which was unanimously endorsed a standard invoice form designated as National Standard Purchase Forms.

Our Associations have been asked by the National Association of Purchasing Agents, Inc., to recommend the use of these Standard Invoice Forms by our members. (Form attached).

Your Committee recommends such endorsement by our Associations.

RECAPITULATION of answers to questionnaire of the Paint Manufacturers' Association of the United States on recommendations of the Joint Simplification Committee for reduction in number of colors manufactured elimination of certain sized packages of Paints and Enamels.

Question 1. Reduce the number of shades in our house paints to 28, exclusive of black and white.

Answer: 86% of the answers favor reduction to 28 shades. Of the 14% casting a negative vote, only two have wide distribution, the balance being small manufacturers doing local business. The vote of manufacturers favors restricting the number of colors to 28.

Question 2. Eliminate the pint package from our line or lines of exterior house paints.

Answer: 76% favor elimination of the pint package, and 24% cast a negative vote. Analysis of the 24% shows that all but one manufacturer with national distribution favor retention of the pint can. This proposal for elimination was defeated.

Question 3. Eliminate the pint package from our line or lines of interior floor paints and enamels, and from our line or lines of porch floor paints.

Answer: 25% of those voting indicated that the question was not applicable to them. Of the balance, 70% favor the elimination of the pint package. As the 30% casting negative vote represent the smaller manufacturers there is no question but what 80% of the manufacturing capacity favor the elimination. The vote favors the elimination of the pint package.

Question 4. Eliminate the half-gallon package from our line or lines of auto enamels, wagon and carriage paints and enamels, oil stands and spirit stains.

Answer: 80% of those voting favor elimination. Some manufacturers favor elimination of package from one line and vote for retaining the half-gallon in other lines. An analysis of the manufacturers voting for elimination clearly indicates that those voting favorably represent more than 80% of the manufacturing capacity of the country.

REVISED SIMPLIFICATION PROGRAM

JOINT SIMPLIFICATION COMMITTEE

Paint and Varnish Industry

Effective July 1, 1926.

1. Two pound or three pound cans not sold in any line.
2. No sizes less than quarter-gallon cans to be sold in Barn and Roof Paint, and no sizes less than gallon cans in Shingle Stain.
3. Half-gallon cans shall be eliminated from Auto Enamels, Wagon and Carriage Paints and Enamels, Oil Stains, and Spirit Stains.
4. Pint cans shall be eliminated from Interior Floor Paints, Floor Enamels, and Exterior Porch Floor Paints.
5. No oblong or square varnish cans to be used in sizes smaller than one-half gallon for any product, excepting Carriage and Automobile Clear Varnishes, Varnish Remover, Bronzing Liquid, Japan and Liquid Driers, Penetrating Stains, and Spirit Stains.
6. No shades or tints to be produced by any one concern in excess of the following maximum numbers:

Interior Floor Paints and Floor Enamels	10
House Paints	28
Flat Wall Paints	20
Enamels	14
Porch Paints	8
Roof and Barn Paints	4
Shingle Stains	14
Auto and Carriage Paints or Enamels	10
Oil Stains	10
Varnish Stains	8

Spirit Stains 14
(All the foregoing exclusive of black and white)
Oil Colors 32
(Including black but counting the several shades of a single color as one color)
Architectural and Marine Varnishes, interior and exterior 10
Other Varnishes 23
(Including all not specifieed above, such as Japan Driers, Asphaltum, etc.)

THE NATIONAL STANDARD INVOICE, PURCHASE ORDER AND INQUIRY FORMS

Facsimile of National Standard Invoice Form

National Association of Purchasing Agents
Woolworth Building, New York

Customers: Ord. No. & Date | Invoice Date | Column reserved for use of customer.
Requisition No. | Invoice No. | P. A. Invoice No.
Contract No. | Shipper's Order No. | Voucher No.
Shipped To
Destination

Terms

CHECKED: With order; F. O. B. point; Price; Calculations; Transportation; Trans. Chgd. Back

Date Shipped | From | F. O. B.
Car No. and Int.
How Shipped and Route

DESCRIPTION	QUANTITY (Show Unit)	PRICE Per Unit	AMOUNT

The National Standard Invoice Form should be on a sheet 8½ inches wide and either 7, 11 or 14 inches long. A tolerance of ⅛ inch in either dimension is contemplated. Invoices longer than 7 inches should have dots or short rules printed on sides 7 inches from top to indicate point of fold.

Head may be moved down if more space is required for shipper's name, address, etc. Line spacing may be suited to machine or hand writing maintaining same relative position.

The name of the National Association of Purchasing Agents is intended to be replaced by that of the vendor.

Above Materials received....192..and found....satisfactory (Signed).....(Title).....
Charge Account | Approved | Approved

National Standard Purchase Order and Inquiry Form

Zone 2
For Name, Address, etc. of Buyer

Zone 1
For all necessary instructions of buyer and seller, in upper right hand corner, convenient for reference in loose file or binder.
(Includes order numbers, etc.)

Zone 3
For Name and address of seller to whom Purchase Order is to be mailed

Zone 4
For shipping instructions

Zone 5
For general condition of purchase

Zone 6
For listing materials ordered

Standard Zone System for Purchase Order and Inquiry Forms

The Zone System will to all intents and purposes serve as a Standard Purchase Order or Inquiry Form, in that each item of information will always be found in a definite place. Relative sizes of Zones may be varied to suit needs of user.

The upper part of Zones 1 and 2 may contain information not necessary for the seller but of value as a record for the buyer, and may be detachable by perforation on the original Copy.

Orders and inquiries should be on sheets 8½ inches wide, and either 7, 11 or 14 inches long.

This standard was adopted at a National Conference at the Division of Simplified Practice, Department of Commerce, Washington, D. C., January 14, 1925.

Zone 7 | Signature of Buyer

Standard Invoice Forms

At a conference held in Washington under the auspices of the Division of Simplified Practice, Department of Commerce, the "Standard Invoice Forms" presented by the National Association of Purchasing Agents, Inc., which have been in use in diversified lines for the past six years, was recommended for adoption. By having a standard invoice form which is practical and adopted to commerce in every particular it brings about a natural simplification and avoidance of the many varieties of invoices now in use, and it was recommended by your joint simplification committee that the National Paint, Oil and Varnish Association, Inc., adopt the following resolution:

D. B. Faloon
Chairman
Committee on Tariff

Whereas, the National Association of Purchasing Agents Inc., has adopted and has had in use in varied industries a "Standard Invoice Form," be it

Resolved: That this association approve the use of this standard invoice form as recommended by the National Association of Purchasing Agents, Inc., for use by members of this association.

Mr. Caspar:—Do you mean that the association endorse it?

President Peters:—Will you read that again, Mr. Wessels?

(The resolution was again read).

President Peters:—Your board voted favorably upon that resolution and referred it to the convention. What is your pleasure?

Mr. Chatfield:—I move its adoption.

(The motion was seconded).

Mr. Cheesman:—I think there might be incorporated in the last line, "for use by members of this association" instead of "by this association."

President Peters:—That is undoubtedly what was meant and would clarify the resolution. I am sure the simplification committee would be glad to accept that. Does the mover accept that?

Mr. Chatfield:—I accept that alteration and suggestion.

Tariff

D. B. Faloon, Chairman

Your tariff committee report indicates very active foreign trade with Europe during the latter part of 1924, but at a decreasing rate during the present year caused probably by the operation of the Dawes plan as well as to successfully floated foreign bond issues. International credits and financing seem to have been the principal factors affecting our foreign trade, while tariff barriers were of secondary importance. The increased balance of trade for the past year has been due in part to an increase in exports and in part to diminishing imports. With the rehabilitation of European industries and the natural search for markets, it is predicted that our industries will feel severe competition though with general prosperity prevalent the people of this country will consume more of both home and foreign production. Students of this subject believe that in the long run we shall have to accept more goods from abroad to balance international credits.

The tariff making by commission has not proven satisfactory. The Tariff Board of 1909 was not a success and the present Tariff Commission has also been a keen disappointment. The committee state that there have been 247 applications for changes in rates under the provisions of the present act. The commission has ordered fifty investigations and during the three years the Fordney-McCumber act has been operating only six proclamations have been made. The linseed oil investigation instigated April 16, 1923, is in a dormant state. Dissatisfaction over rates under the operation of the present tariff will probably grow in strength in proportion to the severity of foreign competition. There are no issues of major importance that warrant early action and your committee has no recommendations to make.

President Peters:—Your board approved this informative report and referred it to the convention. What is your pleasure?

(It was voted, upon motion made by Mr. Cheesman, regularly seconded, that the report be adopted).

The full report of the committee was as follows:—

Report of Committee on Tariff

Foreign trade with Europe became very active during the latter part of 1924, but has continued at a decreasing rate during the present year. This activity was probably due to the operation of the Dawes Plan, as well as to successfully floated foreign bond issues. International credits and financing seem to have been the factors motivating our foreign trade. Tariff barriers have been of secondary importance.

The statistics of our foreign trade during the past three and one-half years are as follows:

	IMPORTS	EXPORTS
Twelve months ending December, 1922...	3,112,548,772	3,831,932,193
" " " December, 1923...	3,792,169,868	4,138,121,325
" " " December, 1924...	3,611,544,033	4,555,507,346
Seven months ending July, 1923.....	2,375,253,318	2,248,675,214
" " " July, 1924.....	2,128,084,726	2,367,720,131
" " " July, 1925.....	2,392,673,955	2,653,554,599
Average monthly favorable trade balance - - 1922		59,948,609
" " " " " - - 1923		28,829,371
" " " " " - - 1924		78,663,609
" " " " " (7 months) 1925		37,982,949

(See cut next page)

The increased balance of trade for the past year has been due in part to an increase in exports and in part to diminishing imports. The former is largely the result of higher prices for agricultural products. The falling off of imports has been largely in raw materials for use in manufacturing. In some respects Europe has not yet become so self-sustaining as she was before the war. With the rehabilitation of her industries and the inevitable search for markets it is commonly predicted that our industries will feel severe competition from that quarter, but with general prosperity prevalent the people of this country will consume more of both home and foreign production. All who have studied the matter recognize that in the long run we shall have to accept more goods from abroad to balance international credits.

Our present tariff schedule has been receiving attacks from adherents for both high and low rates. The New Bedford Cotton Mills seek greater protection; the New England woolen industry hopes for higher rates, while the agricultural West strongly demands lower rates on manufactured products. The chief difficulty seems to be with the flexibility provision and the unsatisfactory working of the Tariff Commission.

The Tariff Commission

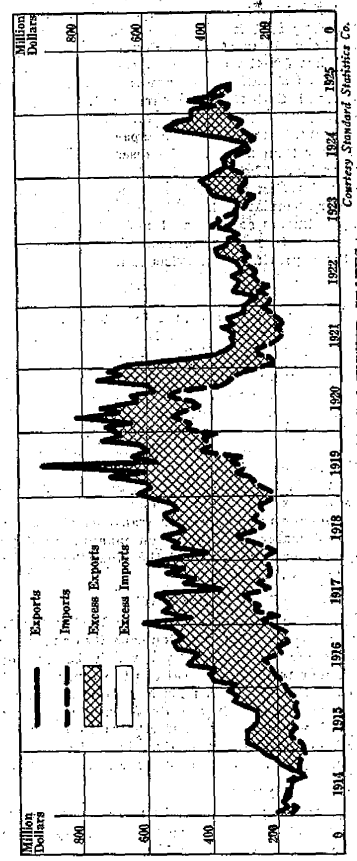
Tariff making by commission has proven to be a failure. The Tariff Board of 1909 was not a success, due largely to political factors, and the present bipartisan tariff commission has also been a keen disappointment. It functions solely as an advisory body and has no power to change rates. It has split three to three on almost every issue of the elastic provision of the Fordney-McCumber Act.

There have been two hundred and forty-seven applications for changes

in rates under the flexibility provisions of the present act. The Tariff Commission has ordered fifty investigations, and during the three years the Fordney-McCumber Act has been operative only six proclamations have been made. These were for increases in rates of Sodium Nitrite, Barium Dioxide, Diethyl Barbituric Acid, Potassium Chlorate, Oxalic Acid, and Wheat.

The linseed oil investigation, instigated April 16, 1923, is in a dormant state. It is reported that the Tariff Commission advised a reduction to 18 or 20 cents per gallon in formal report to the President. (Present rate equals 24.75 cents per gallon.) At the present time the matter is in the hands of the President, and he can accept or reject the advice of the Commission.

Dissatisfaction over rates under the operation of the present tariff will probably grow in strength in proportion to the severity of foreign competition. There are no issues of major importance that warrant our early action. Your Committee has no recommendations to make.



FOREIGN TRADES OF THE UNITED STATES
(Chart Showing the Foreign Trade with the United States from 1914 to July, 1925)

Transportation and Classification

William J. Pitt, Chairman

In the opinion of your summary committee this report should be very carefully studied by all of those at interest in transportation and classification. The reports as prepared indicate that a great deal of work has been accomplished by your committee and that they are in close and intelligent touch with the transportation and classification problems over the country at large. There are many sub-titles in the report and Mr. Pitt as chairman of the joint committee of the three associations together with the several gentlemen on the three transportation and classification committees, have in the opinion of your summary committee rendered a very valuable service to the association in the thorough manner in which they have handled the subject.

One important classification item your committee reports with pleasure is the accepted views of your committee by the freight classification committee making a provision in revised rule 40, shortly to be published, that iron or steel containers of capacity of five gallons or over, with or without bails, not thinner than 26-gauge metal, will be considered a drum and subject to the lower rating provided for barrels. This will provide a great saving to our Industry especially on the small five-gallon metal containers all of which would have been advanced to the rating on pails but for the determined opposition of your committee. Your shipping departments should be particularly cautioned not to describe these five-gallon capacity or more containers, with or without bails, not thinner than 26-gauge, as pails or kits, as such description in bill-of-lading will carry a higher rating. The committee also suggests that your purchasing departments be informed so that they will not fall in ordering these small drums to specify that they must conform to the I. C. C. specifications as well as to those provided in revised rule 40 of the Consolidated Freight Classification.

President Peters:—This committee is

W. J. Pitt
Chairman
Committee on Transportation

also a joint committee of the three associations. Mr. Pitt is the chairman. It is a splendid report. The committee has done an enormous amount of work and recommends that you carefully read and study this report at your leisure, to get an appreciation of what that committee is doing for the industry.

The committee in their report, for your information, recommends an appropriation of $500 by this association to carry on the expenses of their committee. This report was approved by the manufacturers association, I think, and carried there a similar recommendation as to the appropriation. Each one of the associations appropriated $500 toward this work. The action of your board was favorable and referred it to the convention. What is your pleasure?

Mr. Caspar:—Move its adoption.

(The motion was seconded and carried).

President Peters:—Is Mr. Pitt in the room? Mr. Pitt is the general chairman of that committee. Is there something you would like to say Mr. Pitt?

W. J. Pitt:—The report is so complete in all details I don't think there is anything I can add to it.

The full report of the committee was as follows:—

Report of Committee on Transportation and Classification

The Committee hereby respectfully submits its report for the year 1924-25.

The past year has been marked throughout by unusual activity in transportation affairs of major importance. Service has been normal; there have been no interruptions and the carriers' equipment has been adequate for the unprecedented demands of trade and commerce, both import and domestic. The percent of unserviceable motive power is slightly less than last year. The percent of unserviceable cars is slightly higher, but the increase in car miles per car day offsets this deficit, while the net tons per loaded car was the same as last year, and the traffic density, that is, the net ton miles per mile of road, substantially increased. This summer and fall the railroads of the country handled more revenue loaded freight cars than ever before in their history. The total loaded January 1st to August 1st amounted to 29,228,525 cars or 1,572,851 over the same period of last year. There was a marked increase in the loading of manufactures and miscellaneous carload freight and in less-than-carload freight.

The financial condition of the carriers has also greatly improved over last year except in the Northwest and Central Western Regions, where conditions are extremely bad, the return on the book investment being only 2.48% and 3.42% respectively, whereas in the Eastern District it was 5.1% and in the Southern District 5.55% for the six months ending June 30, 1925. The rate of return prescribed by the Interstate Commerce Commission on the tentative valuation suggested by them is 5¾% for the several traffic groups. The rate of return of many carriers, particularly those in the Western regions, is far short of that figure, in fact no group of carriers has thus far reached the prescribed rate. Below we give a brief summary for the United States and the several traffic districts for the first six months ending June 30, 1925, versus the same period for 1924, by millions:

		United States	Eastern District	Western District	Southern District
Railway Operating	1924	2,872	1,333	1,033	394
Revenue	1925	2,895	1,339	1,031	405
Railway Operating	1924	2,274	1,059	829	302
Expense	1925	2,239	1,039	814	301
Net Railway Operating	1924	392	180	122	68
Income	1925	438	203	130	75
% Ratio of Expense to	1924	79.18	79.44	80.29	76.54
Revenue	1925	77.33	77.57	78.98	74.25

Your Committee earnestly recommends continued cooperation with the Shippers Regional Advisory Boards throughout the country in the matter of car service—conservation of equipment—prompt loading and unloading—and heavy loading—wherever possible. These organizations, composed of shippers and carriers' representatives, are doing excellent work towards promoting efficient and economical operation and deserve the support of all shippers.

We are glad to report that the 68th Congress adjourned without passing any law affecting the transportation system. However, the Hoch-Smith Joint Resolution, directing the Interstate Commerce Commission to investigate the rate structures throughout the country, has caused much concern to the shipping public. It gives the Commission no more authority than they already possessed and the concensus of opinion among shippers is that it tended to interfere with the orderly work of the Commission. It was enacted primarily in the interest of the agricultural element of our population. The feeling among the shippers is that it should be repealed. In view of the serious plight of the Northwestern railroads the Commission has instituted proceedings on its own motion to investigate the rate structures in that section of the country and combine with it the inquiry they construed to be intended by the Hoch-Smith Resolution under Docket 17,000—Western Rate Structure Investigation—and I. C. C. Ex-Parte 87—Revenues in the Western Districts—hearings on which began in Chicago September 8, 1925.

There were many subjects of importance to the Industry demanding the attention of your Committee during the year which would require considerable space to mention. We will, therefore, confine our report to the more important matters affecting all or a large portion of our membership.

RATE ADJUSTMENTS

Interchangeable Mileage Ticket Investigation

The Commission after much investigation and litigation reversed its previous decision and finally held that the reduction in existing passenger revenues through the adoption of the scrip-book plan was not justified and dismissed the proceedings.

I. C. C. 15879—Eastern Class Rate Investigation

This very important investigation is now under way. The carriers' proposal means many millions of dollars increased freight charges on manufactured and semi-finished articles and on less-than-carload freight, in fact all freight classified fifth class or higher. The carriers' testimony is in; also that of the principal protestants against the high level of rates the carriers are asking be adopted. The proposal contemplates extensive increases within Trunk Line Territory and substitution of a uniform mileage scale applicable over all railroads instead of the present his-

torical adjustment. In order to sustain their Trunk Line rate basis they also proposed heavy increase in the rates between Trunk Line and New England on the one hand and Central Freight Territory on the other. It would naturally carry with it similar increases on traffic to or from points West of the Mississippi where the rates are simply a combination of the rates to and from the Mississippi River, Chicago, etc. They also proposed enormous increases in the rates between New England points and Trunk Line Territory in order to support the high level of rates proposed for application within Trunk Line Territory. Your Committee after full consideration decided to oppose the proposed high rates and several of its witnesses submitted testimony to the Commission on July 20th. Further hearings are to be held by the Commission and it will require a year or more for them to digest the voluminous record and formulate a decision, but your Committee has heretofore and will exert every effort to prevent these excessively high rates on articles classified fifth class and higher from being made effective whether or not the Commission elects to prescribe a uniform mileage scale for Trunk Line Territory.

I. C. C. 13494—Southern Class Rate Investigation

The Interstate Commerce Commission after nearly three and one-half years' investigation and hearings has announced its decision in this important case affecting the class rates within Southern Territory and between Southern Territory and points North of the Ohio and Potomac Rivers. The scales of rates prescribed are considerably less than those the carriers sought to establish. The system of rates devised by the Commission is a novel one. The opinion generally is that there will be no material increase in the gross revenues. The similarity of traffic, operating and financial conditions on lines operating in Southern Territory lends itself readily to the adoption of the mileage system of rates over all carriers as no other section of the country does, and while there was a sharp division among the shippers for and against such a system in that territory it is generally conceded that the plan announced by the Commission is on the whole satisfactory to the majority of shippers. The case is not definitely settled, however, as the Commission has asked the carriers to analyze the decision and advise if they are prepared to accept it before final order. It will require considerable time for the carriers to decide such a vital question.

Rates on Linseed, Chinawood, Fish and Vegetable Oils to Central Freight Territory—I. C. C. Investigation and Suspension Docket 2125

The Interstate Commerce Commission in Investigation and Suspension Docket 2125 decided this important case June 23, 1925, in our favor. They hold that "Rates proposed on vegetable oils, in carloads, between points in Trunk Line Territory and from points in Trunk Line Territory to destinations in Central Territory, found not justified. Suspended schedules ordered canceled."

The traffic committees of our three national associations have devoted a great deal of time and effort to prevent unreasonable and discriminatory rates being established by the carriers, having combatted every step in the proceedings since the beginning—two years ago. The proposal was to cancel the commodity rates on the oils customarily used in the Paint and Varnish Industry and apply the fifth class rates (representing increases as high as 48.5% to important manufacturing points in Central Freight Territory), while cocoanut, palm and other oils used by the soap industry were to be subject to the sixth class rates.

The present rates from New York and those proposed by the carriers and condemned by the Commission are as follows:

New York to	Present Rates	Proposed by Carriers
Chicago	38	56.5
Cincinnati	33	49
Cleveland	33	40
Detroit	33	44
Indianapolis	35.5	52.5
Louisville	38	56.5
St. Louis	44.5	66

The ramifications of this case were many; the scope and extent of the proceedings rather unusual, and the record voluminous, involving not only the Eastern Trunks Lines and Central Freight Lines directly, but the carriers operating from the Pacific ports and Gulf ports into Central Freight territory, who were to make radical increases if the Eastern Trunk Lines succeeded in thus increasing materially their rates from Atlantic Seaboard Territory into Central Freight Territory. The financial benefit to the Paint and Varnish Industry from this successful termination of the case is extensive, according to the testimony of our witnesses as to their individual losses under the carriers' proposal. The substance of the conclusion of the Commission is that:

> "We find that respondents have not justified the proposed rates as reasonable maxima, nor have they justified the proposal for a different basis of rates on the so-called paint oils and soap oils. . . ."

RATES TO SOUTHWESTERN POINTS

The Southwestern Lines have drafted a revised description of articles taking commodity rates from Central Freight Territory to Southwestern points, which is now before the Central Freight Territory Lines for their concurrence. Your Committee has urged that varnishes, all kinds, be included at the paint rates and understand the Southwestern Lines are favorable. The matter is being considered by the Central Freight Lines, and our traffic representatives in the latter territory have been asked to exert influence upon the carriers serving them to induce them to concur in the reduction. The Southwestern Lines have also been asked to include linseed oil in the paint description so the mixed carload rate will be applicable on the general list of articles.

CLASSIFICATION

REVISION OF RULE 40 OF CONSOLIDATED FREIGHT CLASSIFICATION—DEFINITIONS OF AND SPECIFICATIONS FOR IRON OR STEEL DRUMS, BARRELS, KITS, ETC.

The railroads in June, 1924, undertook to adopt certain definitions and specifications for those packages which have heretofore been subject to the drum or barrel ratings. Your Committee insisted that any straight-sided cylindrical iron or steel package, with or without bails, is a drum, has generally been so regarded since the advent of metal packages and, consequently, is entitled to the lower rating applicable to barrels. Tremendous increases in the freight rates would ensue from the carriers' proposed revision and your Committee vigorously protested. We are glad to report that the Freight Classification Committee has finally accepted the views of your Committee and have decided to provide in Revised Rule 40, shortly to be published, that iron or steel containers of capacity of 5-gallons or over, with or without bails, not thinner than 26-gauge metal, will be considered a drum and subject to the lower rating provided for barrels. It is estimated that the saving to our industry in preventing said increase is considerable, especially on the small 5-gallon metal containers, all of which would have been advanced to the rating on pails but for the determined opposition of your Committee. In the revised specifications the gauges of the metal are not changed. We recommend that this important matter be brought to the attention of the shipping departments of our manufacturers so that in no case will these containers of 5-gallon capacity or more, with or without bails, not thinner than 26-gauge, be described as pails or kits, which take a higher rating. The railroad rating clerk will surely not change it to the reduced rating if the shippers persist in calling them pails. We would further recommend that this be brought to the attention of the Purchasing Departments so they will not fail in ordering these small drums to specify that they must conform to the I. C. C. specifications as well as to those provided in Revised Rule 40 of the Consolidated Freight Classification.

CLASSIFICATION OF PAINT IN GLASS; AUTO TOP DRESSING IN GLASS; PAINT IN METAL CANS, BOXED, L. C. L.; VARNISH C. L. AND L. C. L.

At a recent meeting of your Committee it was decided to petition the Classification Committees for reduced rating on these articles. As to the ratings on varnish, it would be necessary to bring formal proceedings before the Interstate Commerce Commission. In the opinion of your Committee the institution of these proceedings should be deferred a short while to permit the agitation created by the Hoch-Smith Resolution to subside in the minds of the Commission, and that it would not only be unwise but would greatly prejudice our chances of success in view of the present tendency to favor lower transportation charges on agricultural products and material increases on manufactured products to offset the loss to carry out the spirit of the Hoch-Smith Resolution adopted by the 68th Congress.

BUREAU OF EXPLOSIVES

Your Committee is glad to report its success in having the I. C. C. specifications for iron or steel drums of 5-gallon capacity or more changed from 20-gauge to 24-gauge U. S. Standard, which became effective December 12, 1924. Under revised specifications the top, generally considered the weak point of the container, must still be of 20-gauge thickness. This change harmonizes with the drum specifications of the freight classification and will enable manufacturers to carry one line of drums for inflammables and non-inflammables instead of two as heretofore, and a limited supply of 20-gauge covers for inflammable articles.

EXPRESS

Some members report difficulties experienced in connection with packing regulations on friction top cans of the reinforced type. Your Committee has induced the American Railway Express Company to revise the rule in the Official Express Classification that soldering at three points is unnecessary on other than ordinary friction top cans; further, that where any type of friction top can of one quart or less capacity is used soldering will not be required at all, but the cover of the case should fit down closely to the top of the can.

CONSOLIDATION OF RAILWAYS

The Interstate Commerce Commission are still conducting hearings on the consolidation plan prepared by Professor Ripley, but nothing definite has developed except the growing belief that compulsory consolidation is fraught with such serious practical and legal obstacles as to render the plan highly questionable. However, it demands the strict attention of the shippers because of the important influence for good or evil upon their business and the transportation facilities now serving them.

Your Committee tenders its thanks to the officers and members for the cooperation given during the year, which has been more effective than in the past and indicates a realization on the part of our membership of the seriousness of transportation upon the affairs of the Industry.

Your Committee further recommends that the customary annual appropriation of $500.00 to defer the traveling, printing, postage and miscellaneous expenses of the Committee be made for the year 1925-1926.

Spray System of Paint and Varnish Application

Herbert W. Rice, Chairman

This is a very interesting report setting forth the advancement and development of the greater use of mechanical or spray painting machines. The information is valuable. In view of the fact that the convention was addressed at the Thursday morning session by Rex W. Wells on "Spray Painting" and the subject so thoroughly and interestingly covered, your summary committee have nothing further to add.

President Peters:—Mr. Pitt, we shall be glad to hear from you on this subject.

Mr. Pitt:—I think that there should be a greater realization on the part of the industry of the value of the spray-painting machine. When I undertook this work for the manufacturers about two years and a half ago, I made a study of it; I also investigated the sources of man power of our industry. I am convinced that this is an extremely serious problem for the industry.

When you consider the number of apprentices that we have in the trade, the decadence of the ranks of the journeymen, the new immigration law and the fact that the man power in the modern industries—motor vehicle industry, textile industry, tire industry, electrical supply industry—running from 80 to 110

percent increase, I wonder where we are going to get the boys to make our future painters.

I am reliably informed by a number of compatent parties that less than a third of our journeymen painters today have had apprentice training. When we consider that we have only six and a half apprentices to a thousand journeymen, and that 41 percent of our journeymen are above forty-five years of age, it seems to me that the industry should give very careful attention to the development of mechanical or spray-painting equipment.

We are doing a good work through the Spray-Painting and Finishing Equipment Manufacturers Association which we have been instrumental in organizing. I know that they are exerting themselves to the utmost degree and sparing no expense or effort in order to promote this great labor-saving device which I think is indispensable to the future welfare of this industry.

Looking at it from all angles, as perhaps some of you gentlemen have not had the opportunity to do, I think it is worthy of the most serious consideration of every member of the paint and varnish industry.

President Peters:—Thank you very much, Mr. Pitt.

The board approved this report of the spray committee. What is your pleasure?

C. H. Dabelstein:—If I may say for the master painters, we have taken this spray painting apparatus seriously into consideration. The objection is not from the master painters association.

With reference to the apprentice:—What Mr. Pitt says is so. We are working tooth and nail at that. We hope in another year instead of 6 to 1,000 it will be 12 and it will keep on growing. We are working very hard to increase the man power with the assistance we get from the National Paint, Oil and Varnish Association.

President Peters:—Thank you, Mr. Dabelstein. We are always glad to hear from you and your association in our meetings.

The approval of the report of the spray committee has been moved. Is it seconded?

(The motion to approve the report of the spray committee was seconded and carried.)

H. W. Rice
Chairman
Committee on Spray Painting

The full report of the committee was as follows:—

Report of Committee on Spray Painting

The past year has witnessed further gratifying advancement in the development of the greater use of mechanical or spray painting machines. More extensive advertising and sales promotion work has been done by equipment manufacturers generally than ever before. Your Committee, in its peculiar province, has been able to observe the daily events in this field and are confident of the steady progress thus far made; further, we predict with equal confidence the growing success of this modern labor saving device which promises immeasurable benefits for our industry and the public through the greater use of Paint and Varnish economically and efficiently applied.

The outstanding development in the painting equipment field during the past year was the continued increase in the use of lacquer in automobile finishing and refinishing, and this widening distribution of the equipment all over the country is bound to arouse interest in spray painting on the part of the public in general.

A gratifying increase in the use of the machine by the painting contractor has been shown notwithstanding the opposition of organized journeymen. General house painting with the machine in localities where union influence is not sufficiently strong to prevent it is developing steadily. Such a volume of this class of work has been done and for a sufficient time to demonstrate the desirability of the sprayed coating and the profit making possibilities of house painting by this method. Two men with a spray painting machine can apply one coat on two ordinary six room houses in a day while two to four men are doing the trim. This is being done right along in a commercial way; the result is the employment of practically the same number of brush painters as before as lower prices and aggressive salesmanship create more work.

One manufacturer reports sales to master painters during the past year were three times those of the preceding year.

The development of machine painting in the sphere of the contracting painter cannot be considered intelligently without knowledge of its greater use in general work upon which he has heretofore drawn, that is the maintenance field—factories, hospitals, schools, theaters, large garages, hotels, apartment houses, railroad stations, terminals, etc., public utilities, highways, and similar jobs. While reports from equipment manufacturers cite numerous large contracts of this kind which were done by contracting painters using the spray machine, the sales of machines to plants and institutions has shown a very substantial increase. It may be that this growing market will have such a competitive influence upon the business of those master painters who have shown a reluctance to adopting the spray machine, either from a spirit of indifference or fear of the effect upon their labor, as to compel its adoption, else sustain the loss of profitable jobs which will be done directly by the large property owner, or by the more economical competitor using spray painting equipment.

Another manufacturer reports plant maintenance painting has been the most rapid development during the past year, and that the large industries are fast turning to the painting machines and organizing their own painting departments; the same is true to a less degree as to hospitals. He reports sales to twenty nationally prominent universities of complete equipments; and as illustrations, the painting of the largest storage garage in the world, located at St. Louis; of the painting of the Steamship Leviathan this Spring, and the rooms and halls of large office buildings and hotels.

The interest of the master painter has been slowly developing but has been more pronounced the past year than ever before. In the language of one prominent manufacturer, three years ago they laughed at the idea of their using painting machines but today are seriously looking into its merits, and that it is now a frequent topic for discussion at their meetings. The feeling is growing among contracting painters that the machine is a definite part of a master painters equipment and that as soon as the Union's attitude changes a little bit further they expect to see it generally adopted.

Experimental work and actual jobs done indicate a great future in the line of interior decorating for the spraying process. In the handling of plastic materials, obtaining of textures, blends, spatter finishes, etc., the old established effects and many new ones are obtained with quite a saving of time and labor costs.

The use of spray painting machines on rural property offers a wide market but, in the opinion of equipment manufacturers, difficulties in the nature of economical distribution of the equipment has prevented the more rapid development in this field. These difficulties are well known, however, and will, they believe, be overcome since considerable thought is being given to this phase.

While splendid progress has been made toward the greater use of spray painting equipment in all lines where it is recognized at this stage to be a thoroughly practicable, efficient, labor saving and profitable method, its development has been and is continually confronted with difficulties which must be vigilantly looked after. Organized labor, it is believed, is opposed to the use of the equipment, and this has been demonstrated by public statements issuing from certain sections known to be highly organized, condemning spray painting. For instance, at Cleveland, Ohio, the situation became so acute, the Chamber of Commerce on April 10, 1925, addressed an open letter to the City Manager reciting four flagrant cases of vandalism occurring in two weeks against property that had been or was being spray painted. These acts of vandalism, the complaint stated, were a continuance of similar lawless incidents occurring during the previous eight months indicating, in the opinion of complainants, that they were a part of an established policy of violence and intimidation in that city, other recent cases were cited. Shortly after this complaint was filed, the public press published an article by the Painters' District Council in opposition to the use of the spray gun, and this was fully replied to by the Chamber's Committee concluding with the statement that "The Committee on Labor Relations believes the facts show that the practice of spray painting, when accompanied by reasonable safeguards, is consistent with the public interest, and that the opposition of the painters' union is unjustified."

While such opposition as has been expressed usually purports to be based upon grounds of health, it is quite plain that the hostility is really directed against the machine under any and all circumstances, because in the cases of vandalism at Cleveland it was shown that no effort was made to ascertain if the material contained any ingredient regarded by journeymen's organizations as objectionable. It is obvious their opposition is based upon its beng a labor saving device.

Your Committee is pleased to report that such acts of violence have not been resorted to elsewhere, in fact in other parts of the country, for example the Pacific Coast, we are informed that the Painters' Unions are admitting to membership spray painting machine operators.

The past year has not been without the usual crop of bills in Legislatures to prohibit or unduly restrict the use of spray painting machines, but we are glad to report that such bills did not pass.

In Oregon the bill was withdrawn after conference and House Concurrent Resolution No. 13 substituted directing the State Board of Health "to investigate paint spraying devices now in use and recommend to the next legislature such regulations as are deemed necessary to properly protect the health of the operators of such devices."

In Tennessee House Bill No. 678 to prohibit the use of Spray Painting Machines was opposed and failed to pass.

In Pennsylvania House Bill No. 1582 to prohibit the use of the spray machine was opposed and failed to pass. Since the legislature adjourned the Department of Labor and Industry has drafted a tentative code of regulations to govern the operation of spray machines and will conduct public hearings this Fall. One important feature of this code is to prohibit the spraying of any product containing benzol. Your Committee is cooperating with the Department to secure fair and intelligent treatment of the subject and assure the adoption of a proper code.

In New Jersey a tentative code of regulations has been pending for some time, but it relates generally to industrial finishing.

In Massachusetts the adoption of a tentative code is imminent. Hearings have been held by the Department of Labor and Industries. Our Committee has been cooperating with the Department and what is thought to be the final draft contains nothing that might be considered prejudicial to spray painting.

Alabama—There recently came to the attention of your Committee an ordinance passed by the City of Birmingham assessing an annual license fee of $125 for each gun used; such a license fee would prohibit the use of a spray machine. It does not apply to automobile shops or furniture factories, but only to the painting of houses. The origin and purpose of the measure is obvious. Your Committee is now in communication with the local club to secure full details. It is quite evident such a measure will not stand the test of the courts, and the local club has been asked to endeavor to bring about its repeal. The novel means adopted by opponents of spray painting machines of accomplishing indirectly what cannot be gained directly should impress upon our local clubs the necessity of vigilance in their cities to avoid the incalculable harm to those communities in depriving them of the use of this modern labor-saving device.

There has come to the attention of the committee advertisements of brush manufacturers comparing the quality of the work by brush with spray painting machines and asserting the superiority of the brush method. Your Committee feels that spray painting machines have reached the point of development as an adjunct of the Paint and Varnish Industry as to render any comment on this kind of advertising unnecessary upon the part of your Committee, but cannot refrain from expressing the conviction that this modern pneumatic tool will create far more business than it can ever take away from the brush method, since their use more generally than otherwise dovetail each other and the reduced cost of painting by the spray method produces business which would not exist otherwise.

A late interesting development in the spray painting line worthy of mentioning is a pneumatic machine for rapid painting of traffic, safety and special zone lines on highways, with a special attachment for spraying fire plugs, guardrails, bridges, signs and lettering on streets sprayed over stencils. It is claimed to do the work of ten to fifteen men using the brush method and requires only one operator and paints as fast as a man

walks. In view of the limited appropriations heretofore of the State and Municipal Highway Departments for this purpose; the tremendous increase in vehicular traffic; the alarming dangers to life and property on modern heavily travelled highways and streets; the shortage in parking spaces in congested areas; the great economy effected by this improved device will considerably increase the consumption of paint for highway marking and painting adjacent objects and well fits in with efforts exerted by the industry to encourage Highway Departments to use more paint in the interest of safety.

Your Committee has been advised by the Bureau of Construction and Repair of the Navy Department of their adoption of spray painting machines for their work, where practicable, and results thus far are satisfactory; The Walter Reed Hospital at Washington, D. C., a government institution, is also using spray painting machines on their property. The Naval Hospital and Quartermasters Corps of the War Department, as well as the Naval Aircraft Factory at Lakehurst are also using spray machines.

The National Safety Council, Chemical Section, have recently appointed a sub-committee to investigate the application by spray machines of surface coatings containing pyroxylin ingredients. Your Committee has supplied them with pertinent data regarding the merits of the spray machine method and are cooperating with their sub-committee. We are of the opinion that such an impartial study of the subject, with the accompanying publicity usually given their reports, will do much towards dissipating the ignorance and prejudice against this modern method of painting.

In conclusion, we desire to mention and commend the constructive work done the past year by the Spray Painting and Finishing Equipment Manufacturers' Association, a small but aggressive group of the leading manufacturers of spray painting equipment. Their members are now members of this Association. They have drafted a model code of regulations as a guide wherever adverse legislation is attempted, which should be a long step toward insuring a degree of uniformity in regulations in the various states. The desirability of this is apparent since the Industrial and Labor Departments of some states are now dealing with the subject and doubtless others will follow. That Association has awarded the contract for the publication of a hand-book on the application of Paint, Varnish, Lacquer, etc., by the Spray Method; the book is now being written and early publication is expected. This publicity will do much to remove the misunderstanding surrounding spray painting not only in our own industry but with the public at large. They are using in their publicity and advertising the Save the Surface symbol, expressive of their Industry, designed by them and approved by the Save the Surface Campaign Committee; they are generally contributing to and cooperating with that Campaign. They have on every occasion provided a speaker at conventions of manufacturers and master painters to explain why spray painting machines should be adopted and encouraged by the Paint and Varnish Industry in order to facilitate, through its economy, the greater consumption of these products, and to overcome the serious decline in the ranks of journeymen painters, aggravated by the fact that there are so few apprentices in the trade.

It is the desire of these manufacturers that the Paint and Varnish manufacturers extend a larger measure of cooperation by inviting a representative of their Association to briefly address individual sales organization gatherings so that a better understanding of spray painting equipment and its value to the Paint and Varnish Industry in the future may be obtained by our army of salesmen. Your Committee recommends and earnestly hopes every Paint and Varnish manufacturer will extend such an invitation to the President of the Spray Painting and Finishing Equipment Manufacturers' Association who will designate a representative to attend and briefly address such salesmen's meetings.

Your Committee is cooperating fully with that Association in its aims to promote the greater use and progressive development of Painting Equipment.

Your Committee tenders its thanks to the officers and members of the Association for their assistance and cooperation during the past year.

Report of Committee on Sustaining Membership

Your Committee on Sustaining Memberships is pleased to report that in accordance with Article II, Section 4, of the Constitution of the Association, sustaining memberships to the number of one hundred and two (102) have been subscribed to and paid for by corporations, firms and individuals for the current year.

The opportunity given individuals, firms and corporations to subscribe direct to these memberships met with such a hearty response that an over-subscription was secured in this way, leaving no subscription to be allocated to the constituent Clubs.

The Committee set as its objective one hundred (100) memberships, and after that number had been subscribed several additional subscriptions were received and returned with thanks. However, after the list had been closed two former Presidents of the Association, who were away when the original invitation to subscribe was issued, sent in their renewal subscriptions and same were accepted—bringing the total up to one hundred and two (102).

The following concerns have made subscriptions in the form of a MEMORIAL to certain executives of their respective companies who during their life-time had served the Association as President:

W. W. Lawrence & Co., in memory W. W. LAWRENCE.
Pratt & Lambert, Inc., in memory W. H. ANDREWS.
Ohio Varnish Co., in memory M. S. CLAPP.
Evans Lead Co., in memory S. MARSHALL EVANS.

The Committee extends its grateful thanks to those members of the Association who have made possible the results indicated in the report.

SUSTAINING MEMBERS:	NUMBER OF MEMBERSHIPS
American Can Company	5
American Zinc, Lead & Smelting Co.	1
Anonymous (Cleveland)	5
Archer-Daniels-Midland Company	1
Binney & Smith Co.	1
Bisbee Linseed Company	1
Boston Varnish Company	1
Bradley & Vrooman Company	2
Emil Calman & Co., Inc.	1
Cheesman-Elliot Co., Inc.	1
Allen W. Clark (American Paint Journal)	1
Paint, Oil and Varnish Club of Colorado	1
Continental Can Company	1
Cook Paint and Varnish Company	1
C. P. DeLore Co.	1
Devoe & Raynolds Co., Inc.	2
E. I. duPont de Nemours & Company	2
Eagle-Picher Lead Co.	2
Evans Lead Co. (Memory S. Marshall Evans)	1
Felton-Sibley & Co., Inc.	1
Walter D. Foss	1
W. P. Fuller & Co.	2
L. C. Gillespie & Sons	1
The Glidden Company	1
William O. Goodrich Company	1
Grasselli Chemical Company	1
N. B. Gregg	1
Harshaw, Fuller & Goodwin Co.	1
Hercules Powder Co.	1
Hilo Varnish Corporation	1
D. H. Litter Co.	1
Kasebier-Chatfield Shellac Company	1
Spencer Kellogg & Sons, Inc.	1
The Krebs Pigment & Chemical Co.	1
J. F. Kurfees Paint Co.	1
W. W. Lawrence & Company	1
W. W. Lawrence & Company (Memory W. W. Lawrence)	1
The Lowe Brothers Company	2
John Lucas & Co., Inc.	5
McDougall-Butler Co., Inc.	1
Richard Moore	1
Murphy Varnish Company	3
Murphy Varnish Company of Canada	1
National Lead Company	10
The New Jersey Zinc Company	5
Ohio Varnish Company (Memory M. S. Clapp)	1
Patek Brothers, Inc.	1
Peaslee-Gaulbert Company	3
Pittsburgh Plate Glass Company	3
Pratt & Lambert, Inc.	2
Pratt & Lambert, Inc. (Memory W. H. Andrews)	1
J. C. Pushee & Sons	2
A. Ramsay & Son Co.	1
The Reardon Company	1
Rogers-Pyatt Shellac Company	1
Standard Plate Glass Company	1
The Thibaut & Walker Co.	1
Toch Brothers, Inc.	1
The Tropical Paint & Oil Co.	1
U. S. Gutta Percha Paint Co.	1
Geo. D. Wetherill & Co., Inc.	2
C. K. Williams & Co.	1
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President Peters:—The board approved that report. What is your pleasure?

(Upon motion duly made and seconded it was voted that it be adopted.)

R. S. Wessels:—The final one is interpretation and extension of the code of ethics. Mr. Peters reported progress in connection with the work of this committee.

President Peters:—The president apologizes to you for not having turned in to Mr. Wessels a report for that committee. They came to this convention with merely progress to report.

Since your meeting last night, however, that committee is very much concerned that there are probably a great many people in our industry who either haven't read our code of ethics or don't understand it. When an ex-president of this association, from Denver, can be picked up in a public restaurant, apprehended for stealing knives and forks, it looks as though we hadn't done a real job on our code of ethics. Silk stocking and underwear, $50,000!

So the committee merely reports progress to date but sees the necessity for intensive work in the future.

Report of Committee on Linseed Oil

W. A. Eastman:—It has been conceived that certain trade associational activity of the linseed oil manufacturers might be carried on through a co-ordinated committee group of the National Paint, Oil and Varnish Association. Your committee appointed by President Peters to make a careful investigation of this work has studied the problem in its many ramifications and has come to the conclusion that it would be inadvisable at this time to attempt such a work. The committee has made a written report for record which I will read for your consideration:—

Your committee, after giving due consideration to the question of organizing the linseed oil crushers as a special group under the auspices of the National Paint, Oil and Varnish Association, feel that, inasmuch as there is no other manufacturing group so organized at the present time, that it would be inadvisable for the linseed oil manufacturers to enter into such a relation.

If at some time in the future the N. P. O. & V. A. should organize subsidiary manufacturing groups within its body to carry on constructive associational work, the linseed oil manufacturers would be glad to reconsider the matter.

I would like to augment the report of this committee by a suggestion for the consideration and enlightenment of your incoming officers for the ensuing year.

You have at the present time two regular standing committees in your association which deal directly with the activities of the linseed oil manufacturers and the industry as a whole. One of these committees is your flax development committee. This is a hundred-per-cent functioning committee. It is active and alive throughout the entire year. It is in constant eruption pouring out a constant flood of interesting data and information for the enlightenment of your members.

The other committee, the linseed oil committee which has recently been called a sub-committee of the general manufacturers group, remains dormant throughout the greater part of the year. Along in July or August it receives a shock

We all appreciate that it is a long, monotonous job for many of you to go through these committee reports in a large session. It is very much less of a monotony, however, than it used to be. To have attempted to have called upon all of our chairmen to have presented in detail these reports would have required an all-day session. The committee chairmen have done wonderful work and we would like to have had them all before us to have explained in detail their work. We know that you all appreciate it.

Mr. Wessels, however, in having done in advance all that for you has saved hours of time for each one of you, but at the expense of a great deal of midnight oil. Your board of directors heartily approved of all Mr. Wessels has done and recommended that the convention extend to him a rising vote of thanks for his splendid summary of this voluminous work.

The chair will entertain such a motion.

Mr. Chatfield:—I make it.

(The motion was seconded and carried.)

President Peters:—Is Mr. Eastman in the room? Will you at this time please make a report for the special committee that was appointed on linseed oil?

from the national secretary's office, advising that the convention is near at hand and that it is expected to make a report for the convention. This committee then awakes from its long slumber and breaks into eruption and emits some hot stuff in the form of a complete report for your convention.

I believe that there is a very fertile field wherein this committee can work to carry out some extremely constructive associational activity for this great association. This committee has been doing some wonderful work in the form as prescribed, but it has been circumscribed in its activity by a time-worn custom in that it has been only expected to present a final report at its year's activities at the time of the convention.

The chairman of this committee for the past year, Mr. Wakefield, has presented to you, I believe I can state without reservation and without fear of contradiction, the most complete and comprehensive report which this committee has handed into this convention in many years. It is a fine piece of historical data and it is entitled to a place in the archives of your association as a historical reference.

I believe that such a work should be continued, yet I believe that this fertile field of which I have spoken should be cultivated more extensively and cultivated the year round and a constant source of information furnished to the linseed oil consuming industries.

Mr. Crawford has spoken to you already upon this subject. I am mighty pleased to note the reaction that his committee has taken. I didn't realize that this subject would be brought up here prior to this time, but Mr. Crawford, through Mr. Wessels, who condensed the reports, has expressed just my ideas in regard to the functioning of this linseed oil committee.

I commend seriously and sincerely to the incoming officers of your association that some aggressive work be done by this committee in the future in addition to the circumscribed activities of the present committee.

I would like to move that the report which I have presented for my committee be adopted and that the committee be discharged from further duties.

President Peters:—You have heard the report of the special committee. Mr. Eastman has moved that it be adopted. Is it seconded?

(The motion was seconded by Mr. Crawford, was duly put by the president and was carried).

President Peters:—Mr. Eastman, we appreciate the study which you have given this subject and the thoughts which you have left with us. There is no doubt that the future of this association and its effectiveness, holds, I think, bright hopes for development along lines that you have indicated.

Mr. Crawford and his committee this year have made a start in that direction. They have pointed the way. We hope that you will think from the reports which his committee has submitted that the value is there and that this work will be continued, as I am sure it will be. Your suggestions will be passed along to the incoming officers.

We are getting along very well with our program and if there is no objection we will dip into our afternoon program again and dispose of the committee report on budget and finance. E. T. Trigg, chairman. I will ask the secretary to read that report.

W. F. Eastman
Chairman
Committee on Linseed Oil

Secretary Horgan:—This is a joint report of the three associations.

Report of Committee on Budget and Finance

At the 1924 Convention, The Paint, Oil and Varnish Club of New York submitted a resolution advocating the principle of budgeting and financing all of our Associational, trade development and business promotion activities.

This resolution, which was adopted by the Convention, carried with it the appointment by the incoming President of a Committee of five members to study the subject insofar as the interests of the members of the N. P. O. & V. A. were concerned. It also suggested that on adoption by the National Paint, Oil and Varnish Association a copy of the resolution and proceedings be sent to the Presidents of the other Associations in the industry (Paint Manufacturers' Association of the United States and the National Varnish Manufacturers' Association) for such action as to them seemed best. Likewise, the further suggestion that, if agreeable, each of these other Associations appoint a BUDGET and FINANCE Committee, the members of the several Committees to study the problem together, submitting a joint report and recommendations to their respective Associations.

In accordance with the aforesaid resolution, a Committee was appointed in the National Paint, Oil and Varnish Association, and similar Committees in the Paint Manufacturers' Association of the United States and the National Varnish Manufacturers' Association (the personnel of such Committees being affixed to this report).

A conference was held in New York City on September 2nd, 1925, which was attended by the members of the joint Committee in its entirety.

Careful consideration was given to the subject in hand and a full discussion engaged in, resulting in the adoption of the following resolution:

(Moved by Mr. Calman, seconded by Mr. Gregg and carried)

RESOLVED, That the joint Committee on BUDGET and FINANCE approve in principle the idea of a general budget covering the various activities in the industry. That, in its opinion, however, the time is not opportune to put such plan into effect.

FURTHER RESOLVED, That the Committee recommends a similar joint Committee be appointed for another year to give further consideration to the subject, particularly with the idea in mind that a closer rapprochement of the three major Associations of the industry be fully considered, the belief of the Committee being that the putting into effect of the suggested budget plan is not feasible until such alignment is brought about.

FURTHER moved by Mr. Calman, seconded by Mr. Gregg and carried, that the Chairman of the joint Committee and the Secretary of the N. P. O. & V. A. be authorized to prepare a report for presentation to the October Convention, copy of same to be submitted to all members of the Committee.

President Peters:—Your board of directors approved that report yesterday and submitted it to this convention. Mr. Heckel, can you tell us what action the manufacturers' associations took upon this report?

Mr. Heckel:—That resolution was not brought before either of the manufacturers' associations.

Secretary Horgan:—You were furnished with a copy of the report.

President Peters:—This is a joint committee of the three associations, as Mr. Horgan has pointed out. Apparently this report was not submitted to the two manufacturing associations. It came before your board of directors, however, and was approved and referred to this convention. I think you all understand the report clearly and what it contemplates. It suggests that in the opinion of your committee the time is not opportune at the moment to put this budget plan into effect and recommends the appointment of another committee to continue this work and study of the subject next year.

The report is before you for your action.

Frank Cheeseman:—I move its adoption with the resolutions and also instructions to the secretary that it be submitted to the directors, or the president and the directors, of the other two associations with the request that they also take action on it. I think they will have the power to do that.

(The motion was seconded and carried.)

President Peters:—The secretary has some announcements to make at this time.

Secretary Horgan:—We have a few telegrams here. The first one is from Walter B. Ramsay, our Canadian zone vice-president, from Calgary, Alberta:

Sorry no possible chance of my being with you for Cleveland convention. Will be in Canadian West for another week. Kind regards to all.

The next one is from a man now engaged in another industry, Frank Waldo:

My greetings to the association and to all my friends. My one regret is that I am not with you. My congratulations and may you and the association live long and prosper. Am wit hyou in spirit.

This is from William F. O'Brien of Memphis, an active member in the Memphis Club:

Business events not anticipated prevent my attendance. Sincere wishes for the best and most successful convention. Cordial regards to all.

From K. Y. Benson, one of the live members of the Southern zone, from Birmingham, Ala.:

The arrival of a daughter, Miss Margaret Jeanne Benson, explains to you my absence from the convention. With kindest regards to all.

From J. W. Daniele, a former president, addressed to Mr. Peters:

Regret cannot be with you. Congratulate you on your successful year's work as president of the national association. You deserve the thanks of all the paint, oil and varnish men in the United States.

From the Los Angeles Paint, Oil and Varnish Club:

We extend our hearty greetings and trust you will have the greatest meeting ever until you hold one in Los Angeles. Regret we could not send a larger delegation, but what we did send is a simon pure national co-operating article.

President Peters:—We have completed our morning's program and have disposed of two items on our afternoon's program. So that our afternoon's program will be a short one. We will assemble at two o'clock and the gavel will fall at that hour. It is the last chance that the delegates will have to report "present," and the banners will be awarded at the banquet this evening.

There is one subject coming up immediately after reconvening this afternoon, the special committee of which Mr. Matlack is the chairman, dealing with the participation of the industry in the sesquicentennial at Philadelphia. I trust that you will all promptly assemble at two o'clock. It will be a short session. We will dispose of the business as rapidly as we can, but I would like to finish up our meeting with a bang this afternoon and hope you will all get here and line up the delegates and friends and let's close with a large meeting.

J. Sibley Felton:—Is that hour changed from the program as printed? The printed program says two-thirty.

President Peters:—Two o'clock, Mr. Felton. I hadn't noticed that it said two-thirty on the program.

Mr. Felton:—I just bring that up so we will all understand it. Two o'clock, I think, will be a very good hour.

Secretary Horgan:—We changed the hour yesterday for this morning, and it worked out very well.

President Peters:—We will see that proper announcement is placed in the lobby so that those not here will get word of it. Two o'clock this afternoon in this room.

If there is nothing further we will stand adjourned until two o'clock.

(The meeting was adjourned at 12 noon.)

Fifth Session: Friday Afternoon

The meeting was convened for the final business session at 2:00 P. M., Friday, President Peters presiding.

President Peters:—The meeting will please come to order. Please take your seats, gentlemen. On account of this larger attendance this afternoon, the chair would like to repeat an announcement of an invitation made this morning.

(Announcement with regard to invitation from Mr. Martin was made.)

President Peters:—We will proceed now with the roll call of delegates, beginning at the tail end of the alphabet as we did this morning. Will you please understand that only delegates and alternates from these clubs are supposed to rise when the roll is called.

(The attendance record for the afternoon session was as follows:—Washington, D. C., none; Utah, none; Toronto, 1; Toledo, 1; Terre Haute, none; Savannah, none; San Diego, none; St. Louis, 5; Rochester, none; Richmond, 1; Puget Sound, none; Portland, Ore., none; Pittsburgh, 6; Philadelphia, 7; Pensacola, none; Oakland, none; New York, 20; New Orleans, None; New England, 8; Nebraska, none; Minneapolis, St. Paul, none; Milwaukee, 2; Miami, 1; Memphis, none; Macon, none; Louisville, 1; Los Angeles, 1; Kansas City, none; Indianapolis, none; Houston, none; Golden Gate, 4; Fort Worth, none; Duluth, none; Detroit, none; Dayton, none; Dallas, none; Columbus, none; Colorado, 2; Cleveland, 2; Cincinnatti, 1; Chicago, 15; Chattanooga, none; Charlotte, none; Central New York, none; Buffalo, 2; Birmingham, none; Baltimore, none; Atlanta, 5).

President Peters:—We all appreciate the spirit which has been displayed in this matter. You can see from the attendance here that it has been productive of results. Your presiding officer has noticed that this little friendly competition has been very helpful in starting the meetings off with everybody in a very good frame of mind. We are again indebted to the donor for having put up these prizes which will be awarded at the banquet this evening.

The next order of business on our regular program is to hear from the chairman of a special committee appointed to deal with the industry's participation in the Sesquicentennial Exposition at Philadelphia next year. The time has been very short that they have had to work on this matter and this is the last opportunity which that committee will have to present this thing to you in a body. You will hear of it directly in the course of the next few days but fortunately S. R. Matlack, who has taken the chairmanship of that special committee, is here and is prepared to tell you something about the plans and aims of that special committee. S. R. Matlack.

Report of Committee on Sesquicentennial

S. R. Matlack:—You are perfectly aware that 149 years ago in Philadelphia the Declaration of Independence was signed. That document has stood the test of time and I think we can all be proud of the signing of it at that time and we know that Philadelphia is very proud that is was signed within her gate.

S. R. Matlack
Chairman
Committee on Sesquicentennial

One hundred years from that time the first great exhibition was staged under the Centennial in Philadelphia. It was a success. While Philadelphia may be known to be slow, she has the pleasure and the honor of leading in staging the first large exposition. Several have followed since that time. They have all been successful.

Philadelphia has the opportunity now of coming on next year with the 150th anniversary of the signing of the Declaration and we expect to make that just as memorable as the Centennial was at that time. It can be done and we are going to do it.

To do that it is going to be necessary to have the cooperation of the business, of all kinds of business scattered over the United States to make it a success. Usually in all centennials or expositions that have been staged space has been given freely for exhibitors. The management in Philadelphia has changed that program. Next year space will be charged for at 35 per square foot for exhibition purposes.

It has not been often that a Centennial or an exposition could be staged just as ours will be as far as the center of the city and the exposition grounds are concerned. They are passing around to you now diagrams showing the layout of the exposition grounds. I realize that you can't see this diagram that I have here very well.

However, the half circle (illustrating with diagram) is the large stadium, being built by the city of Philadelphia to seat 100,000 people, the largest stadium in the United States. Just back of that is the union station. The open grounds on the side will be the parking place for the automobiles. Broad street, our main street running North and South, comes just this side of the stadium just there.

Now the City Hall, Broad street station and the center of Philadelphia are just eight minutes from the gates in a taxicab. Just realize what that means! You can come to Broad street station or to any of the hotels in the center of the city in eight minutes by taxicab or automobile from the heart of the exposition grounds.

This space right here is devoted to the "Gladway." That, I think, will be of great interest and you and your families will get lots of fun out of it. The mines and metals building is right there.

opening right on the "Gladway." The horticultural halls are over here. I might say that there will be a very exhaustive show put on from the agricultural and livestock exhibit.

The convention hall will be right there. We are putting up a convention hall to equal if not eclipse what we have in our city here.

Directly back along the water-front (this is the Delaware River running right through here) is the Philadelphia Navy Yard. We have an investment of $100,000,000 in the Philadelphia Navy Yard which will be thrown open to the public. The admission to the grounds will also give you admission to the Philadelphia Navy Yard.

The navy itself has taken a very keen interest in this and is going to put on special inducements at the navy yard, having boats that are not usually there on exhibition and do everything in their power to teach and make the navy come through as an educational program.

The army, finding out what the navy were going to do, were not willing to be left out in the cold. They sent their representatives to Philadelphia and asked what they could do. A piece of ground was allotted to them. They are going to bring troops and put on shows every day.

Owing to the fact that the exposition in itself is to be an educational proposition, the people in charge in Philadelphia felt that it would be better to have joint exhibits rather than each firm trying to put on exhibits that would outdo the other. The proposition was put up to the paint and varnish industry. Your president appointed a committee to go into this matter and try to get the sentiment.

We only had less than six weeks when this thing was sprung on us to find out and proceed. Our first meeting with a small group of manufacturers was in Washington. The reaction was good. It was followed by a part of that same group and part of others being taken to the Sesqui grounds four days later, taking them over the grounds to show them what they were.

Another meeting was then called for New York one week later. Enthusiasm and interest had gotten to such a point that we felt that we were justified in taking action. A committee then was appointed, comprising five of the advertising men of the largest industries that we have, the representative from the National Lead Company, O. C. Harn, was made chairman of that committee. Mr. Lamperly, of Sherwin-Williams, came on from Cleveland. Although he was terribly busy he gave up his time and came East for that work. Devoe & Reynolds' advertising man, du Pont's advertising man and the younger Mr. Phillips, of the Valentine Company, comprise that committee.

They were put in executive session and told not to come out until they had devised a plan which could be presented here and sold to the members of the National Paint, Oil and Varnish Association. You will realize that that gave that committee less than five days in which to get their work out and have it ready, to think up a proposition. So the hard work and everything connected with it was done very hurriedly, open for changes and suggestions, and it is only a general idea to go by as to what your committee felt they would like to do.

Co-operative Exhibit Suggested

The first decision of the committee that everything could be taken as if one company was buying against another or one piece of goods might be used, was entirely eliminated. Everything that will be used will be used without name. Should any one walk up and ask what kind of paint has been used on the building, no one in charge will be able to answer that question, so that it will be absolutely impartial. As a guide for guidance we took the film, "Romance of Paint and Varnish," to lead up to the situation, starting with the raw materials and coming forward to the finished product.

The man who had charge of the costumes and decorations last night is responsible for that picture, as a rough sketch as what we will try to do. On this end will be an auditorium where moving pictures will be shown at all times. On this side will be shown interior decorations and a model of a thoroughly moving paint and varnish factory.

The aisle between those two buildings has eleven openings. Eleven doesn't mean anything. We only selected eleven because we counted out eleven industries who were very strongly represented in furnishing raw material to the paint and varnish industry.

It is the plan as suggested, that just through this archway will be a group of people in clay, paper mache or something of that kind, showing their native costumes and native way of living. For instance, in the lead mines or zinc mines, in the flax fields, or any of our by-products, such as the tin can, starting with the raw material as it comes from the earth and bringing it up as well as we can by still exhibits to the finished can. Cases will be between these arches, showing the finished product, such as the finished can or linseed oil, white lead, white zinc. On the wall will be mural paintings, carrying out back of each one the scheme as to their native costumes and just how the raw material is carried on from the models in the front back up through their lives.

The little fountain here will be covered with colored lights so as to give the effect of colored water. There will be a pyramid showcase on each side, the outside painted as you see there or in different colors, showing the different architecture and different painting of such.

There will be a "Save the Surface" banner across here in electric lights, showing from one end of the building to the other.

Now there are two possibilities under consideration, whether we will show a proposition of this kind on the interior of one of the large buildings, or whether we will have a small building known as the Paint and Varnish Building by itself. There are disadvantages to that as well as to the inside of a large building.

If we have a building of our own, we have got to have special attractions or something that will make people want to go to the paint and varnish building. If not, we will not get the people inside. The disadvantage of being in a large building is that we are in with the common herd. People going through will give a hasty glance here, look up, "Oh, yes; here is the paint and varnish exhibit." We believe to a great extent we can get away from either in our own building or inside of a large building by the moving picture proposition which we are proposing to have going all of the time while the show is going on—while the gates are open.

Also, there is a possibility that we may be able to have our own building open at nights. The Gladway will be open at night, but the exhibit buildings will not be open at night, therefore, we would be eliminated from being shown if on the inside of the Mines and Metal Building where they have consigned us, but we hope to be transferred to the Manufacturers' Building. We feel confident that Mr. Trigg can arrange that for us.

Now the question comes up as to the wherewithal to carry this thing on. Philadelphia is justly proud that we are going to have this show. The manufacturers in Philadelphia are not strong enough to put this proposition up, nor should we, for the entire organization.

Our first difficulty was to find out whether or not we could be assured that all of the large manufacturers would be with us and not exhibit by themselves. We knew there were several that had diversified lines and who would probably want or would be forced to exhibit their other lines and naturally would want to take the paint and varnish with them. After our canvas and with the help of some of the manufacturers we definitely were assured that all of the manufacturers would be only too glad to go in with a collective exhibit and refrain from showing their own goods.

One concern was expecting to spend $100,000 on their own exhibit, and when the proposition was put up, after a few days thought said that they would be glad to forego the advertising that they could get from that exhibit and go in on a joint exhibit.

Another large manufacturer with diversified lines had already engaged space. When they were approached they had already definitely engaged and paid down on part of their space and had an option on more. After the proposition was put up to them, while they said they would much prefer to go in on an exhibit by themselves, the spirit of a collective exhibit and the close relationship existing between the paint and varnish industry they could not afford to go in by themselves.

Another concern who had already gotten their advertising men to work, to work up their proposition from their entire line also gave up their idea. Their first reply was that even if they went in with an exhibit of their own they would be only too glad to help pay and defray the expenses of ours, and they afterwards came across and said they would leave paint and varnish and lacquers out of their own exhibit and give their entire support to us.

The backbone of the paint and varnish business is the raw material. If it wasn't for our raw material sources we couldn't make paint. If it wasn't for the paint and varnish industry, you, the members of the national, who are supplying raw materials, would have to get another job. Therefore, in the same proportion you should also contribute to this collective exhibit. We are not going to have a national exhibit, it is going to be international in its scope.

The president, as you know, if you were watching your papers at this time, extended an invitation to foreign nations to be with us, to join with us, and to make one large sesquicentennial exhibition that would crown everything that had gone heretofore. We have already signed up twenty different nations who are coming with exhibits, and I think fifteen more than that who are coming with buildings. Quite a number of our states have already come in with buildings, but we are facing a very unfortunate situation there. As in all cases we have a lot of trouble in getting things started, and before we could get our representatives out the legislatures in several States had adjourned before appropriations had been made. The next legislature does not meet until after the Sesqui is just about over. Just what will happen in those States, we are not sure, but they are with us if they can possibly work things around to come in.

The foreign nations do not have to go through this red tape. They have, in the majority of cases, a bureau set aside and it is in that bureau a province to say "We will exhibit and we will spend a certain amount of money" without going to a board of directors or anything else.

The larger manufacturers have signified that they would gladly pay their proportion of the expense. We feel that we can put on an exhibit that you will all be proud of for $150,000. We are not going to spend $150,000 if we can get through for $125,000, but I don't think any of you would want to see us put up an exhibit that would not be worthy of our industry.

The financial plan, while we thought it has been worked out, will be given to you a little later by Mr. Roh with some question marks after it as to just how it will work, but we hope it will go through as outlined. Are there any questions that any one would like to ask while I am here? I will do my best to answer them. If not, I will call on Mr. Roh to give an outline of what was proposed and what we hope we can carry out in the financial line.

Financing the Exhibition

Mr. Roh:—On Tuesday I had a plan, and the plan was worked out by your committee appointed at the conference that Mr. Matlack referred to and was composed of Mr. Allen, Mr. Phillips and myself.

Of course, you know one of the things we do well here and the reason we are so prosperous is because we have to come through with the goods before investing in them.

We had a plan which we thought was fair, but since we got together and talked it over and consulted with one another, why, we had to revise it. We had to revise it because I think very largely older and saner minds probably than this young committee used its influence to shave it down.

We are going to have this plan which is of a similar order to the one that we presented last Tuesday. It is based on sales. It runs something like this, and please don't put these figures down because I am just recalling them from memory as they were approved this morning, and I wouldn't want to say they were absolutely accurate.

As I remember them, they are something like this: $250,000 or less, around $200; from $250,000 to $500,000, around $350; from $500,000 to $750,000, around $500; and from $750,000 to $1,000,000, around $650, and so on up the scale to $20,000 limit.

We now have the assurances of the executive heads (although that doesn't mean that it has been approved by the various boards of directors, because that is the way our money is expended) of thirteen out of sixteen of the manufacturers that we know that manufacture $3,000,000 and sell that much and over of material in our line. And the thought was that we would go before you gentlemen in the next week or two, because we must do that if we are going to get started right because there is a lot to be done and six months is not a very long time to do a work of this kind.

I can say that Philadelphia is going to do very much more than is expected of any other locality in the country. They feel it is their show and they are proud of it. And in raising this important amount they are contributing very largely to its success.

I just don't know how we are going to approach you gentlemen, but we are going to do it in a very systematic way. We are not coming to sell you anything because the thing has already been sold, I feel quite sure. It must appeal to you gentlemen in the paint and varnish business that in viewing this piece of work in this way we have taken care of the entire industry, and so your interests, even though you are a small manufacturer of $250,000 or more, you are going to reap equal benefits with the larger manufacturer.

I have to end all of my talks with an appeal, and so the thing that I want to appeal to you about is that when this solicitor comes, he is going to come with the full authority of this committee and the finance committee, that you will have made up your minds you are coming into this with the industry because it has been accepted by the industry at the combined meetings of the varnish association and the paint association, and that you put your name on the dotted line so that we will know just as soon as possible the amount of money we are going to have to spend on this exceptional proposition for us all.

President Peters:—These gentlemen have tried to present to you very briefly the story of the Sesquicentennial. It really gets down to this: Whether this industry prefers to go into the Sesquicentennial Exposition with a great many separate and distinct individual exhibits, competing with each other in their display and resulting in a total cost to you of a very large combined sum of money, or whether you would prefer a collective exhibit, an exhibit of the character suggested.

It is somewhat similar to the question of rival armaments of nations.

The industry has felt in other branches where this thing has been talked over that the industry would gain more from an educational collective exhibit than it would from a lot of disjointed, separate and distinct exhibits.

Your committee is prepared to function and work this thing out. The committee, however, ought to know what is the sense of this industry, and it seems to the chair that possibly the way to get an expression of opinion on this question is for some one to introduce a motion to the effect that we favor the general idea of a collective plan to be worked out.

Mr. Matlack:—I take pleasure in offering that as a motion.

(The motion was seconded variously).

President Peters:—Is there any discussion?

The Dividends in the Idea

J. Sibley Felton:—I didn't expect to say anything on this question but as a loyal Philadelphian I can hardly keep quiet. While I am not on the program I would like to say a word or two with your permission.

Perhaps most of you gentlemen, if not all of you, have attended some one of our national or international expositions. If you have, you know what it meant to you.

It was my privilege to attend the Centennial Exposition in Philadelphia in 1876. I was there a number of times and I remember seeing many things of interest which would not be profitable to mention just now.

My next trip was to Chicago in 1893, and I will never forget what I received there; the beautiful and artistic setting of that exposition was a wonderful thing to me. It was an education of months and years all pressed into a few days. And even yet I have the illustrations and the pictures of that exposition which I go over periodically, because I like to do so.

Now here comes another opportunity. You may say, "What will I get out of this exposition?" May I ask what dividends you receive of the money you put in your church, or your lodge, or your golf club? What dividends do you get out of your charitable contributions, or the money you put up for civic betterment? You have spent many years on an education and either you or some one else put up the good money for that. What dividends have you received? What dividends do you get from the money that you spend for the recreation of your family, for vacation and travel and all that? What dividends do you get out of the "Save the Surface" campaign, or the "Paint-up and Clean-up" campaign?

I think you realize, gentlemen, that you get dividends which can not be computed in dollars and cents and which have much greater value than dollars and cents. Just so it is here. We want you to come to Philadelphia, not because your coming would swell the numbers, although it would do that, but we want you to come for what you would get out of it, which would be an outlook, an uplift, and a great boost forward.

We want you to invest in this necessary expense, not because it will make the exposition a financial success, but for what you will get out of it in return.

You contribute every year to the "Save the Surface" campaign and the "Clean-up and Paint-up" campaign, and other activities of our industry. You have the opportunity to do that every year. Here is an opportunity that comes once in 150 years, and if you can see your way clear to do so, I hope you will put up for this at least fifteen times what you put up for the others.

Some of us have lived twenty-five, forty, perhaps fifty years. The past is behind us, 1925 has almost taken up its allotted space in the cycle of time, but 1926 is ahead of us. What are we going to do with it? What advantage are we going to take of its opportunities? How will we develop them? Let me tell you that if you do not come to this exposition, and if you do not support it you are going to miss one of the greatest opportunities of your life.

I say these words to make it clear to you that we want your interest, because it is going to benefit you, not because it is going to help Philadelphia. And I trust it is clear to everybody that this proposed exhibition is not for the benefit of the Philadelphia trade. The Philadelphia trade will be always willing and ready to help in this matter, to give it a guiding hand, so to speak, if necessary, but it will not be to our benefit any more than to yourself, and I trust that you are able to see that point.

Collective Idea Favored

President Peters:—Is there any further discussion of this motion?

(The question was called for).

President Peters:—All those in favor of this will say "aye"; contrary, "no." It is carried unanimously.

Mr. Matlack, you have the expression of opinion of this association on the matter of the collective exhibit.

S. R. Matlack:—Thank you and also the association.

President Peters:—The next order of business is some resolutions which the secretary will now present to you.

Resolutions Offered by Local Clubs

Secretary Horgan:—The first resolution is one introduced by the New York club, and the chairman of the resolutions committee in the New York club will present that, Mr. Cheesman.

Pound Basis for Naval Stores

Frank P. Cheesman:—Resolution from the Paint, Oil and Varnish Club of New York:—

Whereas, the National Paint, Oil and Varnish Association have been successful, after many years of agitation on their part, in convincing the Southern States that the sale of linseed oil should be by pound instead of by the gallon, and on October 1, 1925, the oil crushers put into effect a selling price based on the weight per pound, which will be of great benefit to our industry, and

Whereas, the trading in rosin is still made on a basis of a three-eight wooden package of 280 pounds, which custom originated about fifty years ago, and was made at that time principally for sale to England, that weight being one-eighth of the English ton of 2,240 pounds, and

Whereas, this custom has resulted in many abuses, and should be changed to the price per net pound of rosin, and the material put up in a steel one-way shipper, instead of a wood package, and

Whereas, turpentine is still sold on a gallonage basis, notwithstanding the fact that there are four different gallons in use, one of 7 pounds, another of 7.22 pounds, another sixty degrees gallon, and the fourth, a gauge gallon, none of which is as accurate as the pound basis would be, and as this liquid is one of the few left that is sold on a gallon basis instead of a pound basis, now, therefore be it

Resolved, by the National Paint, Oil and Varnish Association, Inc., in convention at Cleveland, Ohio, October, 1925: That we recommend to the naval stores industry that they commence to sell rosin and turpentine by the net pound, as being a more up-to-date, scientific and practical method of distribution, and be it further

Resolved: That copies of this resolution be sent to the Pine Institute of America, Lake Point, Florida, with letters to the president of that institute, O. H. L. Wernicke, and the vice-president, A. G. Nash, and the proper department of the United States Government asking for their co-operation, and also be it

Resolved: That the incoming executive committee of the National Paint, Oil and Varnish Association be instructed to do their utmost to have this resolution adopted by the naval stores industry; and also be it

Resolved: That copies of this resolution be sent to the Paint Manufacturers' Association of the United States, the National Varnish Manufacturers' Association, and the National Association of Paint Distributors, and they be requested to co-operate in securing favorable action on the resolution.

I move the adoption of this resolution.

President Peters:—You have heard this resolution of the New York club. A motion to adopt it has been made. Is it seconded?

(The motion was seconded).

President Peters:—In this connection, the chair desires to announce that a similar resolution was submitted by the Chicago club. The Chicago club, how-

ever, has withdrawn their resolution as in their opinion this resolution as read by Mr. Cheesman satisfactorily covers the matter.

This resolution met the approval of your board of directors and referred it to you for your action. Is there any discussion? If not, all those in favor will please say "aye"; contrary, "no." It is carried.

Labeling of Zinc Oxide

Secretary Horgan:—The next resolution is one introduced by the Philadelphia club:—

Whereas, it has been the common practice in our industry of designating the various grades of zinc oxide made by the French process, viz: "white seal," "green seal," and "red seal" as "French Zinc Oxide" or "French Zinc," and

Whereas, these designations are misleading and therefore illegal under the laws of certain States, as well as in the view of the Federal Trade Commission, and also as under the law of the United States forbidding the branding of goods with the name of any country excepting the country of origin, be it

Resolved: That the National Paint, Oil and Varnish Association of the United States recommend that this practice be discontinued and that the word "French" be not used on such products except in conjunction with the word "process."

President Peters:—That resolution introduced by the Philadelphia club, met with the approval of the board of directors. What is your pleasure?

Upon motion duly made and seconded it was voted that the resolution be adopted.

Sheetiron Drums For Rosin

Secretary Horgan:—Resolution introduced by the Chicago club on the subject of the sale of rosin by net weight in sheetiron drums:

Whereas, rosin is now packed in slack wood barrels and sold by gross weight, and

Whereas, the weight of such wood barrels is approximately six times the weight of a satisfactory sheet iron drum, and they are no cheaper, and

Whereas, the use of light sheetiron drum would greatly reduce freight on rosin to consuming centers and likewise overcome the loss of rosin because of siftage through the slack wood barrel, and

Whereas, the amount of moisture in wooden staves varies greatly, as does also the thickness of the staves, and distance of head from chime, thus making very uncertain the net content of the barrel, now therefore it is hereby

Resolved by the National Paint, Oil and Varnish Association, Inc., in convention assembled:—That we recommend that the packing of rosin in sheetiron drums, and likewise the sale of rosin by net weight, be urged upon the naval stores producers as a more economical and satisfactory method of packing and selling rosin; be it further

Resolved, That a copy of this resolution be sent to the Pine Institute of America.

President Peters:—The action of your board on this resolution was that it be referred to the incoming committee on naval stores. What is your pleasure, gentlemen?

Mr. Cheesman:—I move that the action of the board be approved.

(The motion was seconded and carried.)

Cost Accounting Systems

Secretary Horgan:—This resolution is from the Chicago club on the subject of cost accounting.

Whereas, the information obtainable only by means of careful cost accounting is recognized as the best protection against ruinous competition which is unfair to all concerned, and harmful to producer and consumer alike, and

Whereas, paint and varnish manufacturers and others have already given a great deal of attention to this subject and individual methods of accurate cost accounting have been adopted by a large number of progressive manufacturers, with results which have rendered co-operation with the Census Bureau much more efficient than ever before in building up an efficient working statistical knowledge of our industry as a whole, and

Whereas, we believe that such co-operation will be to the interest of every group of our allied manufacturing industries, now therefore be it

Resolved, that the National Paint, Oil and Varnish Association, Inc., in convention assembled, endorse the use of cost accounting systems and urges its members in all the groups represented in the association which have not yet gotten together in the use of cost accounting methods to do so.

President Peters:—That resolution was approved by the board and referred to you for action. What is your pleasure?

(Upon motion duly made and seconded it was voted that the resolution be adopted.)

Committee on Packages and Packing

Secretary Horgan:—Resolution from the Chicago club on the subject of packages and packing:

Whereas, the loss to members of this association from improper packages and weak, insecure packing is a cause of serious difficulty and constant friction between the traffic department and the railways, and

Whereas, we believe that a standardization of packages and a better knowledge of strength of packages and other shipping requirements similar to that proposed by the special committee on permanent packages which reported at the national convention of 1923, would be of great service to the industry, and

Whereas, the committee on transportation has too many other important subjects to handle, to permit of its taking this added responsibility, now therefore be it

Resolved, That the National Paint, Oil and Varnish Association, Inc., in convention assembled hereby recommends the establishment of a permanent committee on packages and packing whose duty it shall be to study the whole question of packages and packing and suggest standardized forms of weight and strength suitable to the various grades of liquids, pigments, dry raw materials and finished products shipped by the various industries making up this association.

President Peters:—That resolution was approved by your board and referred to you for action. It contemplates the creation of a standing committee for the purposes indicated. What is your pleasure?

(Upon motion duly made and seconded it was voted that the resolution be adopted and that such a committee be created.)

Appreciation of Secretary Hoover

Secretary Horgan:—Resolution from the Chicago Paint, Oil and Varnish Club in appreciation of Secretary Hoover:

The National Paint, Oil and Varnish Association in convention assembled hereby records its hearty approval of the constructive leadership which has been given to American business by Honorable Herbert Hoover, Secretary of the Department of Commerce, and hereby declare our sincere appreciation of the genuine helpful co-operation which this industry has received from Mr. Hoover personally, and from the members of his staff in our many associational activities.

President Peters:—It is a pleasure to put that to you. It had the approval of the board. What is your pleasure?

(Upon motion duly made and seconded it was voted that the resolution be adopted.)

Support for Statistical Work

Secretary Horgan:—I might say that that was a part of a resolution from the Chicago Club which combined with it another resolution, and it was thought by the board that it would be better to separate the two and make this an especial resolution of appreciation to Secretary Hoover. This was approved by the representative of the Chicago Club in the board. The other part of the original resolution is this:

Whereas, the manufacturers' committee of the National Paint, Oil and Varnish Association, Inc., have made marked progress in arriving at a modern basis of statistical research among the various allied industries represented by this association, and

Whereas, the Department of Commerce of the United States, by its broad policy of co-operation has done much to assist the action of this committee in its labors, now therefore be it

Resolved, By the National Paint, Oil and Varnish Association, Inc., in convention assembled, that the fullest co-operation be given to the manufacturers' committee in replying to such questionnaires as may be sent out by the Department of Commerce.

President Peters:—That had the approval of your board. What is your pleasure?

(Upon motion duly made and seconded it was voted that the resolution be adopted.)

President Peters:—Are there any other resolutions to be submitted at this time?

Greetings to Former Presidents

George C. Morton:—I would like to present the following resolution:

Resolved: That the National Paint, Oil and Varnish Association, in convention assembled, hereby expresses its love and sincere good wishes, also our appreciation of past services to the following former presidents of this association who are not present:

George E. Watson, 1895.
Charles E. Field, 1905.
C. D. Wettach, 1906.
William Waterall, 1909.
J. W. Daniels, 1913.
Howard Elting, 1917.
Lewis R. Atwood, 1928.

Be it further resolved: That a copy of this resolution be sent to each past president by telegraph by the secretary.

President Peters:—You want to add to that, Mr. Morton, as has been suggested by some of our people, the wiring of those sentiments to these gentlemen?

Mr. Morton:—Yes, sir.

President Peters:—Mr. Atwood, who is included in that list, is in a very delicate condition in a hospital in Philadelphia, and some of our members would like to get this sentiment to some of these gentlemen as quickly as we can.

(The motion was seconded and the resolution was adopted unanimously.)

Appreciation for President Peters and Convention Committee

Mr. Stewart:—I would like to offer a resolution of appreciation: We have reached the close of the largest and in many respects the best convention in the history of the paint and varnish industry, and it will be my pleasure and privilege to refer to the members of this organization who have contributed their share to this unusually successful meeting. This organization is founded for the purpose of promoting the interests of all its members and exists through the loyal and unselfish service of that membership. We are all drawn into the activities of the association in one way or another, and serve it in our own way, but a few are always called to assume the responsibilities of management and to carry the burden that goes with these responsibilities. Chief and foremost in the splendid work that has been done during the past year is President E. V. Peters. Under his able leadership, the association has kept pace with the development and growth going on in the industry. Mr. Peters has earned the gratitude of this organization for what he has done and the sacrifices he has been obliged to make in carrying on this great work. The zone vice-presidents and all the officers and committees associated with Mr. Peters in his progressive program are also entitled to our appreciation. The general committee on arrangement and entertainment this year should receive special recognition because each year the attendance grows, making the task of arranging the details of our convention and entertaining the members to grow more important and requiring more skillful handling. The manner in which our Cleveland friends have managed the arrangements and entertained us has been in keeping with the traditions of our association; in fact, they have set new standards.

It is also especially pleasing to extend to the trade press our appreciation of the assistance they have given through their publications. The convention board of the chamber of commerce have given their time and efficient organization to this in aiding the detail in connection with the registration of this large attendance and to this board me extend our sincere appreciation.

Therefore, I suggest the adoption of the following resolution as an expression of the sincere sentiment shared by all of us on this occasion:—

Resolved: That a vote of heartfelt thanks be extended to our retiring president, E. V. Peters, for his untiring, unselfish and efficient service to this association and to all the officers and members of this administration who have so loyally worked with him in rendering that service.

To the general committee on arrangements and entertainment, under the leadership of Mrs. R. B. Robinette, hostess, and Mr. Robinette, chairman, for the thorough manner in which they planned arrangement for this convention, and for the exceptional character of their entertainment, and also to the membership of the Cleveland club for the perfect hospitality we have met on all sides."

I move the adoption of this resolution.

(The motion was seconded).

Mr. George C. Morton:—In order to relieve our president of any embarrassment, I will put the motion. I am sure we all are unanimously in favor of this resolution. All those in favor please manifest it by rising.

(The members arose and applauded to signify their unanimous adoption of the resolution).

Nominees Elected Unanimously

Norris B. Gregg:—Your nominating committee respectfully submits the following names for directors and officers of this association for the following year:—

Board of Directors:—Atlanta, V. P. Warren; Baltimore, George Barth; Central New York, P. L. Miller; Charlotte, N. C., G. Nevit Jones; Colorado, Frank L. Taylor; Fort Worth, I. F. Watkins; Los Angeles, E. M. Hightstool; Macon, H. K. Jarrett; Miami, H. E. Platt; New Orleans, Carl F. Speh; New York, Chas. J. Roh; Oakland, Cal., C. E. Butler; Pittsburgh, Chas. J. Caspar; Puget Sound, F. M. Carter; San Diego, C. W. Jackson; Washington, D. B. Helm; individual member, George L. O'Brien, South Bend, Ind.

Vice-presidents:—Canadian zone, W. B. Ramsay, Montreal; Eastern zone, W. P. Allen, Wilmington; Central zone, R. Fee Johnston, Cincinnati; Southern zone, D. J. Devlin, New Orleans; Western zone, Marshall Dill, San Francisco.

Executive committee:—For the one-year term, L. R. Atwood, Louisville, Ky.; for the two-year term, N. B. Gregg, New York; for the three-year term, E. T. Trigg, Philadelphia.

For treasurer we are pleased to submit D. W. Figgis, New York.

Mr. Gregg:—I move the election of those gentlemen for those various offices and that the secretary be instructed to cast the ballot of the association for those named.

(The motion was seconded).

President Peters:—You have heard the slate of ticket reported by the nominating committee. It is moved an seconded that they be elected. Those in favor will please say "aye"; contrary, "no." It is carried and so ordered. The secretary will cast the ballot.

Norris B. Gregg:—I desire to place in nomination for the office of president one of the hardest workers you have, one of the most faithful members of this association, R. B. Robinette of Cleveland.

(The members arose and applauded).

Mr. Gregg:—I desire to move the election of Mr. Robinette.

(The motion was seconded.)

Walter Foss:—Those of you who have been fairly regular in attending the annual conventions of the National Paint, Oil and Varnish Association during the past eight or ten years know of the activities of the man you have just named for president of this wonderful organization. To know this man is to love him. We want this organization to know what the people of Cleveland think of Bob.

I don't want to trust my memory to enumerate them so you will pardon me if I refer to this little memorandum. At the present time he is secretary, Tropical Paint & Oil Company; secretary, the Hassall Paint Company; director, Colonial Savings & Loan Company, Lakewood, and of the Midland Bank; president, Lakewood Board of Education; vice-president, Westwood Country Club, Rocky River, and of Clifton Club, Lakewood; director, Cleveland chapter, National Aeronautic Association; president, Cleveland Rotary Club; vice-president, Community Betterment Council of Cleveland, Welfare Federation; member, Cleveland Athletic Club, National Town and Country Club, Cleveland Chamber of Industry, and Lakewood Chamber of Commerce.

I need not enumerate the offices he has held and the work that he has done in the Sherwin-Williams Paint, Oil and Varnish Association because you are all familiar with that.

The Cleveland Paint, Oil and Varnish Club, with a membership of around ninety (I can't give you the exact number), are back of Bob to a man. 100 percent, and we feel quite sure that he will give a creditable administration, that he will administer the affairs of the association with credit to himself and the Cleveland club and this organization.

President Peters:—Are you ready for the question?

(The question was called for).

President Peters:—All those in favor of this motion will indicate by a rising vote. It is unanimously carried.

I would like to ask Mr. Foss and Mr. Minehart, both ex-presidents of this association, to escort the newly elected president to the chair.

(The members arose and applauded as Mr. Foss and Mr. Minehart escorted Mr. Robinette to the chair.)

President Peters:—This gavel and the destinies of your association for the next year could not be in safer hands. I congratulate you.

New President's Salutatory

President Robinette:—I thank you and that says a great deal at this moment. Really, it is difficult for me to express in words the feeling that such a demonstration brings to my heart. I have always been interested in this association ever since I have been a member, which dates back only a comparatively short time. I think the first convention I attended was in Louisville in 1914, one year previous to the convention in Cleveland.

While I am deeply appreciative of the honor that you have just bestowed upon me, the greatest honor at the hands of this industry, I am also deeply concerned over the responsibilities that go with it. Particularly, is that to be true in the coming year, knowing as we do the various things that have been discussed this week pointing to a closer co-operation and working arrangement between our several organizations.

I would feel wholly incapable of even attempting to assume this office the coming year if it were not for the able men who will be associated with me in this administration. I can not help but feel that the industry is about to make a step that will mean a great step forward for the paint and varnish industry. I think much in the way of duplication of effort and waste energy can be eliminated by the matters that we have been considering this week and will consider during the coming year.

I said last evening that as this day approached a queer feeling had come over me. I would feel delighted if this evening after the banquet I could feel that every one of you who have been in Cleveland this week might go home with the feeling that you have had a fine, profitable time while in our city, and if that were the end and it was all over I would feel deeply repaid and appreciative of all the efforts that the Cleveland people have put into your entertainment and comfort this week.

It made me hesitate a little to think about stepping right in then to the many and manifold duties that come with the office to which you have just elected me. However, I want to say again that I thoroughly and deeply appreciate confidence that you have placed in me, and I would like to express my only hope in conclusion—that I may leave this office one year from today

W. B. Ramsay
Vice-President, Canadian Zone

with even a small portion of the high regard that you have just shown to our retiring president, Mr. Peters.

It has been customary in the past at this point in the program to present to you all of the official family for the coming year. I think Mr. Ramsay, of Montreal, is not here. M. Allen, of Wilmington, Del., vice president for the Eastern zone is not here either. Is R. Fee Johnston, of Cincinnati, vice-president for the Central zone, in the room? (Not present). D. J. Devlin, New Orleans, vice-president for the Southern zone.

I might just say that Mr. Delvin, as vice-president for the Southern zone will have in charge the Southern zone convention which will undoubtedly be held again this year, we having had the first Southern zone convention last year. It will be held in New Orleans in March. I would like to appeal to as many as possible of the members of this association to attend that Southern zone convention in New Orleans and give them support in this effort to get together the various clubs in the Southern zone, these zone meetings having proved to be very successful. They afford an opportunity for many clubs of getting together in a greater number and in a more representative group than we can possibly expect in these national meetings. So I urge every one that possibly can to attend this Southern zone convention.

I would like now to present the new members of the executive committee. Mr. Atwood, as our retiring president, Mr. Peters, has said, is ill and in a hospital in Philadelphia. Mr. Trigg went home last evening. So all that we have left is our worthy friend here, Norris B. Gregg.

In the official family again we have our good friend Dudley W. Figgis, of New York, the new treasurer.

Mr. Figgis:—I feel that something should be said because of the cloud under which I

Mr. Morton:—The resolution is passed unanimously, Mr. President.

President Peters:—On behalf of all those people, committees, as well as myself, I want to express deep appreciation for this very graceful recognition which you have extended to all of us for merely trying to do our duty in work which you have honored us by entrusting to us.

Are there any further resolutions? Is Mr. Somers in the room?

(Mr. Somers was not present).

President Peters:—The next report is the final report of the nominating committee. You heard the preliminary report yesterday. We will now receive the final report of that committee from its chairman, Mr. Gregg.

have been traveling for the last few nights. Apparently this cloud exists at night and not during the day to any extent. I will try to make restitution during the course of the year and perhaps I can explain the fact that this has been wished on me again by stating that my office is only a block and a half from the secretary's office.

Tax Declaration to President and Congress

President Robinette:—The chair will now recognize Arthur S. Somers.

Arthur S. Somers:—You will recall Mr. Trigg's address of yesterday, at the conclusion of which I suggested that this convention ought to take some action with reference to specific recommendations continued in that address as affecting the proposed income tax. I was requested by the president to prepare and now present the following preamble and resolutions for the consideration of this convention.

Whereas, the outlook for better industrial conditions appears bright and the hopeful attitude expressed by manufacturers and merchants generally throughout the United States leads to believe that whatever improvement there may be in the future will, to a great extent, be dependent upon sound financial conditions, and

President Robinette:—Will the newly elected directors, as many of them as are present, stand when their names are called in order that every one may have an opportunity to see what and who they are?

(The roll of the directors was called and those present arose).

Whereas, it is universally conceded that the operations of government are being, and can continue to be, co-ordinated in such manner as to effect great economies without any impairment in efficiency, and

Whereas, such co-ordination of activities will continue to result, as has been shown during preceding years, in great financial saving, making unnecessary the imposition of a heavier tax burden than is necessary to meet the expense of government. We believe it incumbent upon the Congress of the United States to approach the subject of tax reduction, as we firmly believe it will, with the sole desire to grant such relief as will bring benefit to the greatest number, without prejudice to any one class and without political favor; therefore be it

Resolved: That this convention does hereby declare the following declaration of principles as essential to the welfare of all the people of the United States, whether functioning as employers or employes in industry, commercial, agricultural, financial or otherwise.

We believe that the maximum surtax should not exceed 20 percent and that the intermediate tax be so spread as to rest equitably upon all.

We believe that the maximum tax on corporations should not exceed 10 percent.

We believe that the Federal government should vacate the field of "estate taxation," leaving it to the individual States and at the same time repeal its "Siamese twin," "the gift tax."

We believe the so-called "nuisance tax" should be eliminated or reduced as far as practicable.

We believe that the publicity feature of the present law should be repealed.

Resolved: That the president and the secretary of this association be and are hereby requested to immediately telegraph the above to the President of the United States and transmit a certified copy to the Conference Committee of the Senate and the House now in session in Washington.

I move those for adoption.

(The motion was seconded.)

President Robinette:—You have heard the motion which has been seconded. Are there any remarks?

Mr. Cheesman:—I think it should be inserted in there where that is coming from. The name of the association is not mentioned. It should be a resolution from the National Paint, Oil and Varnish Association in convention assembled.

Mr. Somers:—I assumed that that would come as an official document from the president and secretary of the National Paint, Oil and Varnish Association, and therefore I felt it unnecessary to include that. However, there can be no objection to it.

President Robinette: — The secretary will take care of that. Any further remarks? All those in favor of the motion will signify in the usual manner; contrary. The motion prevails.

Is there anything under the head of unfinished business?

Secretary Horgan:—Nothing in the way of unfinished business that I know of in this room.

President Robinette: — Anything to come up from the floor under the head of new business?

I want to announce that there will be a short meeting of the executive committee in room 50 at four o'clock.

If there is nothing further a motion to adjourn is in order.

Mr. Chatfield:—I so move.

(The motion was seconded by Mr. Walker and carried.)

The meeting was adjourned at 3:35 p. m.

Entertainment Features of N.P.O. &V.A. Meeting

"Service and information—day or night" was the announcement of the Cleveland general committee on arrangements and entertainment to delegates and visitors at the convention of the National Paint, Oil and Varnish Association. The committee lived up to its promises. Everything conducive to the comfort and pleasure of the visitors was intelligently and cheerfully undertaken "day and night."

The inclement weather interfered somewhat with the program of automobile tours over the city and surrounding country. The women's golf tournament was changed from Wednesday until Thursday, partly because of the snow and rain and also because it was necessary to play the men's tournament at the Cleveland Country Club instead of the Kirtland Country Club, where a heavy snow covered the course. But when the golf was halted, bridge and other card games were substituted and every one was made happy.

A reception to President and Mrs. E. V. Peters, with the officers of the association in the receiving line, opened the entertainment program Wednesday evening. Afterwards there was dancing until an early hour in the ballroom of the Hotel Cleveland.

The ladies of the convention were taken by automobiles to the Cleveland Museum of Arts Thursday afternoon except those who had selected to spend the day at the golf course. Tea was served at Wade Park Manor later. At the golf club many preferred to play bridge and an impromptu bridge party was arranged. The prizes were a dozen salad plates, a cigaret case, silver dish and a sugar basket. The first prize was won by Miss Elizabeth Watson; the second prize, by Mrs. R. M. Neumann, the third by Mrs. Van F. Ridgway, Chicago, and the fourth by Mrs. June Clark Voss, St. Louis. Mrs. H. E. Hendrikson, New York, won the "500" prize. The booby prize went to Miss Mildred Hill, Boston.

Women Golf Winners

More than two score of the women braved the weather to contest for the golf prizes. The winners were as follows:—

First flight, handicaps 20 and under:

Low gross, 18 holes, Mrs. John King, Cleveland, 110 silver compote.

Low net 18 holes, Mrs. Clarence Robbins, St. Louis, 110-25-85, petit point purse.

Second flight, handicaps 21 to 30 inclusive:

Low gross 18 holes, Mrs. Hal Gregg, Cleveland, 121, silver bowl.

Low net 18 holes, Miss Mildred Hill, Boston 123-32-91, 1 pair compotes.

Third flight, handicaps 31 to 48 inclusive:

Low gross, 18 holes, Mrs. G. J. Beacke, Boston, 129 traveling clock.

Low net 18 holes, Miss Marian McNulty, Buffalo, 131-40-91, mayonnaise bowl and ladle.

"Paintland Scandals"

"At the End of the Rainbow," featuring "Paintland Scandals," was the mysterious announcement made by the entertainment committee, inviting the convention visitors to the principal entertainment feature of the week. The affair was held in the grillroom of the Winton hotel, where a stage had been erected at one end. The guests sat at tables facing the platform.

After a prologue, in which the audience joined in the songs and cheers, the curtain was raised, showing a huge paint can in the centre of the stage. Pretty girls, representing white lead, zinc, linseed oil and color, were "mixed" by a "painter" to make a "magic formula," the process consisting in part of songs and fancy dances.

Various individual numbers followed. "The Gold Dust Twins" staged a comic prize fight that was labeled "Another result of prohibition." Girls from the Sherwin-Williams company offered the next act, distributing to the ladies in the audience bottles of perfume, the gift of the company.

After an intermission the second act "An Eye for Color" was presented. The interior of a paint dealer's store was shown. A wife left her husband to purchase the paint for decorating their home, while she went to do some shopping. When she returned she found her husband surrounded by the "paints" and "varnishes," represented by the girls, and a bit of domestic insurrection followed.

The last act was a carnival of the paint clubs in the association, each club being represented by a girl costumed to portray

W. B. Powell
Author, "Paintland Scandals."

the organization. These were under the direction of "Miss N. P. O. & V. A.," Miss Mary Lemkul, and the act was one of the hits of the evening.

After the performance luncheon was served and there was dancing until a late hour. According to the committee's announcement the dancers were invited to remain until "someone calls a halt and it won't be the entertainment committee."

The entertainment committee having the successful affair in charge was C. M. Lemperly, chairman; Dave R. Jones, Paul F. Kinnison, J. H. Hinz, and C. L. Small. The committee requested the following statement:—

Acknowledgement is made to Geo. V. Horgan, H. M. Howard, H. A. Gardner, O. C. Harn, G. B. Heckel, Carl Schuman, Lew Reese, A. M. East, C. A. Clark, for valuable help and suggestions, although this list is by no means complete.

A theatre party was given for the ladies of the convention Friday afternoon at Keith's Palace Theatre. Friday evening the annual banquet closed the entertainment and the convention.

The members of the general committee on entertainment and arrangements, and the chairman of the sub-committees, were the following:—

General Committee

Mrs. R. W. Levenhagen, Mrs. E. R. Smead, Mrs. R. B. Robinette, hostess; R. W. Levenhagen, E. R. Smead, R. B. Robinette, chairman.

Sub-Committee Chairmen

Automobile, W. B. Leslie. Banquet, F. M. Clapp. Broadcasting, A. J. Ferbert. Entertainment, C. M. Lemperly. Flower, W. J. Lawson. Golf, E. R. Smead. Women's Golf, Mrs. S. D. Well. Press, C. F. Beatty. Publicity, G. S. Gardner. Reception, W. A. Alpers. Women's Reception, Mrs. R. B. Robinette. Registration, W. G. Smith. Transportation, John P. Sanford.

With the Golfers

Yesterday

I've trod the links with many a man,
And played him club for club;
'Tis scarce a year since I began
And am still a dub.
But this I've noticed as we strayed
Along the bunkered way,
No one with me has ever played
As he did yesterday.

It makes no difference what the drive,
Together as we walk,
Till we up to the ball arrive,
To get the same old talk:
"Today there's something wrong with me,
Just what I cannot say,
Would you believe I got a three
For this hole—yesterday.

I see them top and slice a shot,
And fail to follow through,
And with their brassies plough the lot,
The very way I do.
To six and seven their figures run,
And then they sadly say:
"I neither dubbed nor foozled one
When I played—yesterday."

I have no yesterdays to count,
No good work to recall,
Each morning sees hope proudly mount,
Each evening sees it fall,
And in the locker room at night,
When men discuss their play,
I hear them and I wish I might
Have seen them—yesterday.

Oh, dear old yesterday! What store
Of joys for men you hold!
I'm sure there is no day that's more
Remembered or extolled.
I'm off my task myself a bit,
My mind has run astray;
I think, perhaps, I should have writ
These verses—yesterday.—Edgar Guest.

Leaden skies and a gale of wind greeted the golfing contingent Wednesday morning, the day set for the annual tournament. Reports from the Kirtland Country Club told of six inches of snow on the course. Hurried orders sent trucks and automobiles to transfer the caddies and food supplies from the Kirtland Club to the Cleveland Country Club, nearer the city, where little snow had fallen. Over 200 dared the weather and played in the tournament.

The women's tournament which had been planned for the Cleveland Country Club, was postponed until the following day.

The results of the day's play among the men were as follows:—

Championship Flight

Two low gross scores:—E. B. Prindle, 76; Horton Pushee, 77.

Four low net scores:—E. B. Prindle, 67; Horton Pushee, 69; W. E. Ogilvey, 76; L. P. Moore, 76.

In the match play Thursday afternoon for championship of the National Paint, Oil and Varnish Association, E. B. Prindle defeated Horton Pushee, 6 up and 5 to play.

Class "A"

Low gross, 18 holes:—N. T. Chapin, 84.

Low net, 18 holes:—L. R. Hunter, 87-10-77.

Runner-up, low gross:—L. P. Moore, 85.

Runner-up, low net:—M. J. Magnuson, 86-8-78.

Low gross on all odd holes 1 to 17 inclusive:—Harold Rowe, 44.

Low gross on all even holes, 2 to 18 inclusive:—W. A. Sanders, 42.

Syndicate against the field (match play):—J. T. Gillespie, 1.

Low net, first nine holes:—D. W. Mulford, 45-6¼-38¾.

Low net, second nine holes:—W. E. Ogilvey, 42-7-35.

Class "B"

Low gross, 18 holes:—G. W. Frederick, 92.

Low net, 18 holes:—L. G. Bruggeman, 94-21-73.

Runner-up, low gross:—H. G. Sidebottom, 92½.

Runner-up, low net:—G. L. Haskell, 94-21-73.

Low gross on all odd holes, 1 to 17, inclusive:—J. B. Day, 47.

Low gross on all even holes, 2 to 18, inclusive:—R. Whitney, 44.

Syndicate against the field (match play):—J. W. Austin, 1.

Low net first nine holes:—H. C. Gregg, 47-10-37.

Low net second nine holes:—C. Robbins, 42-10-32.

Class "C"

Low gross, 18 holes:—F. J. Penberthy, 90.

Low net, 18 holes:—G. E. Day, 98-28-70.

Runner-up, low gross:—A. H. Queisser, 93.

Runner-up, low net:—W. W. Cady, 98-26-72.

Low gross on all odd holes, 1 to 17, inclusive:—O. C. Adamson, 49.

Low gross on all even holes, 2 to 18, inclusive:—H. A. Melum, 44.

Syndicate against the field (match play):—H. E. Whiting, 2.

Low net first nine holes:—O. A. Hasse, 49-12½-36½.

Low net second nine holes:—S. S. Thomas, 45-12-33.

Class "D"

Low gross, 18 holes:—J. H. Moran, 99.

Low net, 18 holes:—A. J. Vandermyn, 104-32-72.

Runner-up, low gross:—Wm. A. Borland, 105.

Runner-up, low net:—F. E. Loud, 109-36-73.

Low gross on all odd holes, 1 to 17, inclusive:—F. L. Brooke, 53.

Low gross on all even holes, 2 to 18, inclusive:—A. G. Schumann, 50.

Syndicate against the field (match play):—I. Barcan, 2.

Low net first nine holes:—J. F. Buffington, 38½.

Low net second nine holes:—L. G. Whittemore, 31½.

Special Events, Open to All Classes

Low score on hole No. 13:—F. M. Fargo.

Low Score on hole No. 17:—B. F. Hall.

Low gross score selected nine holes:—V. Wurtele, 37.

Low net selected nine holes:—R. Carey, 39-10-29.

The golfing prizes were presented by the following members of the Cleveland Paint, Oil and Varnish Club:—A. & B. Box Company, W. A. Alpers Company, American Can Company, Arco Company, Barrett Company, Billings-Chapin Company, Canfield Oil Company, Carter White Lead Company, Cleveland Varnish Company, Cleveland Window Glass & Door Company, Davies Can Company, Donaldson Paint & Varnish Company, Draper Manufacturing Company, J. C. Drouillard Company, Eagle-Picher Lead Company, Evans Lead Company, Ferbert-Schorndorfer Company, Forbes Varnish Company, Garland Company, Guy S. Gardner Company, Glidden Company, Grasselli Chemical Company, Harshaw, Fuller & Goodwin Company, Hinz & Bouse, Imperial Color Works, Innis Speiden & Co., Spencer Kellogg & Sons, Inc., Krebs Pigment & Chemical Company, Lanken-Vivian Company, Mann Brothers Company, Benj. Moore & Co., National Lead Company, National Paint & Varnish Company, New Jersey Zinc Sales Company, Ohio Pail Company, Ohio Varnish Company, Pittsburgh Plate Glass Company, Rogers-Pyatt Shellac Company, Sherwin-Williams Company, E. R. Smead Company, Standard Oil Company of Ohio, W. G. Smith Company, Tropical Paint & Oil Company, U. S. Industrial Alcohol Company, Van Camp Varnish Company, Vortex Manufacturing Company, S. C. Wasseman Paint Stores Company, A. G. Watt Company, Warren Paint Company, Wooster Brush Company.

The Annual Banquet

The banquet at this year's convention of the National Paint, Oil and Varnish Association was held in the Hollenden Hotel. E. V. Peters, president of the association during the preceding year opened the ceremonies and, calling upon the banqueteers to rise, proposed a toast to the President of the United States.

The toast was drunk to the President of the United States, then the audience, remaining standing, sang one verse of the "Star Spangled Banner."

President's Greeting

President Peters:—It is a great pleasure and an honor to call such a gathering to order. In this room at this time is undoubtedly assembled the largest audience of representatives of our industry that has ever been assembled at any one time and place. This is a wonderfully brilliant audience, more brilliant in some spots than in others. And growing more brilliant by the moment.

Nevertheless, as your presiding officer it is my duty to get you all calmed down so that you may hear the real speakers of the evening. I am almost tempted to call the roll of the paint clubs represented here. I could begin with Atlanta and run through the clubs all the way to the Golden Gate and from Los Angeles to Boston, all represented here, and if I should call such a roll I know that the

IN CHEMICALS, DYESTUFFS, DRUGS, PAINTS, OILS, FERTILIZERS

would all respond "present" and "voting for Roosevelt."

I shall talk to you but a moment. I have talked to you at our business sessions all week. This will not be a swan song of your president, but merely a chip. I cannot, however, relinquish this opportunity before such a gathering to express the depth of feeling which I have in having had the honor of attempting to serve such an audience and such an industry this past year.

It has been a wonderful opportunity. You are loyal, you are thoroughly appreciative of everything that your officers and committees have tried to do, and as we realize that appreciation, it makes all of the work, the strenuous work of the past year, well worth the while.

From the bottom of my heart I thank you for the privilege, for it is a wonderful privilege, of having attempted to serve this industry.

I feel that on behalf of this whole audience I must express your appreciation to our hosts, the people of Cleveland, this past week.

It seems as though they had enlisted the population of Cleveland in their endeavors to extend Cleveland hospitality and cordiality to her visitors. We are deeply in your debt, and we shall carry away with us a very fond recollection of the delightful days spent here. We are indebted to the committee for the wonderful entertainment to our ladies while here. We are indebted to them for the wonderful entertainment we all have enjoyed and that which we enjoyed last night, and for all of the arrangements for this wonderful dinner. They have provided us with one of our principal speakers, a distinguished citizen of Cleveland. They have provided us with our toastmaster this evening, who has crossed a continent to get here to be our toastmaster this evening, and we are indebted to him for this effort.

I feel, Mr. Toastmaster, that I want to present to you, sir, one of the finest audiences in America. I have worked with them, I have played with them, and all my life I shall carry with me the delightful recollection of this wonderful year of association with them.

Ladies and gentlemen, it gives me the greatest pleasure and honor to introduce to you our toastmaster of the evening, Adrian D. Joyce.

(Adrian D. Joyce assumed the toastmastership for the evening.)

Toastmaster Joyce:—This is indeed a great honor and privilege, and before starting upon the arduous duties of my office I am going to ask you all to rise and drink a toast to the retiring president, E. V. Peters.

(The audience arose and drank a toast to Mr. Peters.)

The Toastmaster Qualifies

Toastmaster Joyce:—Mr. Peters is not only a very splendid speaker, but he is a very efficient business man, and I never had this so much impressed upon me as I did by the arrangements this evening. I received a note to meet him in parlor A for preliminary instructions. He said: "Now, Joyce, this job of toastmaster is not what you think it is."

And I said, "How come?"

"Well," he said, "you see last November, nearly a year ago, I went over to England, and I studied this toastmaster problem, and I find that we don't do it properly in this country. I was the guest of honor over there at a distinguished meeting of paint manufacturers, and I noticed a man walking around with a lot of 'dog' and a white vest and a chain around his neck and a seal on the chain, and I was rather embarrassed because he was dressed up a little more resplendently than any one else, and I said to a friend of mine: 'Who is that man?' 'Why,' he said, 'this is the honorable toastmaster.' 'Well,' I said, 'do I have to address him when I get up to speak?' He said, 'Oh, no, by no manner of means. Why, he is a servant of the house. All he has to do is to announce the toasts and he gets two pounds ten shillings for the occasion.'"

"Well," I said, "do I get two pounds ten shillings?"

"No," he said; "I think we will have to modify it a little bit in your case, but don't let this be the old-fashioned kind of a banquet. Introduce something a little old and something a little modern."

"Well," I said, "Peters you have had a lot of experience, what do you suggest?"

"Well," he said, "you might recite a little poetry, something that would be funny and something that would tickle the crowd."

I said, "But, I am no poet."

He said, "I will dash off something that will be apropos to the occasion."

And just as an example he did. And he wrote this, and I am going to read it because I couldn't dash off anything. He says, "This is an epitaph." Now that is all:

"Here lies the remains of a radio fan,
Now mourned by his many relations,
He went to a powder mill, smoking a pipe,
And was picked up by twenty-four stations."

Now I thought that was pretty good. After we were in the conference along came Dr. Vinson and Mr. Gilliland. Well, Mr. Gilliland is a man of a great deal of experience, and we discussed the new order of things. Before coming here this evening I took occasion to look up the record of Mr. Gilliland and I found that in "Who's Who" it says he is a journalist. And, being curious to find out something about his writings, I began to delve into the past, and I found out that he was the man that, back in 1910, wrote that famous thing, "Finnigan"—you know how part of it goes—"Off again, on again, gone again, Finnigan."

Well, that gave me a little clue to his character and disposition and upon going a little farther back I found that he was the originator of that famous joke that you have heard in a good many different forms.

The teacher said to the boy in school, "Please name six native birds."

And the boy said, "Five sparrows and one robin."

Upon questioning Mr. Gilliland I found, however, that he was not the author of the mother-in-law joke. I want to take this occasion of denying the rumor that has been circulated to that effect.

Mr. Gilliland is a humorist. He admits this himself, because he is president of the American Press Humorists, and I think we are very fortunate in having Mr. Gilliland with us this evening, because a humorist, as I understand it, is one who is subject to humors and whims. One of his whims is to play golf. He said he got off the train today at one o'clock and went out to the Shaker Heights Club, and he said he played "putrid" golf, and some of his strokes were positively "obscene."

Another definition of a humorist is a man who has facetious fancy. I had the pleasure of meeting Mr. Gilliland some years ago, and I know that he is one of those humorists who has a facetious fancy. And I take great pleasure, ladies and gentlemen, in introducing to you Strickland Gilliland, who will speak on the subject, "North of the Ears." Mr. Gilliland.

"North of the Ears"

Strickland Gilliland:—I want to begin by stating that I am not the author of the mother-in-law joke for the reason that I have a mother-in-law and they are no joke.

I am certainly glad to be here this evening and look into your faces. There are faces here that really ought to be looked into. I am glad it is my job. I am glad to be here among the paint people. I never was any place where there was so much paint represented among the men or so little smeared on the women. They don't need it—the ones who are here.

Well, you know, I am so glad that we had an introduction that didn't run on all night. There are toastmasters who have the impression that they are the orators of the evening, and when you have one of those you are all out of luck. Sometimes the introducer runs on to such a length that there is an impression among the audience that maybe he is a speaker. It sometimes happens that he does so much better than the speaker that when he gets up that impression is heightened and deepened and strengthened and there is a confusion in the minds of the audience as to which of the two eloquent birds was "it."

That happened not very long ago. William J. Bryan was to speak one night. He had an obsession for the last few years that—well, Mr. Bryan was the man who cleared the monkeys of that scandalous accusation. He is really the best friend the monkeys ever had. Mr. Bryan was out on a chautauqua circuit. You don't worry about that. He wasn't out much. He had to leave one night at 8:45 to make his next engagement. They put on a local ambitious Democratic politician to introduce him. He introduced Mr. Bryan until half-past eight. That left Mr. Bryan fifteen minutes to do his stuff and catch his train. Well, he caught the train, but that night he had to cut out the monkey business.

After this talk was over, some one leaving the tent said to somebody else, "What do you think of Bryan's lecture?" "Oh, it was all right, I guess. That old bald-headed man who spoke last wasn't so rotten himself."

Recently I spoke at a great big banquet down in Washington, "deceased." They had a toastmaster there who was a hum-dinger. He put in a half-hour telling the crowd what they were there for. Being merely delegates to a convention, they never would have known it if he hadn't told them. After that he spent fifteen or twenty minutes introducing each speaker, who was to speak ten minutes. After a speaker was through, this man would get up and explain carefully to the audience what he had said, what it meant and how good it was.

He made me think before midnight when I was finally called upon to talk to an embalmed and paralyzed audience, of a friend of mine. James Whitcomb Riley was talking to me about him. He is one of these friends of the kind we can't be delivered from. After he had done you one favor you realized that if he did you about one more you would have to leave town or another favor would ruin you.

He had attempted to be very kind to Mr. Riley and he had made an awful mess of it. Riley talked about very little, but he said, "The fellow is a pale-gray ass."

I said, "What do you mean by a pale-gray ass?"

He said, "One who has been an ass a long time."

So, I am glad we haven't that kind of a toastmaster tonight. We are all in luck on that account and to that extent.

I like to have kindly things said about me and I certainly agree with everything kind that Mr. Joyce said about me. No argument can be started along that line. The Bible tells us that the Lord loves to be praised. It didn't need to go into say we were made in his image because we all like it.

Now, I am not going to inform you people tonight on any subject whatever. That isn't a threat, that is a promise. I have a lot of excellent reasons for not giving you information. One of the first reasons, in fact, the great, big, basic reason, and the inclusive, underlying reason, and the whole mess of reasons is that I don't know anything on earth to tell you.

I don't want this to get out because I would be ruined if it did get out, if it became known generally. I would be out of business. But the fact is, just here among ourselves, I don't know any more than you do. If I did know anything you didn't know I wouldn't tell you. I wouldn't believe in any way to get along pleasantly with any people is to tell them things they already know, and they will think you are smart because you know the same things they know.

One of the reasons I don't attempt to hand out facts on an occasion of this kind, or any other kind, is that I am mighty uneasy about facts. This thing of getting up and saying the thing I am telling you is a fact, is a reckless procedure. It assumes, in the first place, that I am a lot smarter than you; I know things that you poor worms could never find out if I didn't tell you.

Now, that takes a lot of nerve. You have had the same chance to find out things that I have had. If you haven't found them out that way you are too dumb to tell anything to.

One of the reasons I don't attempt to hand out facts is that I am leery about them. I have seen so many facts that quit being that way, they got over it after a while. A thing is a fact because it is a commonly accepted truth. We believe it, therefore everybody believes it. We accept it as a fact, therefore it is a fact.

There used to be a time when tomatoes were rank poison. They put them up on the mantel to look at, and they were regarded the same as drinking a tumbler full of potassium cyanide and following it up with a teacup full of carbolic acid. It was the same thing with the tomato. But that isn't a fact any longer.

We were brought up on the slogan "Swat the fly." Now what do they tell us? They say, "Find the breeding places and destroy those. Paint everywhere you can, but for heaven's sake don't swat the dirty thing. You scatter the disease germs all over the place."

Facts won't stay that way. They get over it after a while.

An eel that has just had a bath in olive oil is a non-skid proposition compared to a fact. I am afraid if I did get hold of a fact I might slip somewhere. I might not remember the accurate fact. My memory isn't guaranteed. I never took one of those memory courses in my life. I saw that if I could remember all the things I had to remember to get that first lesson, I didn't need the course. I had no trouble remembering anything I wanted to remember, but I never could remember what they wanted me to remember it by. That is what bothered me.

When you get those systems down it is fine, but they are liable to desert you and leave you in a pickle some time, they will break off and leave you when you need them most and are depending upon them.

A friend of mine met a friend and said, "You know my memory is shot. It's a total loss without insurance. I have been boarding at the same place ever since I came to this town. This morning I tried to remember the name of that landlady, but to save my neck I couldn't remember her name."

"That is worse than I thought it could be, but don't worry, or you will go batty. If you get nutty they will lock you up. You will run around loose a long time with a poor memory, but you go crazy and see whether they will do anything to you.

"Besides that you don't need to worry about a little thing like a loss of memory. You see these people writing systems base it upon the association of ideas. You take the little thing you want to remember and attach it firmly in your mind to some intimate thing in your every day life and you can't forget it. Then when you think of the intimate every day thing it pops this other thing and you remember.

"So you will not misunderstand, I will demonstrate. I boarded there awhile, and I know that the name of the widow was the old captain who used to run a steamboat which had on it 'Drummock.' You cast there, don't you? Here is a hot scheme. Mrs. Drummock fills the stomach. You don't forget your own stomach, when you think of that name up pops the name of this woman."

He said, "You have tided me over a tough piece of sledding. I am going to join this memory class."

He went out saying it over to himself like a litany. He went to bed and when he woke up in the morning he was still happy because his troubles had gone. He walked roundly into the dining room and said, "Good morning Mrs. Kelly."

There are other memory systems less intricate, but more dependable than that. I defy anybody here to follow the ramifications of the memory system that had been adopted by the fellow in Baltimore.

This fellow in Baltimore had been drinking something, I don't know what it was, neither did he. It was valspar or japalac, or some other interior finish that resists water. He went into a drug store. Just as soon as he got in there he noticed a showcase that seemed restful and uneasy and dissatisfied and was moving about. He went and leaned up against it to steady it, or if it was going anywhere he was going to go about with it.

After a while the druggist said, "What can I do for you?"

He said, "It depends absolutely on what you've got."

When the druggist replied, "We have most anything here you would look for in a well regulated, law abiding pharmacy. We have a full line of toilet articles and smoking materials and stationery."

He said, "You haven't told me anything. I came in here for a specific article and I have forgotten what it is. If you will just name over every little thing you've got in the place, I will tell you when you name it."

The druggist said, "That will be all right, but there are so many little things I might overlook the very one you are wanting. I would like to do it, but it might not work."

He said, "I understand, your point is well taken, but if you can't do that, name the Great Lakes."

The druggist said, "What?"

He said, "You heard me the first time; I said, 'Name the Great Lakes.'"

The druggist said, "Well, there's Superior and Huron and Michigan and Erie."

The man said, "Stop; the one I want is Erie. That's the one. What is the name of that fighting guy on Lake Erie? The fellow who said, 'We have met the enemy and they are his'n?'"

The druggist said, "You must be referring to Commodore Perry."

The man said, "That's it. Give me 10 cents' worth of paregoric."

I am afraid if I got hold of some perfectly reliable facts that would be kind to me and stand hitched till my train leaves town, I might get them mixed. Terrible things can happen from getting things mixed.

I know a young lady. This young lady (this is a story) was really too stout to have even thought of rolling 'em down. She should not have done it. It was an anatomical error on her part. She picked the habit up from some skinny flapper and she rolled them.

She was a little nearsighted, too, which made the case worse. When she went to a shoe store and asked the floor walker where to get what she wanted, he showed her to a seat.

Suddenly a baldheaded clerk knelt down and commenced to unfasten her shoe. She looked down and saw his head and pulled her skirt over it.

Getting things mixed up has dreadful results. I know of a young man who got things mixed up. I suppose he never will live down the disgrace he feels about that.

This young fellow was about sixteen or seventeen. That isn't an age, it is a disease. He went out one evening with a friend of his of the same age to the home of a beautiful friend, and they asked this fellow to ask a blessing. They knew he had been brought up in a religious home and they took it for granted he had been taught to say grace at the table. He hadn't.

Right there, without any warning at all, they asked him. It scared him to death. He didn't know what to do, he was too scared to excuse himself, he just blurted out something. He didn't know what he said, but he knew from looking around at the others that something was wrong.

He didn't enjoy his dinner and he wanted to go home. As soon as he had gulped the last of his frozen Alaska, or whatever it was, he beat it and took his friend with him.

He said, "What on earth did I say when I asked that blessing?"

His friend said, "You said enough."

Another one said, "I'll tell the world you said plenty for one evening."

He said, "Well, what was it?"

The other said, "You said, 'Lord we thank Thee for these Thy many sins, bless them for our use, and forgive this food for Christ's sake.'"

Another reason that I don't attempt to instruct you at this time, is that I don't take myself seriously enough to instruct my fellow beings and tell them that here is a golden truth, you never would have gotten it except from me.

You know that I take the thing I attempt to do as seriously as any human can take his job, but not myself. In that way lies madness.

When I used to work on the Los Angeles Herald a good many years ago some wise wag had taken into his office a large piece of blue chalk. He had written "The Editorial Room" across the wall and had put this epigram there: "Blessed is he that taketh himself seriously, for he shall create much amusement."

You know just as well as I do that the most ridiculous person in this ridiculous world is the mere human who has somehow or other gotten it into his otherwise utterly untenanted skull that he has an intrinsic value greater than that of the other poor things about him.

Think of that for a minute. There is no such thing as intrinsic value. Intrinsic value isn't the kind that humans have or can acquire. The only kind of value is a relative value coming from the idea in ideals he represents in the world. Ideas are eternal. They come along and we little humans, that we are, pass them on from one generation to another. Death wipes the label off after it has faded and life pastes more and finer labels on that ideal.

The greatest thing any human being can hope to be at his very best, is to be a temporary label on a permanent and worthwhile ideal. The human being who hasn't an ideal that means more to him than his own life amounts to at least 33⅓ per cent less than a cipher with the rim rubbed out.

Egotism is the anesthetic Nature gives to deaden the pain of being a damn fool.

The most egotistical person I ever heard was a young man who, whenever his birthday came, sent his mother a telegram of congratulation.

It takes a whole lot of nerve in these days and under this present administration, to get up and make a speech in public. Or, ostensibly to make a speech. What I do isn't making a speech. I don't make them and they aren't speeches.

It makes me think of a friend of mine who visited the army cantonment. He liked the hash. He asked the cook how he made the hash.

The man said: "You don't make hash, it accumulates."

It takes courage, as I say, under this administration, when the people of this country showed last November the favor they are willing to tender to a man who has exhibited the intelligence to keep his mouth shut.

Mr. Coolidge is so quiet we could almost call his salary "hush money." So many people attribute that silence to ignorance, but all of us know that isn't the effect ignorance has on people. If it were, you would not get any after-dinner speakers at all.

Another reason I don't attempt to instruct you people is that although information and intelligence are sadly needed by the whole human race, including you and me, that is not our greatest need. Our greatest need is the inclination to use the intelligence we have and to take advantage of the knowledge we have. We have a whole lot of intelligence that we never use. The region north of the human ears is the greatest abode of the unjoined that has ever been known at any time.

None of us live up to half of the intelligence we have.

A farmer made an answer one time to a man soliciting subscriptions for a farm paper that hit off the whole human race.

"What do you want me to subscribe to that thing for?"

"You will be able to farm better."

"I don't farm half as good as I know how now."

He hit the whole situation right there.

Mark Twain said we always learn something from every experience but seldom the specific thing that experience was meant to teach us. He said: "I had a cat that sat down on a hot stove. What he should have learned from that

was not to sit on a hot stove. That was not what he learned. He learned not to sit on any stove."

And when it comes to acting on the knowledge we have, how we do gather up and have indignation meetings about something that is wrong, some public outrage. What do we do? We meet and indignate. And we go home and that is all we ever do about it.

In that respect it reminds me of a little dog down in a southern Tennessee town. I don't know where it was, must have been close to Dayton because he was a silly dog.

One hot August day, a grilling hot one, he was sitting out in the middle of the street where the sun was hottest, with his nose pointed to the sky, howling his little heart out. A stranger heard and saw this dog and he said to a native, "What is the matter with this dog?"

The native said, "Hookworms."

"That isn't painful, is it?"

"No, it ain't painful itself, but that dog there is setting on a sand bur, and it is a whole lot easier to holler than it is to more."

That dog qualified for membership in the human race by exhibiting that brand of intelligence right there. We all know a great deal better than we do all of the time.

I don't want you to think the reason I don't teach you something is because I am just dumb. I am not as dumb, I hope, as the fellow I heard of recently. There were a bunch of brokers getting together every midday and they would talk over things and bet on any subject. They would bet on anything, no matter what it might be. You couldn't scare up any subject that they wouldn't bet on.

One of them was holding forth one day at great length with great enthusiasm about what a dumb fellow he had met that morning. "Honestly, I bet he is the dumbest man in the world."

One of the fellows said, "Oh, I don't know if this bird you are raving about is the right man. Is he in his right mind?"

The other fellow said, "Yes, he is, what there is of it he is in it."

"Well now, if this fellow isn't crazy I will bet you a thousand dollars I can name you a dumber man than he is."

He thought that over for a little while. Went around it and saw no strings to it. "I will just take you," he said. Each man wrote his check for a thousand dollars and they placed it in the hands of a trustworthy stakeholder.

"Now come on, name your dumber man."

"Your brother, George."

"Hell, take the money. I didn't know you knew George."

I am awfully proud to have your attention at this time of night and under these circumstances when the end of a hard week is drawing near and you have a splendid speaker to follow me. I appreciate your attention; that is, your apparent attention. I don't know whether I have it or not. I used to think when people looked right at me and nothing else when I was talking that they were thinking about me and what I was saying, but I am too old to be kidded now. Why, you know yourself when you are looking at that fellow and he is telling about that operation at Rochester, Minnesota, or somewhere, that you are not listening to him. Huh! No, you aren't. You are just waiting until he gets through so that you can give your organ recital.

I had an example of that kind recently that impressed it on my mind how untrustworthy a thing apparent attention is. I used to have a friend who lived in Pittsburgh and who could tell a wonderful story. He had to. He was claim agent for the American Sheet Steel Company. One time he was visiting at the home of a friend of his at Apollo, Pa., and sitting in the backyard under the shade of the old family apple tree with the little daughter of the family, four years old, sitting on his knee, telling her the story of Goldy Locks and the three bears, and she was listening.

Oh, wasn't she listening! Her lips would wiggle every time his did. He thought, "My gosh, I have just got this child hypnotized. It is a shame. I can mold her little white soul like wax to my will."

So impressed was he by this undivided attention that he stepped on the gas, he made such a story of Goldy Locks and the three bears as never before was heard under any canvas. When he finally dropped the last golden triumphant word, she said, "When I eat grapes, I spit black."

And now friends, I am going to draw this to a close. Don't let any wild thrill of joy run through you; I am not going to turn Dr. Vinson on you right away. I know you want to hear him. I am going to keep you from it a little while, sort of tantalize you. I am not going to quit suddenly. I don't like to quit suddenly, might strip a gear or burn out a brake band.

I am going to dwindle this off. You may not think I can dwindle this from where I got it now. Well, you watch me. I wield a mean dwindle.

I want to tell you why I talked so long when I got started, because, you know, I am a man of family and I just left home. And I am going home again soon. I have got to say something where somebody will listen. Just been bottled up long enough.

You can go away from home and get yourself put up on a pedestal and kid them along, but you can't do that at home. They know you too well. An expert has been described as any common person away from home. I don't think the definition is a bit bad myself. You know it worries me a whole lot. I get spoiled rotten as you spoil me right now by listening to me and I go home and then it is all off. And it worries me when my people treat me as if I were some ordinary person. It is terrible. Almost impossible to stand it sometimes.

Some time ago I thought I saw a light and I thought I saw a chance to make them appreciate me. In my mail one morning I found a great big square envelope and in the upper left hand corner it said, "White House." The man who was then President was my friend. I loved him very much, but I thought he was paying no attention to me—he had enough troubles without me. But when I opened it there was an invitation to bring my family over to have lunch at the White House the following Saturday. How would you have felt if you had received that in your mail? That is just exactly the way I felt.

And I said, "I will show this family of mine who is who." So I called for my home number on the 'phone, and through some oversight at the switchboard I got it. And my daughter, then flapper age, answered the 'phone.

"Bill, how would you like to go and have lunch with the President on Saturday?"

She said, "President of what?"

I said, "President of the United States."

"Mother, come to the 'phone; pop thinks he is funny again."

You know, it takes a great deal more courage to be the alleged head of a family than it used to. We used to be able to hold them off at arm's length with a thing called "parental dignity." That is out! Our children see through us now with X-ray eyes. They are closer to us than they used to be. The bluff is gone. The deception, if any really existed, is gone. In order to make our children believe we are decent, we have to go to all of the trouble of being decent. In order to make them think we are intligent we have to be intelligent. In order to make them think we are wise they think we are, we have to be wiser than they are. In order to make them think we have a religion, we have to live a religion in their presence and in their sight all of the time. It doesn't do any good to send children to church and Sunday school—not a bit. All right, to take them, though. Don't do any good to send them—it doesn't. They understand us now. They understand us very well, indeed.

I have a boy at home who is just at the age where, by the exercise of a great deal of self-restraint, I refrain from killing him. One of the restraining influences is a keen memory I have that when I was that age nobody killed me. You can't tell him anything. It is no use. He knows it already and some more—knows everything.

I am in the fix of the colored cab driver down South when a fellow commenced to talk Italian to him, just to kid him. He didn't answer. The fellow kept on talking. "Why don't you answer me? Don't you understand?"

"Don't know what you all talking about."

"Why don't you know? Ain't you got any brains?"

"I got some brains, but they ain't no use to me now!"

But you know the only thing to do under those circumstances is to stand by, and when they come up for air tell them things and be their best friend on the face of the earth through it all and things will come out as they should. The Lord Almighty sends every fellow through that fool stage, nobody knows why, but He sends them through it, and they live through it. You know, the older we get the less we know for sure. That is a rotten prospect to hold out to some of you that don't know much now.

This boy of mine, I want to tell you in conclusion—that is, I don't really mean in conclusion, that is just to get you to stay—want to tell you something about that boy now. This is absolutely confidential and private. Wouldn't have this get out. Just like members of the family, you know.

There are lots of ladies here, I know, but I am going to talk as plainly as if you were debutantes.

This boy of mine was born on Christmas. I told a number of intimate men friends of mine about Baltimore, men of family to whom I could discuss those things with impunity, that we were going to have a boy on Christmas. They thought I was joking. Among others I told William H. Huse, who is now general passenger agent of the B. & O. system, and then was assistant general passenger agent in full charge of all time cards and schedules. And I said, "Bill, did I tell you we were going to have a boy at our house on Christmas?"

"Yes, I think this is about the third or fourth time you have told me."

"Well, Bill, don't get nasty about it, because I mean this, and you mustn't be ugly."

He said, "Well, what do you know about it?"

I said, "Watch the calendar and the papers. That is all I have got to say."

The boy was born at eleven o'clock Christmas night, and the next day the newspapers carried a double head story on the front page. Bill called me up. I knew he would.

"What is this I hear about this kind of a wizard are you? I have been through these scrapes myself."

"Bill, in the business I am in, schedule means something. If I worked for the B. and O.—"

He said, "Go to hell."

But now, in actual conclusion, I am going to tell you something. You know that boy came to me, when I was just the age that my father was when I came to visit him. When I looked at him, that little rascal, that little bundle, I knew instantly—I should have known it before, but how many things in life our lack of intelligence prevents our knowing until we experience them, actually—I knew then what my father had thought and felt when he looked at me and there was a thrill that went through me and made me wish I had him back to tell him some things that wisdom had come a little bit at last. And with this feeling, looking towards the past and the future, and they were particularly clear to me, I wrote this that you may carry away in your hearts as you listen to the next speaker:

Come, boy to your dad,
Let me tell you some things of the man
Who loved me as I am now loving you.
For he heard a pendulum heavy that swung,
Back forward and back as it measured my
And tonight mine has swung far away too.
It is time when your Dad had a lad just
As you have, my son.
A lad to whose arms I was welcome to climb,
When his day in the sunned or meadow
Was done.
I creep now the arms that were stronger,
My lad, and the hands, oh, so gentle, were
Harder than mine.
For the world had been harsh with the Dad
of your Dad.
Yet I wish that my soul was as tender and as
fine as the one roughly clad in that body
of his
That so lavishly gave of his strength for the
one who now shelters you.
And my prayer's burden is that you may
think thus of your father, my son.
What I have gained, I have gained, his the
heavier cost.
He in embryo held all of the things I have
done.
Yet I fear, gravely fear, there are things I
have lost.
That may diminish the triumph of my son.
So lie cause, my man, there is so little we
know.
Except that I love you and you can love me.
And I smile with content that you are loving
me so,
And I am glad in that love, as my Dad used
to be.

Toastmaster Joyce:—I am sure you will agree that Mr. Gillian has the facetious fancy. His reference to the next speaker in the memory system reminded me that my introduction was not quite complete. I was like Mark Twain who went to make a call one time without his necktie. When he got home his wife reproved him for going without his necktie and he sat down and sent the lady of the house his necktie with a note, saying "This makes my call complete."

In thinking about the next speaker I am reminded that when he came into parlor A I introduced him to some friends of mine as Dr. Vinson, and one man called me to one side and said: "What kind of a doctor is he?" And Mr. Gillian overhearing the remark told me this story. He said that one time there was a boy whose father was a doctor, and his chum said: "Sam, your father isn't much of a doctor, is he?"

"Sure, he is a good doctor."

"Well, what kind of a doctor is he?"

"Why, he is a medical doctor, of course."

"Well, can he cure things?"

"Sure, he can cure all sorts of things."

"How does he do it?"

"Well, my father takes and gives them something that throws them into fits and he is hell on fits."

Now the next doctor is not a medical doctor. He was graduated at the Union Theological Seminary. He is an educator. And Cleveland is very fortunate in having Dr. Vinson as the head of the great Western Reserve University. Dr. Vinson came to us from Texas, from the great open spaces, where men are men. He has a wonderful vision for a great university for Cleveland. He has taken a prominent position in our great city as a leader of educational thoughts and ideas. He has gathered around him a group of men who are interested in putting over his great ideas for the development of this university.

I think we are very fortunate in having with us tonight a man of the character and reputation of Dr. Vinson.

Among the other notable positions that he holds is that of director in the Carnegie Foundation.

Dr. Vinson has established a hold upon the hearts and minds of the people of Cleveland. It is really wonderful in view of his short time among us. And I take great pleasure in introducing to you tonight Dr. Robert E. Vinson, who will speak on the subject, "Painting the Town." Dr. Vinson.

"Painting the Town."

Dr. Robert E. Vinson:—It wasn't only in Parlor A today that the kind of doctor that I am was mistaken. I was in a certain place in this city today when a man came up to me who had heard other people calling me doctor, and he pulled me off into a corner and he said: "Doctor, I have a little cold in my chest and I'd like to get you to give me a prescription for it."

I said, "What kind of a prescription do you want?"

"Well," he said, "I would like to have a prescription for a little good liquor, if you can give me one, because I think that is the kind of prescription that will cure this cold."

"Well," I said, "I am awfully sorry, but I am not that kind of doctor."

And then, you know, he just left me. He didn't have any further use for me at all. It didn't make any difference what kind of a doctor I am. I might be a thousand dollar, second kinds of doctors, so far as that man is concerned, but just not the doctor that he needed or that he wanted at that time.

And that mistake, that that man made, is just the thing that I said to Roy Robinette the other night when he called me up to speak at this convention of the Paint, Oil and Varnish Association of America. I said, "Man, I never painted anything in my life. I did once try. I bought a gallon of paint and undertook, under the direction of the lady who lives at my house, to paint a certain thing that she wanted painted, and I distributed that paint all over myself in various ways, got little or none of it upon the surface that it was intended to cover and wound up by having a case of painter's colic and decided that that was not the kind of job. I was cut out to do. And from that time to this paint has never interested me very much."

"Well," he said, "we are going to have a humorist on the program—and I am wondering ever since just why he said that; whether he meant by that that it was either unnecessary or impossible for me to be funny. He has known me for about three years and I am inclined to think that he meant that this should be applied in both ways; that you would have a humorist and that it wouldn't be possible for me to be funny anyhow.

A college president isn't expected to be funny. The average man's opinion of a college president, I think, if you could just get him to express himself where a college president could hear him, would be "rather marvelous thing." Certainly, they would not class the average college president as being at all a human creature.

But Roy is a good friend of mine and insisted that I talk and that I talk to you about something. This subject that is given on the program tonight I think sprang out of his fertile imagination. I assure you that I have never painted the town in the sense in which that expression is ordinarily used. I haven't tried to, haven't devoted myself to that sort of thing.

And then I began wondering to myself just what sort of part will I play in a paint, oil and varnish convention anyway. I don't know anything about paint, and I never used any paint in any way, and what could I say that would be applicable to an audience of paint, oil and varnish people? And then the case into my mind a time when I had to speak before the Texas Cattlemen's Association, and I was about in as great a quandary on that occasion as I was on this, until finally it occurred to me that I might qualify for membership even in the Texas Cattlemen's Association. And I told them that in the job that I was undertaking to conduct from day to day I was in charge of around five to six thousand active Texas young men and women that I had been accustomed to seeing them mill around a great deal about nothing and then when they were called into my office to be desciplined for it to shoot the finest line of bull that I had ever heard anywhere. And they immediately elected me an honorary member of the association.

And I thought that it might be possible for me to qualify in the Paint, Oil and Varnish Association of America, because I began to study paint. I thought I ought to know something about the things that interests you so much; the thing that can bring a great group of men like this from all over America to this city to remain here for a week, discussing the problems of their industry, and if I could just get some hold upon the thing that after all is fundamental in this paint, oil and varnish association, that perhaps I might not find it quite so far removed from the kind of thing which I am doing in undertaking to bring up young America, as at perhaps first thought one might suppose.

And as I began to look into the paint industry I went back and undertook to trace the history of the paint business in the world. I haven't been able to find a single solitary thing in any encyclopedia or any book that I have studied about when it was that men first began to put paint upon a house or upon anything in order to preserve it. I don't know, I hope some of you do, and that somebody can give me this information which I have been trying for the last two weeks to discover. But I did find something about it.

I found out, for instance, a pretty good description of what real paint is; that real paint has about five things that enter into it. There is, in the first place, what you call a base. That is the thing that does the work. That is the thing that protects the surface upon which the paint is applied.

The very application of which to the surface to which it is to be applied all of the other elements in the paint really exist.

"Well," I said, "that is very good to find something like that, to find that all good paint must have a base."

Well, I think, I could tell you what those bases are, but I am not going to do that, you know that I better than I do.

And then I found in the second place all good paint must have what you call a vehicle; that is, it must have some means of getting over, some means that will enable you to apply that base to the surface to which it is to be applied. It must be something that will hold the particles of that base in suspension and enable you to put the base where it belongs, where you want it to go, so that it may do the work that it is intended to do. And I said, "That is good, too."

And then I went on and I found the third thing. I found that there should be a solvent in any good paint. You must have a base, and you must have a vehicle, and then you must have a solvent or a diluent or a thinner, as you call it perhaps, that will enable you to apply uniformly, that will enable you to spread it over the surface in a smooth and more less beautiful fashion, so that all of the surface may be covered. And that the base again may be able to do the work that it was intended to do.

And then I found in addition to that that every good paint must have what you call a drier in it, otherwise it would be gluey, it would be sticky, it would be nasty and it wouldn't last, it wouldn't stay on the surface unless you can quickly dry it on the surface, so that it may have an element of permanence in it.

I said: "Now, that is fine to get hold of any industry like this, a thing that has something so essential that it wants to accomplish, a certain purpose within, that has been able to find a certain vehicle, that will hold these particles in suspension so that they can be applied, that can go on and discover a solvent that will enable you to apply it uniformly, and then that can find the thing that will fix it there and to keep it there for years and years, so that the work will be lasting. That is fine."

And then I found another thing about it. That you have what you call pigments or colors in your paints. It is understand it aright, color hasn't anything to do with the quality of the paint at all. It is a thing that exists for another purpose altogether. It doesn't add anything to the quality in the base; it doesn't give you any greater or uniformity of solvent; it doesn't act as a drier. The only thing that it does do is it adds to the beauty of the world, to the beauty of the surfaces to which it is applied. If all paints were the same color, our cities would be cold, drab, dull looking places. You put pigments in paint simply because of the fact that there is something in man that asks for beauty, and that must have beauty. And there you get the qualities that enter into the making of paint.

And I said to myself: "That is exactly

what we are trying to do in education in America, precisely that."

What is the base of all education in America or anywhere else? What is the thing that these schools of ours are undertaking to do? My friends, we are undertaking to do just one thing; we are undertaking to get the truth over to the population of this country of ours; the truth so far as man knows the truth. We are undertaking to go back and take the sum total of all that man has learned, of all that man has discovered and are attempting to mediate that truth over to the human race. Consequently, the base of this educational paint with which we are painting our civilization which now exists and which is to exist in the years to come—the base of that is the truth which man has discovered and the truth which man may discover.

And then I thought about the other side of it. Abstract truth doesn't get anywhere in this world. It is only truth that is held in suspension, only truth that is put up in such form as that it can be applied to human conditions that ever gets anywhere. That is the reason why, if you will permit me to talk shop for just a moment, after all the effort that God had made to make Himself and the truth or righteousness which is innate in the heart of every man, to make that apparent and applicable to the human race. That is the reason why at last He Himself undertook to come as a man so that the truth which men were to learn might be mediated over through man, so that God in man might be the greatest revelation of God to man.

And I said to myself: "That is the vehicle of this truth; the vehicle of this truth that the educational system of America is devoted to and endeavoring to apply to American situations; the vehicle of it is the whole younger generation of America who are coming on. That is the vehicle, that is the thing, the place, where the particles of this base are held in suspension so that they may be uniformly applied to human life."

And then that third thing, that solvent. You know the paint that doesn't have a solvent in it, the paint that doesn't have a thinner, can't be applied uniformly. You can't make a smooth surface out of it. You can't cover, you can't protect as you can when you put the thinner in it. You put it in for that purpose. What is the solvent here in this? The solvent is the whole American educational system, all the way through. It is the American educational process.

You know, to just hand out truth to people in great chunks doesn't get anywhere. This business of acquiring truth is not an act, but it is a process, it is a life-long process. Man must always be engaged in getting ever more and more of this thing in his life.

And so the process as it goes on from the very beginning to the end of the child who take a little, can accommodate to his mind, to his mental development, to his understand, to his experience and his ability to take it, and so on through the life of manhood.

And then you come at last to the drier, to the thing that makes it stick. And that thing, after all, is when that individual who has taken the particles of truth which he can hold in himself in suspension, then gets out into life and puts it into application. It is the shock of the practical living that men and women do that after all in the last analysis tests the amount of truth that every individual has been able to take into himself.

Why do you paint a house? Why and what is the whole object of this process? You do it for just two reasons. You do it first of all to protect it. And you do it in the second place to make it beautiful. I wonder if the people in America really understand how much the growing intelligence of this country really protects American life against things that otherwise in their ignorance they could not be protected against.

The State of Texas, when it was a republic, elected as one of its early presidents—the second one, if I am not mistaken—a man by the name of Lamar, and that man in his inaugural address gave expression to a sentence which later on by the University of Texas was taken and has been from the very foundation of that institution down to the present day printed upon the inside cover page of every publication that that institution has sent out to the world. And those words are these: "Cultivated mind is the guardian genius of democracy and when guided by virtue it is the only dictator that free men acknowledge and the only security that free men desire."

I have never read nor heard anywhere, put in so small a compass, the whole philosophy and object of education as that man put in those few words: "Cultivated mind is the guardian genius of democracy and when guided by virtue it is the only dictator that free men acknowledge and the only security that free men desire."

When the time comes that we can cover the whole surface of American life with truth properly resolved, practically applied and beautified, with the pigments that belong to its own inherent character—when that time comes, we shall have a citizenry built after the fashion that must have been in the mind of God when man was first begun, and we shall have a commonwealth that will be perpetual in its endurance. I thank you.

Toastmaster Joyce:—The time has now come for one of your directors, Mr. Cheesman, to announce the winners in the attendance contest. Mr. Cheesman will now announce the winners of the contest and present the banners. Mr. Cheesman.

Attendance Banners Awarded.

F. P. Cheesman:—It has been said that brevity is the soul of wit, and I think Dr. Johnson is a very witty man. And when he forgets about his Western reserve, we will be very glad to have him come East and become an apostle of paint for us.

Before announcing these prize winners, I just want to say that I am here with sorrow in my heart, because the committee had in mind at the start that these prizes should be given to the ladies, and they appointed a sub-committee who, at the Wednesday evening session, took a survey of the ladies, and when they reported to the donor he threw up his hands because he said we needed not less than 600 prizes for excellency and beauty and that being in the neighborhood of $50,000, and although the Oil, Paint and Drug Reporter is wealthy, he couldn't stand for that, so we had to turn to mere man. And if there is anything I hate to do, it is to give a prize to another man.

And right here, as we have no speaker to the ladies tonight and as I was made poet laureate and crowned as such last night, before I go into this toilsome task

I am just going to gave a poem. I thought the toastmaster was going to rob me of the honor, and he came pretty near close to it, but as I gaze at these batteries of fair eyes as they look up into some one else's, I can't help but think of that poem that Byron wrote:

Had I met thee in thy beauty
When your hands and hearts were free,
When no others claimed the duty,
Which you should have given to me.
Had I met thee, had I won thee,
O, how sweet would have been my fate,
For thy beauty has undone me,
I have met thee, but, too late.

The winners of this year's prize banners are the following clubs:—

First class (less than ten accredited delegates)—Atlanta Paint, Oil and Varnish Club, 91 percent; twenty-eight clubs competed.

First class (second prize, awarded because there were no contestants in the third class)—Milwaukee Paint, Oil and Varnish Club, 58 percent.

Second class (ten to fourteen accredited delegates)—Paint and Oil Club of New England, 67 percent; five clubs competed.

Third class (fifteen to twenty-nine accredited delegates)—no contestants.

Fourth class (thirty or more accredited delegates)—Paint, Oil and Varnish Club of New York, 41 percent; two clubs contested; 41 percent and Chicago, 18 percent. We therefore regretfully have to consign the banner to New York.

The figures of the other clubs ranged from zero to something a little better. They will be duly recorded in the archives and sent to the respective clubs.

Toastmaster Joyce:—And now we come to the last speaker of the evening, the president-elect of the National Paint, Oil and Varnish Association, Inc. The president-elect is a very human sort of a person. In Cleveland we regard him as a sort of genius. He is the president of the Rotary Club. He is the president of the Lakewood Board of Education. And now he is the president of the National Paint, Oil and Varnish Association. He earns his living as president of the Tropical Paint and Oil Company.

I said he was a very human sort of person, and I got this impression because one day last summer he played out at the Country Club where some of you gentlemen played golf this week. It was a beautiful day, and that little stream meandering down through the course was running along merrily. And on the second hole he got a good brassie shot. And as he walked over the little bridge, he said, "What a beautiful brook and what a wonderful day."

He went on and on the third hole he went into the creek. He went into the creek again on the sixth hole. Finally when he got to the 17th hole he was all set for a powerful drive and he drove into the creek again, and he said: "There goes that ball into that damn sewer."

Now you can appreciate that he is a very human sort of a golf player, and a very human sort of a man. We are very proud to have the president-elect a resident of Cleveland. We all regard Mr. Robinette as a man who typifies all that is best in the paint and varnish industry. And I take great pleasure in introducing to you the president-elect, Mr. Robinette.

(The audience arose and applauded.)

The New President Speaks

President-Elect Robinette:—I am not president of any college, and I am I a humorist. And as I looked through the year book the other day to see what it had been customary for presidents-elect to say and do at the annual banquet, I made up my mind that there was little that they could do except to present themselves and let the crowd look over what they had picked out for the next year.

I am not going to undertake to tell you anything; for when a humorist can't do it and get away with it, there is no chance for me. I should fear that I might find myself in the same position as the colored cavalryman who said to one of the other troopers: "How come you teach dat dar mule dem tricks?

The other cavalry man says, "Dat's easy. You has got to know more den dat dar mule 'fore you can teach him anything."

I am not going to teach or tell you anything about what I am going to do.

I appreciate very much, I assure you, the honor that this association has conferred upon me, the greatest honor that it is within the power of this industry to grant, and it is my hope that in the coming year I may not betray your confidence.

This is a wonderful organization, a fine group of people. I wish you could have heard some of the compliments I have heard during the past week around the hotels where we have spent our time, or, to the fine lot of people that Cleveland has been entertaining this week.

I hardly know whether to speak to you as your president or as chairman of your entertainment committee. As a matter of fact, I can't say that I have got used to the new job yet. It seems very peculiar to me to go into executive session this afternoon where I have sat with our past president and have him sit back in the chair and say, "Mr. President, I recommend so and so." I could hardly get used to that.

Now as chairman of your entertainment committee I just want to say a word. If you can leave Cleveland tonight with the feeling that your time spent here this week has been spent profitably and you go home feeling contented and happy over the treatment you have received here, I am sure that I express to you the feeling of each and every individual member of every committee at work to make your stay what we hoped it would be, when I say, that we will be thoroughly satisfied if we know that that is your feeling as you leave Cleveland tonight.

I am very grateful, I am sure, to the association for this honor, and I look forward with much apprehension as to the things that are ahead of us for the coming year. Many things are shaping up in this industry which are going to need wise and able decisions, and were it not for the fact that I will be surrounded and helped by the ablest and most capable men in this industry, I assure you, I would hesitate to tackle the job. But I will do the best I know how and I hope that at the end of the next year I may leave the office with some part of the respect and admiration that you displayed today to our past president, Ned Peters. Ladies and gentlemen, I thank you.

Toastmaster Joyce:—We have just a few announcements of prize winners.

Announcements were made as to the bridge and golf prize winners; also with regard to dancing at Hotel Cleveland and exhibition Charleston dancing.

The meeting and the convention adjourned at 12:10 o'clock.

Those Who Attended the Convention

A

V. A. Acer, Spencer Kellogg & Sons, Inc., Buffalo.
R. F. Adams, Paint, Oil & Chemical Review, Chicago.
O. C. Adamson, Forman, Ford & Co., Minneapolis.
W. A. Alpers, Cleveland Window Glass & Door Company, Cleveland.
W. P. Allen, E. I. du Pont de Nemours & Co., Wilmington, Del.
E. W. Allen, Mark & Rawolle, Inc., Chicago.
U. S. G. Anderson, National Ultramarine Company, Cincinnati.
W. H. Andrews, A. Klipstein Company, New York.
John R. Anderson, John R. Anderson & Co., New York.
Chas. F. Ackhoff, Idependent Oil & Supply Co., Chicago.
L. F. Ahlman, Cleveland.
C. H. Armstrong, East Liverpool, Ohio.
D. C. Arnold, New York.
M. P. Ambrose, Chicago.
Richard C. Anthony, Henry W. Peabody & Co., New York.
L. K. Ayers, St. Louis.
John Ayrault, Jr., Buffalo.

B

John P. Blake, The Blake Company, Rockford, Ill.
G. S. Brooks, Chicago.
H. D. Butts, Pittsburgh.
Harry E. Baer, Toch Brothers, Inc., New York.
Benjamin F. Baker, New York.
Geo. Barth, The Bigelow Brush Company, Baltimore.
Edward F. Beale, John T. Lewis & Bros. Co., Philadelphia.
A. E. Benderlari, Chicago.
S. A. Bennett, Wilson & Bennett Mfg. Co., Chicago.
D. E. Bergen, Cook & Swan Co., New York.
E. S. Bickford, Standard Varnish Company, Chicago.
J. Bossett, Reichard-Coulston, Inc., New York.
S. B. Bowen, Jr., Philadelphia.
John F. Boydell, Boydell Bros., Detroit.
Greville M. Breinig, Breinig Bros., Inc., Hoboken.
W. A. Bridgeman, Innis, Speiden Co., New York.
E. W. Bromilow, American Can Company, Chicago.
Arthur F. Brown, Glens Falls, N. Y.
Wm. E. Burdett, Glens Falls, N. Y.
Curtis R. Burnett, American Oil & Supply Company, Newark.
H. C. Bursley, Murphy Varnish Company, Newark.
A. L. Bailey, Cassiid Oil Company, Cleveland.
A. C. Bale, Sewall Paint & Varnish Company, Kansas City.
Irving Barcan, Irving Barcan Company, New York.
O. M. Barron, St. Louis.
H. M. Barton, McPhee & McGinnity Company, Denver.
Dr. S. C. Babcock, Smythe-Copal Company, Inc., Buffalo.
Robo. A. Bautz, Bro-Bautz, Inc., Chicago.
C. A. Beach, Standard Oil Company, Cleveland.
F. A. Beer, Western Dry Color Company, Chicago.
J. C. Bennett, Wilson & Bennett Mfg. Co., Chicago.
W. C. Beschorinkin, National Lead Company, Cincinnati.
Geo. J. Beake, Briggs-Maroney Company, Boston.
Leonard Beale, Philadelphia.
C. F. Beatty, New Jersey Zinc Company, New York.
L. A. Biddle, Benjamin Moore Company, Cleveland.
W. G. Bisbee, Carter White Lead Company, Chicago.
C. H. Black, American Can Company, New York.
J. Bloch, Fred L. Lavanberg & Co., Chicago.
A. L. Boehmer, Kentucky Paint Works, Covington, Ky.
Selver Bonnie, Kentucky Color & Chemical Company, Louisville.
S. E. Booker, Peerless-Gaulbert Company, Louisville.
W. A. Borland, Drugs, Oils & Paints, Philadelphia.
J. B. Bruck, Jr., Pratt & Lambert, Inc., New York.
H. F. Bouse, Heinz & Bouse, Cleveland.
F. Boyce, Sherwin-Williams Co., Cleveland.
M. A. Boyle, Wernes G. Smith Co., Cleveland.
F. M. Brininstool, The Brininstool Co., Los Angeles.
R. S. Breckwell, Hale & Holmes, Cleveland.
Elmer R. Brooks, Devoe & Raynolds, Dayton.
Henry F. Brooks, The Henry F. Brooks Co., Denver.
H. W. Browne, Imperial Color Works, Inc., Cleveland.
L. W. Breves, The Arco Company, Cleveland.
Fred L. Brooks, The Fred L. Brooks Company, Chicago.
L. G. Bruggemann, The Valentine Company, Boston.
Wm. Bulger, Pioneer Manufacturing Company, Cleveland.
C. C. Bull, Sherwin-Williams Company, Cleveland.
E. W. Burleigh, La Clede Mfg. Company, Buffalo.
Lon Buterbaugh, Thresher Varnish Company, Dayton.
J. F. Buffington, S. M. Dell & Co., Baltimore.
E. McC. Bullington, R. McC. Bullington & Co., Richmond.
F. W. Burnside, L. C. Gillespie & Sons, New York.
James W. Byrnes, Rogers-Pyatt Shellac Company, New York.

C

F. M. Carter, Chicago.
F. R. Carruth, American Wallpaper Company, Chicago.
F. O. Case, International Lead Refining Company, Akron.
L. C. Cathinson, Detroit.
J. L. Coffey, Atlanta.
B. J. Cassady, Pittsburgh Plate Glass Company, Pittsburgh.
R. L. Cathcart, New Jersey Zinc Sales Company, Pittsburgh.
H. M. Clements, Clements & Sons, New York.
A. E. Cole, Sterling Paint & Varnish Co., Boston.
V. L. Collinson, Baker & Collinson Company, Detroit.
G. W. Cooke, Frederick A. Stresson-Reuter, Inc., Chicago.
Edward J. Cornish, President National Lead Company, New York.
Wm. H. Coyne, Philadelphia.
A. Y. Crary, Continental Can Co., Chicago.
W. H. Crawford, Isaac Winkler & Bros. Company, Cincinnati.
G. C. Cunningham, Pioneer Paint & Glass Co., Omaha.
K. C. Currier, Hansen Paint & Glass Company, Sioux City, Ia.
W. W. Cady, Manning Abrasive Co., Cleveland.
Colonel P. H. Callahan, Louisville Varnish Company, Louisville.
Henry L. Calman, Emil Calman & Co., Inc., New York.
P. E. Cole, General Naval Stores Co., Chicago.
C. A. Campbell, Acme White Lead & Color Works, Detroit.
Chas. E. Carll, Cleveland Varnish Co., Cleveland.
Robt. Cary, Geo. B. Cary & Son, Inc., Chicago.
C. V. Casper, Pittsburgh Plate Glass Co., Pittsburgh.
P. H. Cathcart, Titanium Pigment Co., Inc., St. Louis.
K. E. Champ, Lincoln Oil & Paint Co., Cleveland.
M. T. Chapin, Billings-Chapin Co., Cleveland.
H. S. Chatfield, Keschler-Chatfield, Shellac Company, New York.
Frank P. Cheesman, Cheesman-Elliott Co., New York.
Sam B. Childs, J. C. Pushee & Sons, Inc., Boston.
Geo. H. Chipman, Samuel M. Bell & Co., Inc., Baltimore.
Chas. G. Chopp, Worlds Products Trading Company, Cleveland.
F. M. Clapp, Ohio Varnish Company, Cleveland.
Allen W. Clark, American Paint Journal Company, St. Louis.
Charles Allen-Clark, American Paint Journal Company, St. Louis.
Cummings C. Clark, American Paint Journal Company, St. Louis.
R. J. Clemens, Standard Glass & Paint Company, Des Moines.
Herbert G. Clopper, Newark Varnish Works, Inc., Newark.
B. W. Clingan, McPhee & McGinnity Co., Denver.
F. C. Coates, Carter White Lead Company, Chicago.
L. F. Collister, Sherwin-Williams Company, Cleveland.
A. K. Connors, Innes & Co., New York.
John Henry Coon, Rennous-Kleinle Division, Pittsburgh Plate Glass Co., Baltimore.
E. B. Gordon, Tampa Paint & Varnish Company, Tampa.
F. B. Currigan, The Lowe Bros. Company, Dayton, Ohio.
F. R. Connelly, The Valentine Company, Chicago.
C. W. Condie, Kansas City, Mo.
Chas. R. Cook, Cook Paint & Varnish Company, Kansas City, Mo.
Anthony Cosmer, Central Commercial Company, Chicago.
R. C. Cox, Krebs Pigment & Chemical Company, New York.

D

Wm. A. Dall, National Lead Co., Cincinnati.
M. J. Daly, Taylor-Lowenstein & Co., Cincinnati.
Chas. A. Darby, Jr., J. L. Whiting-J. J. Adams Company, Boston.
E. G. Davies, Easton, Pa.
H. C. Delscamp, Delscamp Paint & Glass Company, Dayton, Ohio.
J. G. Denny, Philadelphia.
F. J. Derrick, The Perry & Derrick Co., Inc., Dayton, Ohio.
H. C. Doggett, Stanley Doggett, Inc., New York.
Stanley Doggett, Stanley Doggett, Inc., New York.
J. A. Dowdy, Anaconda Lead Products Company, Chicago.
Henry R. Dowdy, Dowdy Bros., Philadelphia.
Edward R. Drake, National Association of Paint Distributors, Chicago.
L. J. Dugnean, The International Lead Refining Company, Chicago.
Carl H. Dabelstein, General Secretary, International Association of Master House Painters and Decorators, New York.
Wm. C. Dabney, Jones-Dabney Varnish Company, Louisville.
Adam E. Daum, Impervious Varnish Company, Pittsburgh.
Wm. T. Davies, Davies Can Company, Cleveland.
Franklin E. Davis, Sherwin-Williams Company, Cleveland.
G. E. Day, George Edwards Day ons, Springfield, Ohio.
James B. Day, James B. Day Company, Chicago.
Paul Dean, Rogers-Pyatt Shellac Company, Boston.
C. P. De Lore, C. P. De Lore Company, St. Louis.
P. J. Devlin, Marine Paint & Varnish Company, New Orleans.
John Dewan, International Association of Master House Painters and Decorators, Pittsburgh.
Carl Dittmen, Roessler & Hasslacher Chemical Co., Cleveland.
W. H. Donaldson, Donaldson Paint & Glass Company, Cleveland.
C. T. Draper, Draper Manufacturing Company, Cleveland.
C. H. Draper, Draper Manufacturing Company, Cleveland.
J. C. Droulliard, J. C. Droulliard Company, Cleveland.
L. M. DuCommun, Bass-Heuter Paint Co., San Francisco.
E. H. Dyer, Bass-Heuter Paint Company, San Francisco.

E

F. H. Eberman, Werner G. Smith Company, Cleveland.
D. W. Easerly, National Lead Company, St. Louis.

Milton K. Einstein, Continental Products Company, Euclid, Ohio.
R. P. Elmer, Columbus Varnish Company, Columbus, Ohio.
J. W. Elms, E. I. du Pont de Nemours & Co., Philadelphia.
R. W. Emerson, Executive Secretary, National Clean-Up and Paint-Up Campaign, Hoboken.
H. H. Evers, Herman Wolf Company, Cincinnati.
W. H. Eastman, Wm. O. Goodrich Company, Milwaukee.
Chas. W. Eastwood, Providence.
J. B. Edwards, Jr., Illinois Zinc Company, Chicago.
H. G. Edwards, American Can Company, Chicago.
T. Emmons, Columbus, Ohio.
Arthur M. East, Business Manager, National Save-the-Surface Campaign, Philadelphia.

F

D. B. Falcon, Grasselli Chemical Company, Cleveland.
J. Sibley Felton, Felton-Sibley Company, Inc., Philadelphia.
H. S. Felton, Felton-Sibley Company, Inc., Philadelphia.
Albert G. Ferbert, Ferbert-Schorndorfer Company, Cleveland.
P. A. Fernandez, The World's Products Trading Company, Cleveland.
D. W. Figgis, American Can Company, New York.
R. L. Fisher, Brinks-Spray Equipment Company, Chicago.
H. B. Fleming, Natroco Paint & Varnish Works, Tonawanda, N. Y.
Geo. W. Flynt, Morris Hermann & Co., Inc., New York.
M. B. Flynt, Robertson Paint & Varnish Company, Cleveland.
Theo. B. Fobes, The Burgess-Fobes Company, Portland, Me.
C. C. Foerstner, National Lead Company, Cleveland.
C. M. Forline, Eberson-Lindsley Paint Company, St. Louis.
C. E. Foss, Wooster Brush Company, Wooster, Ohio.
Walter D. Foss, The Wooster Brush Company, Cleveland.
E. A. Foy, Jr., Foy Paint Company, Cincinnati.
F. G. Frayser, Mound City Paint & Color Company, St. Louis.
O. T. Frick, Standard Ultramarine Company, Huntington, W. Va.
Geo. M. Ferguson, National Pigments & Chemical Company, New York.
R. J. Fowler, Barnard Porter & Remington Company, Rochester, N. Y.
G. W. Frederick, Smith-Alsop Paint & Varnish Company, Terre Haute, Ind.
C. Dunning French, Samuel H. French & Co., Philadelphia.
F. M. Frenzel, The Maendler Brush Manufacturing Company, Inc., St. Paul.
Adolph Fuchs, Imperial Color Works, Inc., Chicago.
Ralph L. Fuller, Cleveland.
E. L. Furman, Chicago.
A. G. Fairweather, Jersey City.
D. J. Foss, Wooster Brush Company, Wooster, Ohio

G

Guy S. Gardner, Guy S Gardner Company, Cleveland.
W. D. George, Forbes Varnish Company, Cleveland
H. C. Gibson, Gibson-Homans Company, Cleveland.
C. D. Giebel, Grasselli Chemical Company, Cleveland.
E. L. Ginther, LaClede Manufacturing Company, Buffalo.
J. F. Grace, Grace & Co., Cleveland.
H. J. Green, Oliver-Johnson & Co., Providence.
L. C. Green, Columbia Naval Stores Company, New York.
Hal C. Green, Tropical Paint & Oil Company, Cleveland.
Norris B. Gregg, National Lead Company, New York.
Norris B. Gregg, Jr., National Lead Company, New York.
J. G. Greive, Standard Oil Company, Cleveland.
Henry L. Grund, The Henry L. Grund Company, Cleveland.
H. L. Gallay, American Linseed Company, New York.
Dr. Henry A. Gardner, Institute of Paint & Varnish Research, Washington.
W. H. Gaskill, Hercules Powder Company, Boston.
W. H. Gerke, Indianapolis.
D. E. Ginn, Archer-Daniels-Midland Company, Cincinnati.
M. Grant, Paint Pigment Company of America, Knoxville, Tenn.
J. H. Greene, National Lead Company, St. Louis.
A. D. Graves, Pratt & Lambert, Buffalo.
R. D. Gaskill, Hercules Powder Company, San Francisco.
I. Gates, Eagle-Picher Lead Company, New York.
V. F. Gradolph, DeVilbiss Manufacturing Company, Toledo.
F. Gulgnon, Gillican-Chipley Company, Inc., New York.
F. M. Graves, McDougall Butler Company, Inc., Buffalo.
A. Gregory, Jr., Chicago.
E. Gordon, Wheeling.
M. Gulsey, Gulsey & Lambert, Inc., New York.

H

D. Hagar, Titanium Pigment Company, New York.
B. Hall, Cleveland-Cliffs Iron Company, Cleveland.
H. Hancock, Louisville Varnish Company, Louisville.
Jm. J. Harris, Murphy Varnish Company, Newark.
C. Hart, Tropical Paint & Oil Company, Cleveland.
E. Harth, National Pigment & Chemical Company, St. Louis.
G. Hascall, Tropical Paint & Oil Company, Cleveland.
Jenh H. Haskell, U. S. Industrial Alcohol Company, New York.
A. Hasse, The Glidden Company, Cleveland.
Ferdinand Hauck, Abner Hood Chemical Company, Kansas City, Mo.
W. Ajughegy, U. S. Industrial Alcohol Company, New York.
L. Hawkins, Empire Varnish Company, Cleveland.
mert W. Heath, Sherwin-Williams Company, Chicago.
D. Higgins, Hercules Powder Company, New York.
A. Higgins, Hercules Powder Company, Wilmington, Del.
Hinz, Hinz & House, Cleveland.
G. Holkeevig, Cleveland Varnish Company, Cleveland.
T. Holmes, Taylor Holmes Company, Cleveland.
L. Holmes, Hale-Holmes Company, Cleveland.
H. Homans, Gibson Homans Company, Cleveland.
Elmer F. Hopper, Murphy Varnish Company, Newark.
O. McG. Howard, Paint, Oil & Chemical Review, Chicago.
Frank G. Hubbard, Grand Rapids Varnish Company, Grand Rapids, Mich.
Joseph Hummel, Eagle-Picher Lead Company, Cincinnati.
R. L. Hutcheon, Robertson Paint & Varnish Company, Cleveland.
J. C. Halle, Hercules Powder Company, Chicago.
Beverly F. Hall, Louisville Varnish Company, Chicago.
W. J. Harding, Jr., Seminole Pigment Company, New York.
Wm. H. Harris, Ogden Paint & Glass Company, Ogden, Utah.
Geo. B. Heckel, Paint Manufacturers Association and Varnish Manufacturers' Association, Philadelphia.
Geo. B. Heckel, Jr., Paint Manufacturers' Association, and Varnish Manufacturers' Association, Philadelphia.
F. A. Hellebusch, Blackburn Varnish Company, Cincinnati.
J. F. Hemmijs, Hammer Bros. White Lead Company, St. Louis.
Henry H. Hill, John L. Whiting-J. J. Adams Company, Boston.
E. R. Hoag, Ditzler Color Company, Detroit.
L. L. Hopper, New Orleans Paint Oil & Varnish Company, New Orleans.
H. M. Howard, Thibaut & Walker Company, New York.
S. H. Hull, Carter White Lead Company, Cincinnati.
V. H. Hunter, The V. H. Hunter Company, New York.
H. E. Hendrickson, S. Winterbourne & Co., New York.
W. E. Hanes, The Fraser Paint Company, Chicago.
O. J. Hall, Cleveland.
R. H. Hanes, The Fraser Paint Company, Detroit.
F. J. Hermeyer, The Henry Hermeyer Company, Cincinnati.
O. C. Harn, National Lead Company, New York.
W. H. Hasse, Imperial Color Works, Inc., Chicago.
W. H. Hayt, Eagle-Picher Lead Company, Chicago.
W. J. Hettrick, Eagle-Picher Lead Company, Chicago.
Ernest E. Holdman, New York.
H. W. Hoarman, Chicago.
W. J. Hough, Columbia Naval Stores Company, Chicago.
H. E. Howe, Indianapolis.
Kenneth J. Howe, The Thibaut & Walker Company, Long Island City.
Frank P. Heckel, Save-The-Surface Campaign, Philadelphia.
M. G. Holms, True-Tagg Paint Company, Memphis.
Geo. K. Harrington, J. C. Pushee Sons, Boston.
Lyman Hunter, Atlanta.
Geo. V. Horgan, Secretary, National Paint Oil & Varnish Association, New York.

I

O. G. Innes, Innes & Co., New York.

J

A. E. Jacobs, Henry W. Peabody & Co., New York.
W. H. Jarden, McCloskey Varnish Company, Philadelphia.
Dave B. Jones, Sherwin-Williams Company, Cleveland.
S. P. Jones, Jones, Dabney Varnish Company, Louisville.
Loring S. Jones, Marietta Paint & Color Company, Marietta, Ohio.
H. G. Johnson, Ohio Pall Company, Middlefield, Ohio.
J. F. Johnson, R. F. Johnson Paint Company, Middlefield.
R. F. Johnson, The R. F. Johnson Paint Company, Cincinnati.
Adrian D. Joyce, The Glidden Company, Cleveland.
A. S. Jackson, Baltimore.
L. S. Jones, Jones-Dabney Varnish Company, Columbus, Ohio.
Fred A. Jansen, The Fred A. Jansen Company, Chicago.

K

N. W. Kelley, The Blackburn Varnish Company, Cincinnati.
W. D. Kennedy, Boston Varnish Company, Boston.
E. H. Kessler, Thresher Varnish Company, Dayton, Ohio.
Harry Kingsburough, Krebs Pigment & Chemical Company, Cleveland.
Paul K. Kinnison, Lanket-Vivian Company, Cleveland.
George S. Knapp, Imperial Color Works, Cleveland.
George W. Knapp, Paterson, Boardman & Knapp, New York.
J. F. Kurfess, The J. F. Kurfess Paint Company, Louisville.
John T. Kelly, Binney & Smith Company, New York.
James V. Kelster, National Lead Company of California, San Francisco.
James L. Kelly, John L. Whiting-J. J. Adams Company, Boston.
Joseph Kempf, Wilson Imperial Company, Newark.
W. K. Kirkpatrick, American Can Company of Massachusetts, Boston.
John S. King, Wooster Brush Company, Cleveland.
Dr. D. A. Kohr, Lowe Brothers Company, Dayton, Ohio.

L

L. J. LaCava, Continental Can Company, New York.
W. J. Lawson, Grasselli Chemical Company, Cleveland.
H. W. Lee, Draper Manufacturing Company, Cleveland.
C. M. Lemperle, Sherwin-Williams Company, Cleveland.
Robert Leslie, Spencer Kellogg Sons, Inc., Cincinnati.
W. B. Leslie, Cleveland.
R. W. Levenhagen, The Glidden Company, Cleveland.
Scott Libby, Scott Libby Corporation, New York.
R. W. Lindsay, Pratt & Lambert, Buffalo.
C. E. Lindsley, National Lead Company, Cleveland.
David H. Litter, D. H. Litter Company, New York.
J. B. Livingston, Eagle-Picher Lead Company, Cleveland.
J. E. Lockwood, Hercules Powder Company, Wilmington, Del.
Edward T. Longstreth, Samuel H. French & Co., Philadelphia.
W. I. Longworth, Lilly Varnish Company, Indianapolis.
J. B. Lord, Boston Varnish Company, Boston.
A. A. LaVaque, Atlanta.
Henry F. Lodge, Geo. S. Mepham Company, St. Louis.
Fred H. Lowd, Murray Oil Products Company, Philadelphia.
Geo. A. Lueck, The Geo. A. Lueck Company, Milwaukee.
W. G. Lahey, The Chalmers Company, Newark.
G. A. La Valles, Mariana Paint & Color Company, Mariana, Ohio.
E. P. Lynch, Starkweather & Williams, Providence.

M

J. J. Mangin, United Color & Pigment Company, Newark.
Geo. A. Martin, Sherwin-Williams Company, Cleveland.
Willard E. Maston, Eagle Picher Lead Company, Philadelphia.
Claude L. Matthews, W. M. Matthews Corp., St. Louis.
F. R. Matlack, Geo. D. Wetherill Company, Philadelphia.
Dan F. Meehan, Standard Varnish Company, St. Louis.
H. C. Meyer, American Can Company, Cleveland.
B. G. Miller, E. T. Stille & Co., Chicago.
Leon W. Miller, The Barrett Company, Cleveland.
L. E. Morgan, Illinois Paint Works, Chicago.
W. R. Morgeth, R. I. du Pont de Nemours & Co., Newark.
R. W. Murray, Gillespie Varnish Company, New York.
Mark G. Magnuson, Archer-Daniels-Midland Company, New York.
H. W. Mason, Rinshed Mason Company, Detroit.
G. E. Matlack, Geo. D. Wetherill Company, Philadelphia.
L. T. Minehart, Minehart-Traylor Company, Denver.
T. P. Moneypenny, Imperial Varnish & Color Company, Ltd., Toronto, Ont.
M. B. Mook, Sandusky Cement Company, Cleveland.
Geo. C. Morton, Carpenter-Morton Company, Boston.
J. A. Myers, Gillican-Chipley Company, New Orleans.
Wells Martin, Martin Varnish Company, Chicago.
H. P. Matlock, Synthe Copal Company, Inc., Buffalo.
Walter F. Marks, National Lead Company, Milwaukee.
Harold G. May, Berry Brother, Detroit.
Geo. J. Michel, The C. A. Michel & Company, Pittsburgh.
J. A. Mitchell, Indianapolis Paint & Color Company, Indianapolis.
Richard Moore, Benjamin Mobra & Co., St. Louis.
Geo. E. Miller, Detroit Oil & Naval Stores Company, Detroit.
Alfred Mueller, Wm. Zinsser & Co., Chicago.
D. W. Mulford, Henry W. Peabody Company, New York.
J. R. MacGregor, Eagle Picher Lead Company, Chicago.
F. J. MacMackin, Ulick Paint & Glass Company, Utica, N. Y.
D. J. McCudden, McCloskey Varnish Company, Philadelphia.
W. R. McMyrland, McMurray Manufacturing Company, Denver.
A. McGhee, Enterprise Stamping Company, Pittsburgh.
W. McGhee, Enterprise Stamping Company, Pittsburgh.
Edgar S. McKaig, Samuel H. French & Co., Philadelphia.
Chas. F. Mackey, Mackey Manufacturing Company, St. Louis.
Joseph A. McNulty, Joseph A. McNulty, Inc., New York.
F. C. Matthieson, Philadelphia.
H. P. McGowan, W. H. Barber Company, Chicago.
G. A. McCorkle, E. I. du Pont de Nemours & Co., Chicago.
J. H. McNulty, Pratt & Lambert, Inc., Buffalo.
J. J. Morseman, Carter White Lead Company, Chicago.
A. R. Miller, New York.
John H. Moran, Ellis Jackson & Co., Philadelphia.

N

L. P. Nemzek, E. I. duPont de Nemours & Co., Philadelphia.
R. M. Neumann, New Jersey Zinc Sales Company, Chicago.
R. H. Nichols, The R. H. Nichols Company, Cleveland.
Anthony E. Niedt, The Steelcott Manufacturing Company, St. Louis.
Frank H. Nutting, Dexter Bros. Company, Boston.
D. W. Nelson, Nelson Products Co., Chicago.
H. W. Normant, Chicago.
G. T. K. Norton, Save the Surface Campaign, Philadelphia.

O

Arthur Orr, Commercial Solvents Corp., Terre Haute, Ind.
G. R. Osterland, The Barrett Company, Cleveland.
J. A. Owens, American Can Company, Cincinnati.
T. Ogilvy, D. J. Ogilvy Company, Cincinnati.

P

E. V. Peters, New Jersey Zinc Company, New York.
Fred H. Palmer, Jr., Brooklyn Color Works, Inc., Cleveland.
W. K. Palmer, Cleveland Window Glass & Door Company, Cleveland.
R. A. Parrett, New Jersey Zinc Sales Company, Cleveland.
Chas. W. Parrett, The Lowe Brothers Company, Dayton, Ohio.
H. A. Passof, The Paramet Chemical Company, Brooklyn.
F. J. Passonno, The Robertson Paint & Varnish Co., Cleveland.
P. L. Palmer, Memphis.
H. W. Pearson, U. S. Kalsomine Co., New York.
F. J. Peplerthy, Lowe Brothers Company, Toronto, Ont.
R. S. Perry, Perry & Webster Company, New York.
E. C. Phillips, Devoe & Raynolds, Inc., New York.
E. S. Phillip, Devoe & Raynolds, Inc., New York.
Geo. E. Phillips, Carter White Lead Company, Cleveland.
Milton K. Pine, The Murale Company, Buffalo.
Samuel Pollack, The Upco Company, Cleveland.
Lovett R. Potter, Columbia Naval Stores Company, Savannah.
Chas. H. Praeger, Cradshaw-Praeger & Co., Chicago.
E. B. Prindle, Devoe & Raynolds, Inc., New York.
H. R. Prior, Grasselli Chemical Company, New York.
N. W. Putnam, New Jersey Zinc Sales Company, Cleveland.
W. A. Patterson, G. W. S. Patterson & Co., New York.
John H. Pine, The Murale Company, Chicago.
Harry E. Platt, Platt & Tingle Paint Co., Miami.
F. A. Preal, Chicago.
R. E. Pittman, Sherwin-Williams Company, Atlanta.
Geo. C. Pushee, J. C. Pushee Sons, Boston.
Horton Pushee, J. C. Pushee Sons, Boston.

Q

A. H. Quensener, Eickhart Enamel Paint Corporation, Elkhart, Ind.

R

R. F. Rainey, Pittsburgh Paint Supply Company, Pittsburgh.
J. F. Reardon, The Reardon Company, St. Louis.
Chas. H. Reed, Forbes Varnish Company, Cleveland.
Geo. H. Reeve, Hale & Holmes, Cleveland.
J. L. Reque, The Hirst & Begley Linseed Works, Chicago.
A. T. Richards, American Can Company, Detroit.
R. W. Rinshed, Rinshed-Mason Company, Detroit.
J. P. Rising, International Association of Master House Painters and Decorators, Chicago.
W. A. Ritchie, Standard Ultramarine Company, Huntington, W. Va.
Clarence Robbins, Robbins Varnish Company, St. Louis.
A. B. Robertson, Robertson Paint & Varnish Company, Cleveland.
Wm. C. Robertson, Robertson Paint & Varnish Company, New York.
H. B. Robinette, Tropical Paint & Oil Company, Cleveland.
F. W. Robinson, Pratt & Lambert, Inc., Buffalo.
John D. Rockwell, Chemical & Pigments Company, Baltimore.
F. W. Rockwell, National Lead Company, New York.
B. H. Roettker, The B. H. Roettker Company, Cincinnati.
Chas. J. Roh, Murphy Varnish Company, Newark.
H. J. Rolls, The Rolls Chemical Company, Buffalo.
E. V. Romaine, General Naval Stores Company, Milwaukee.
R. M. Rosenbaum, Grasselli Chemical Company, Cleveland.
C. A. Roult, American Can Company, Cleveland.
H. Rowe, National Lead Company, New York.
Louis Rupprecht, Rogers-Pyatt Shellac Company, New York.
C. Fred Rast, McCloskey Varnish Company, Philadelphia.
Albert A. Read, J. C. Pushee Sons, Inc., Boston.
[illegible]eichneider, Omaha.
Wilbur L. Rice, U. S. Gutta Percha Paint Company, Providence.
Van F. Ridgeway, Ridgeway Quest Company, Chicago.
M. A. Rosen, Mantrose Corporation, Brooklyn.
W. H. Rowley, Evans Lead Paint Company, Charleston, W. Va.
J. G. Rowe, The Rowe Paint & Varnish Company, Niagara Falls.
H. Ransom Ryan, Scarfe & Co., Ltd., Brantford, Ont.

S

Leon Salzman, M. Feigel & Bro., Inc., New York.
F. J. Sansom, Tanna Paint & Oil Company, Richmond.
Wm. A. Sanders, Eagle-Picher Lead Company, Chicago.
J. M. Sanderson, The Larkin Company, Buffalo.
J. B. Sanford, Sherwin-Williams Company, Cleveland.
Harry G. Sargent, Harry G. Sargent Company, Indianapolis.
E. J. Sawyer, Werner G. Smith Co., Cleveland.
G. W. Schneider, Jr., Foy Paint Company, Cincinnati.
H. L. Schneider, Interstate Industrial Alcohol Company, Cleveland.
Harry J. Schnell, Oil, Paint and Drug Reporter, New York.
S. C. Schorndorfer, The Ferbert-Schorndorfer Company, Cleveland.
L. H. Schroeder, Sherwin-Williams Company, Cleveland.
M. A. Schuele, Sherwin-Williams Company, Cleveland.
Frank M. Schulz, International Association of Master House Painters and Decorators, Newark.
A. G. Schumann, Hilo Varnish Corporation, Brooklyn.
J. H. Schumann, Hilo Varnish Corporation, Brooklyn.
E. F. Schwab, Frank Dau Paint Company, Milwaukee.
O. M. Seidlitz, Seidlitz Varnish Company, Kansas City, Mo.
Lyman Sevier, Louis Berger and Sherwin-Williams, Australia.
W. T. Sheffield, Midland Chemical Company, Chicago.
Harry Shepherd, Capital Paint Company, Salt Lake City.
Frank Shrader, Chas. Moser Company, Cincinnati.
L. P. Siddons, Wm. Cooper & Nephews, Inc., Chicago.
H. G. Sidebottom, Newark Varnish Works, Inc., Newark.
H. G. Sidford, National Lead Company, New York.
Hector Siegers, U. S. Industrial Alcohol Company, Cleveland.
W. W. Sims, U. S. Colord Card Company, Chicago.
C. J. Sipps, Murphy Varnish Company, Newark.
S. S. Skelton, S. S. Skelton Company, Chicago.
C. L. Small, E. R. Smead Company, Cleveland.
E. R. Smead, E. R. Smead Company, Cleveland.
W. A. Smiley, Philadelphia.
Casper Smith, Smith Chemical & Color Company, Chicago.
Claude H. Smith, Phelan-Faust Paint Manufacturing Company, St. Louis.
H. Vernon Smith, McDougall-Butler Company, Inc., Buffalo.
W. G. Smith, Werner G. Smith Company, Cleveland.
C. F. Speth, Turpentine & Rosin Association, New Orleans.
C. D. Sproule, Pratt & Lambert Company, Chicago.
E. H. Starche, A. Kilpatrick & Co., Chicago.
John Steere, Binney & Smith Co., Easton, Pa.
J. A. Steen, John A. Steen Varnish Company, Chicago.
A. W. Steubel, Sherwin-Williams Company, Cleveland.
S. H. Stuart, S. H. Stuart Company, Chicago.
E. H. Steichel, Spencer Kellogg & Co., Buffalo.
E. T. Stille, E. T. Stille & Co., Chicago.
E. H. Stilling, Wood Products Co., Inc., Buffalo.
Frank T. Stocker, Standard Varnish Works, New York.
F. J. Sullivan, Acorn Refining Company, Cleveland.
J. E. Sullivan, Stott-Sullivan Paint Company, St. Louis.
Frank L. Salsberger, Enterprise Paint Manufacturing Company, Chicago.
Geo. Sutherland, J. B. Harris Company, Wooster, Ohio.
Carl H. Schinas, Bishea Linseed Company, Chicago.
Harry C. Smith, Lilly Brokerage Company, Memphis.
C. L. Speiden, Innis, Speiden & Co., New York.
C. J. Stanley, M. L. Wilcox Company, Toledo.
W. F. Steffenhagen, The Britzlaff Hardware Company, Milwaukee.
Wm. F. Stollberg, Stollberg Hardware & Paint Company, Toledo.

Herbert A. Swales, Spencer Kellogg & Sons, Inc., Chicago.
F. Eng. Shepard, Salt Lake Glass & Paint Company, Baltimore.
P. E. Sinnett, The Rowe Paint & Varnish Company, Buffalo.
Geo. B. Smith, Springfield, Ill.
Arthur S. Somers, Fred L. Lavanberg Company, New York.
Gilbert Spruance, The Gilbert Spruance Company, Philadelphia.
W. T. Sott, The Painters Magazine, New York.

T

Frank E. Taylor, M. Feigel & Bros., Inc., New York.
W. N. Taylor, National Lead & Oil Company, Pittsburgh.
C. H. Tewksbury, Boston Varnish Company, Chicago.
Anna K. Thayer, St. Louis Lithopone Company, St. Louis.
J. E. Thomas, Chicago White Lead & Oil Company, Chicago.
R. V. Thomas, H. M. Hooker Glass & Paint Company, Chicago.
S. W. Thompson, Thompson, Weinman & Co., New York.
W. B. Thompson, Spray Painting & Finishing Equipment Sales Company, Boston.
John P. Thomy, St. Louis Lithopone Company, St. Louis.
P. I. Truxal, American Can Company, Cleveland.
Geo. W. Truxal, Cleveland-Cliffs Iron Company, Cleveland.
Bruce S. Tate, T. C. Esser Company, Milwaukee.
W. J. Terpenny, Innis, Speiden & Co., Inc., Cleveland.
S. S. Thomas, Western Rosin & Turpentine Company, Detroit.
Edward Thompson, Thompson & Co., Pittsburgh.
Chas. Tilgner, Olsen Tilgner Manufacturing Company, Chicago.
Joseph J. Tumpeer, Wishnick-Tumpeer Chemical Company, Chicago.
E. W. Tylee, Western Reserve Varnish Company, Cleveland.
C. H. Tylee, Western Reserve Varnish Company, Cleveland.
Troy T. Teague, Building Materials Corp., Little Rock, Ark.
Philip H. Thayer, Burton Brush Company, Boston.
F. G. Thomas, L. H. Butcher Company, Inc., New York.
Joseph G. Thorne, L. Martin Company, New York.
J. L. Tildsley, Jr., American Cyanamid Company, New York.
Geo. P. Townes, Buffalo.
R. T. Trigg, John Lucas & Co., Philadelphia.

U

R. H. Underdown, The Heller & Merz Company, Philadelphia.

V

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P. J. Van Vrankin, J. S. & W. R. Eskins Company, Brooklyn.
Geo. C. Vick, Excelsior Varnish Works, Cleveland.
L. R. Van Allen, Rogers-Pyatt Shellac Company, Chicago.
A. J. F. Vandermyn, Industrial Paint Company, Pittsburgh.
G. W. Van Camp, The Van Camp Varnish Company, Cleveland.
F. C. Viguerie, Oil, Paint & Drug Reporter, Inc., New York.

W

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S. D. Wise, Arco Company, Cleveland.
E. J. Wernicke, A. Klipstein & Co., New York.
E. A. Watrous, Watrous Varnish Company, Philadelphia.
A. G. Watt, A. G. Watt Company, Cleveland.
C. F. Watter, J. J. Hockenjosh Company, Newark.
E. W. Weaver, Spencer Kellogg & Sons, Inc., St. Louis.
W. V. Webber, Evans Lead Company, Cleveland.
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J. M. Welter, Pratt & Lambert, Inc., Chicago.
R. S. Wessels, Pittsburgh Plate Glass Company, Cleveland.
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P. J. Whiteway, Geo. D. Wetherill & Co., Philadelphia.
R. W. Whitney, The Hinde & Dauch Paper Company, Sandusky.
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H. D. Whittlesey, Sherwin-Williams Company, Cleveland.
H. W. Weir, Spencer Kellogg & Sons, Inc., Cleveland.
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A. J. Wittenberg, Strocck & Wittenberg Corp., New York.
H. Wood, Standard Varnish Co., Chicago.
V. Wurtele, The Minnesota Linseed Paint & Oil Company, Minneapolis.
A. W. Wright, American Paint Journal Company, New York.
F. M. Waldo, E. M. & F. Waldo Mfg. Company, Inc., Baltimore.
E. D. Walker, Morris Hermann, Inc., New York.
V. R. Warren, The Warren Company, Atlanta.
I. R. Watts, Western Rosin & Turpentine Company, Detroit.
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P. F. Whalen, Buckeye Paint & Varnish Company, Toledo.
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David G. Yarnall, Yarnall Paint Company, Philadelphia.

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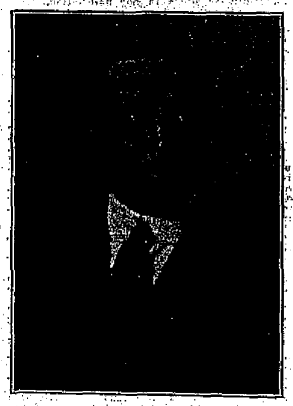

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Twenty-third Annual Meeting

National Varnish Manufacturers' Association

Cleveland, October 19

The twenty-third annual convention of the National Varnish Manufacturers Association was called order in the Georgian Room of the Hotel Cleveland, Cleveland, Ohio, Monday morning, October 19, by S. B. Woodbridge, president. There was a large attendance, including many members of the Paint Manufacturers' Association of the United States, who had come to attend the annual convention of that organization the following day.

Among the more important steps that were taken was the decision to continue the work of the cost accounting committee in combination with the similar bureau of the Paint Manufacturers' Association. It was also voted to increase the annual dues of the members to provide for an additional revenue of about $4,000. The by-laws were also changed to make a membership of ten on the board of directors. This board will consist of the president, the first and second vice-presidents, the secretary and six members of the association, three to be selected from the outgoing board each year.

Address of President

After appointing A. D. Graves, vice-president and general manager of the Pratt & Lambert, Inc., as sergeant at arms for the convention, Mr. Woodbridge presented the annual address of the president, while L. F. Moore, vice-president, presided. Mr. Woodbridge's address was as follows:—

The past year has been a very satisfactory one for the members of the National Varnish Manufacturers Association. We have been free from any serious situation in national affairs and all has been peace and happiness within the association. Industry in general has been busy and prospering. The varnish industry has enjoyed a good year. Our members as a whole have been enjoying good business and each member in so busy attending to his own affairs that time, if not money, has been lacking to stir up anything. Thus your president has had a delightful and pleasant administration under most ideal conditions. The machinery of our secretary's office has functioned with its usual efficiency. Frequent contact with this office has enabled your president to gain a much more intimate knowledge of how our association work is carried on and to be of assistance to our secretary, Mr. Heckel, to whom your president desires to publicly express his very deep appreciation and thanks.

Those of you who were present in Atlantic City last year will recall the keynote of our convention. It was sounded by Col. Calhoun in his inspiring remarks on the history of our unfair competition bureau. It was sounded again by Col. Calhoun when he presented the code of ethics of the Chamber of Commerce of the United States, which was accepted by our association:—

"The foundation of business is confidence which springs from integrity, fair dealing, efficient service and mutual benefit."

This, I submit as just as timely a keynote to-day as it was a year ago. The principle of business conduct that we adopted with our own code of ethics and the sincere efforts to purge the industry of graft, bribery and misrepresentation through the agency of our unfair competition bureau are evidence of our wishes to keep the National Varnish Association on the highest plane of business ethics. I mention this foremost in my address because I know of nothing more important to this association or to any other association than to reiterate frequently its confession of faith so that the entire membership, both old and new, may realize the importance and significance of our association's activities in the unfair competition bureau. Mr. MacDonald's report will show the large amount of work that the bureau is accomplishing in our interests, quietly and effectively. It is unnecessary for me to request your continued co-operation with Mr. MacDonald.

Mr. Heckel in his report last year referred to association work as follows:—

"The legitimate functions of a trade association are suppression and prevention of abuses; mutual education in the fundamentals of sound business; education of the consuming public as to the value of the service offered; improvement of general efficiency in production and distribution; standardization of practice when standardization is to the economic benefit of the public; elimination of waste; extension of the market as a whole; protection against injustice of all kinds whether by legislation or by unjust discriminations by quasi public agencies. The foregoing summarizes precisely the field of work which our association defined for itself at the beginning and in which its history proves it to have been conspicuously successful."

No more complete or comprehensive description of our association could be put together and no one will gainsay the truth of our secretary's claim that our association has been conspicuously successful in carrying out these legitimate functions. I wish to emphasize this statement for the benefit of some who may at times lose track of the achievements of our association and the objectives toward which our efforts are directed. The work goes on quietly and effectively. The monthly bulletin covers the most important subjects on which our membership should be posted. Multitudes of less important matters, perhaps of no general significance, yet important to some individual members, are handled and settled through our secretary's office, either by himself or by the various committees who carry on our activities. Our conventions are merely to summarize our work to date, to exchange ideas for further effort and to touch elbows with each other in our common cause. But between conventions the machinery of our association continues to function to an extent that only those who have been privileged to have contact with it know.

Educational Bureau

It has been my privilege to be a member of the educational bureau and to attend its meetings. Our association is represented on this bureau by three members, annually appointed by the president. I need not take time to emphasize the importance to the industry of the work of this bureau. It, as you know, conducts the scientific section and directs the Save the Surface campaign. It might be in order to attempt some explanation of this bureau and to suggest some changes for the benefit of our association. I have looked upon the educational bureau as the executive committee of this association and the Paint Manufacturers' Association. Its membership is made up of men of long experience and high standing in the industry and because of the continuity of their service the members of the bureau have been able to accomplish a good deal of constructive work for both associations. The bureau has become the most important agency in the life of both associations and without it it is doubtful if we could ever have accomplished so much of real good. I should like to see more of our membership familiar with the activities of this bureau. It seems to your president that the executives of this association, and particularly the members of the Board of Directors, should automatically become members of the educational bureau—not active members, at least associate members. I am inclined to believe, from my own experience, that membership on the board of directors of this association is not a very important place. Unless something of grave importance arises the members of the board of directors are not called upon to meet except just prior to the annual meeting. They get very little idea of the association's work and know very little of the important subjects which are handled by the educational bureau except as they may read the periodical reports. By membership on the education bureau and regular attendance at its meetings our directors would gain a real insight into the workings of the association and would have close contact with each other, which would make them available for frequent informal meetings should they be required. In order to make this change effective, I would suggest we change our method of electing the board of directors so as to retain at least half of our board and to elect the balance of the board each year. This would give us a nucleus of directors with experience in association affairs and would bring new blood to the board regularly. I feel that this method of representation on the educational bureau would be an improvement over the present one of appointment by the president and would tend to make membership on the executive board of directors an important office in our association.

S. B. Woodbridge
President
Varnish Makers' Association

Unification and Consolidation

In the trade press of recent dates there have been appearing editorials suggesting that this association, the Paint Manufacturers Association and the National Paint, Oil and Varnish Association unify their activities. This suggestion was put forward by one of the leading paint, oil and varnish clubs which prepared a resolution for the last convention of the National Paint, Oil and Varnish Association. This resolution suggested the principle of budgeting the dues of all our associations and trade development and business promotion activities to consolidate into one fund three associations. A committee was appointed to consider the resolution covering the year, and study the subject from all angles. Your president has very little light to shed on this very important subject of unification and consolidation. The only slight experience in association work I felt that it would give me insight was in being involved in a complex organization. It was difficult to get the line up and then keep it quickly in mind. But it has dawned on me that as I have progressed in association experience I have become more familiar with the various activities and have been impressed with the plan of our organization, which has been worked out and developed by the leaders of our composite industry. We have been making progress under our present form of association, not only perceived but the Paint Manufacturers Association and the National Paint, Oil and Varnish Association. Under this plan we have preserved our identity as a varnish manufacturers association and the same is true of the Paint Manufacturers Association, while all allied industries have been effectively organized under the aegis of the National Paint, Oil and Varnish Association. We should do well to consider most carefully the comparative effectiveness of being combined in a large composite organization with the advantages now enjoyed as a small selective group with a common cause. Your president would recommend to the incoming executives of this association, particularly to the board of directors, the careful consideration of this subject in conjunction with the board of directors of the Paint Manufacturers Association. As an answer for unification of a budget system, our able secretary, who has conducted the affairs of this association the Paint Manufacturers association and the educational bureau, will tell you or anyone that we have lived under a budget system for years and our funds have been most carefully apportioned and expended. How we get such a vast amount of constructive work done with the rather small revenue we enjoy can only be because our secretary and treasurer has adhered strictly to a budget system and has further practiced rigid economy, thus getting for the association full value for every dollar expended.

Development of Lacquer

Perhaps the most important development of the past year has been the growth of the lacquer business. Yesterday this industry was controlled by those outside of our association. Today the lacquer business has for the most part, become part of the varnish industry and its development by our own members has been very rapid. This is most important and significant because it brings the industry immediately under the regulations and code of ethics of the National Varnish Manufacturers Association, which will insure its growth along wholesome and beneficial lines. While we have not as yet been successful in enlisting in this association those companies who are solely lacquer manufacturers, it is hoped that they may be prevailed upon to join with us and share the benefits that this association can bestow upon them. In passing it is safe to say that while no statistics are available the volume of lacquer business is today of considerable moment and represents both a replacement of the Varnish type of finish as well as the development of new business. At our joint meeting, we have arranged for an address on the subject of the protection in paint and varnish plants which will deal principally with the proper methods of handling these newer materials.

Secretary's Pacific Coast Trip

During the past summer your board of directors imposed a specially arduous task on our secretary in authorizing him to attend the Pacific Coast convention at Seattle. We are to be congratulated on the success of his trip to the coast cities. Our membership has been increased by several Pacific Coast manufacturers and the way has been paved for the early accession of several more. This trip has done much to bring our Pacific Coast brethren in closer touch with our association and has more than justified the expense involved. Our secretary, in his report, will give you more details as to the results and impressions gained by this trip.

Educational and Promoting Activities

In connection with our national educational and promoting activities, such as the Save the Surface Campaign and the Clean Up and Paint Up Campaign, these subjects will be presented at the joint meeting as has been our custom. Your president would offer this suggestion for consideration by your incoming board:—As an association we are well provided for defensively by our unfair competition bureau, scientifically by our co-operation in the educational bureau and the scientific section. We should do more along the lines of promoting the uses of our own products. Our products are used more freely in beautification and decorating as well as in preservation. Is there anything more beautiful than natural woods with their beauty enhanced by our stains, our varnishes and our enamels and finishes? We are glad to see that this side of our particular business has received attention in our national advertising campaign by the Save the Surface committee and that it has been continued in the publicity work. Other have so ably put out the past year. Our suggestion then to the committee would properly be that this feature be continued and as much prominence as possible be given to the theme of beautification and artistic decoration of our American homes.

In closing, your president has every assurance that your association is in excellent condition as to membership and resources. While our revenue is not large, it has been ably managed to cover the needs of our association. My thanks are gratefully expressed to our secretary for his help and co-operation and to all our committees, who have so faithfully served during my administration.

Report of the Secretary

After the president's address had been read and accepted, George B. Heckel, secretary-treasurer, read the reports of his offices, as follows:—

The report of your membership committee shows a net increase of five, there having been six admissions since your last meeting, and two members dropped for non-payment of dues. The resultant net total membership is 113.

During the years I have had the pleasure of meeting with and addressing the Connecticut Paint and Varnish Salesmen's Club; paint and varnish production clubs at Chicago, Cincinnati, Cleveland, Boston, Philadelphia, Toronto and San Francisco; Minneapolis-St. Paul Paint and Varnish Production Clubs; Zone Convention of the National Paint, Oil and Varnish Association at Seattle; Pennsylvania State Association of Master Painters and Decorators at Altoona; Philadelphia Master Painters Association, and the National Retail Hardware Association.

My trip to the Pacific Coast was prompted, in the first place, by your board of directors, and I think was well worth the time and expense involved; not only because of the new members secured, but also because of the opportunity afforded for personal contact with the manufacturers of that region, who have been rather inclined to regard themselves as divided not only geographically but sentimentally from the trade of the nation as a whole. My reception was almost embarrassingly cordial and enthusiastic in all of the cities visited.

On the outbound trip I stopped at Minneapolis and Vancouver, and on my return trip visited the manufacturers in Salt Lake, Kansas City and St. Louis.

The work of your several committees will be reported by them in detail. Your secretary has been glad to assist such of them as felt his service useful; especially in the detail work of the simplification committee, the Save the Surface Campaign, the Educational Bureau and the legislation committee.

Mr. Macdonald will, as usual report on the work of the unfair competition bureau, in which it has been my privilege from time to time, to assist in a small way. I do not know how fully your membership realize the value of this unique agency; but I take the liberty of emphasizing the fact that its value to the industry lies, not solely in its success in eliminating or abating abuses; but perhaps even more in the good repute which its activity confers on the industry as a whole. I take it that one of the most important functions of any trade association is to police its own industry—to clean and keep clean its own house. This function, if honestly and impartially performed, necessarily forestalls regulation and restriction by external authority. Restrictive legislation grows always out of abuse of freedom. The industry that regulates itself will never be subject to regulation by others, and self-regulation is the only form of regulation that is at once intelligent and efficient.

The monthly bulletin has been published regularly and mailed to every paint or varnish manufacturer, and by this medium the entire industry is kept in touch with the work and purposes of the association.

The official digest of the paint and varnish production clubs has been issued as the material received has warranted. The number of issues during the year from October 1, 1924, last is eight. The total cost of these eight issues was $1,600, an average of $13, of which this association has paid half. These issues are mailed to the members of all production clubs and the members of this association and the Paint Manufacturers' Association and are regarded as highly valuable by those interested.

Early in the year, for the use of your membership committee and for economy of time in correspondence, a circular was prepared describing in some detail the organization, work and objects of the association. This has been found very serviceable.

The salesmen's expense book still maintains its popularity. Sales this year have amounted to over $20,000. It is very generally used by the trade.

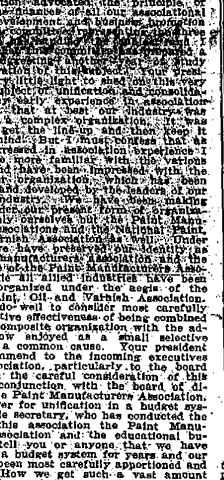
The year book was issued as usual early in the year.

Since your last meeting only one service bulletin has been issued—No. 99, on "Packings for Varnish Pumps." Naturally inquiries leading to the preparation of such bulletins must decrease in number as subjects of common interest are exhausted. It is also probably true that many questions which would formerly have been discussed in the mail are now discussed more fully in the paint and varnish production clubs.

Your secretary has found it possible to render some assistance in bringing about the sale of linseed oil by weight.

The cost manual prepared by your cost accounting committee has attracted much attention in the trade, and besides the original distribution to members twenty-four copies have been sold to date.

Your association continues to function effectively for the good of the industry as a whole and is looked upon generally a model for other associations to emulate and imitate.



George B. Heckel
Secretary
Varnish and Paint Associations

Increase in Dues Voted

After some discussion of these reports Clare H. Hall, of Pittsburgh, proposed that annual dues of the members be increased to provide for sufficient funds with which to carry on the growing expenses of the association. Mr. Hall proposed that the increase be made prorated on a basis of the capital invested in the member's concern, as follows:—

Capital	Annual dues
$50,000 or less	$ 50
$50,000 to $100,000	100
$100,000 to $300,000	200
$300,000 to $1,000,000	350
Over $1,000,000	450

This assessment or annual dues, he contends, would increase the revenues of the association about $4,000 a year. The association agreed unanimously to this change in the by-laws.

President Woodbridge announced the appointment of the following nominating committee: Henry L. Calman, chairman, J. B. Lord, S. D. Well, W. R. Carnegie and E. F. Hopper.

Cost Accounting

The report of the Cost Accounting Committee, Wells Martin, chairman, was as follows:—

Since our last annual meeting at Atlantic City the work of distributing the cost manual and pamphlets prepared by your committee has been completed and the necessary amount of follow-up work has been done.

It will be remembered that after our study of cost accounting practices in the varnish industry, carried on for nearly three years, and covering during 1924 personal surveys made by two paid representatives of the committee, our recommendations were incorporated in a cost manual of nine separate chapters and a general classification of accounts.

This manual comprised a complete outline of approved cost accounting practices adaptable to either large or small plants, all of which practices had been found in actual and successful operation.

All members of the association were provided with this complete manual, and from those members in attendance at our meeting last year we obtained the names of the cost accounting men in each individual varnish manufacturers' organization, and to these men, whom we felt would be most interested in the cost accounting work the secretary's office mailed at intervals of ten days or two weeks individual pamphlets, eight in all, each covering one or more complete phases of each of the cost control methods recommended.

Our object was to gain as wide distribution of the results of the committee's work and the recommendations made as possible, par-

ticularly among production and cost men in the industry.

The members of the association have responded most encouragingly to this work. The secretary's office has sold many copies of the cost manual to varnish manufacturers outside the association, and also to colleges, universities and correspondence schools.

The committee has handled numbers of inquiries during the year on matters pertaining to varnish cost accounting.

During 1925 the progress made by the cost bureau of the cost accounting committee of the National Paint Manufacturers Association has been watched with interest, and most creditable accomplishments have been noted. For the information of our association members, the Paint Manufacturers Association has appropriated at its last annual meeting the sum of $10,000, to be used for the establishment and carrying on of this bureau for a period of one year. This work has been so satisfactory, and so much of a constructive nature has been accomplished, that it will undoubtedly be continued by the association.

In the 1924 report of your committee it was recommended that this association consider the establishment of a cost bureau. Your committee is very much in favor of handling the cost accounting problems of the industry by the centralized bureau method. It is felt, however, that the expense of an individual Varnish Manufacturers Association cost bureau would be more than this association would care to assume.

With this in mind your committee has conferred with the Paint Manufacturers Association cost accounting committee, and a plan has been suggested wherein the members of the National Varnish Manufacturers Association may share in the works and benefits of the paint association cost bureau, at a nominal cost to our association. In this manner the members of the varnish association will gain the full benefit of the large amount of initial and costly research work carried on and the accomplishments of the paint bureau during this last year.

Wells Martin
Chairman
Cost Accounting Committee

For the information of our members the paint committee reports that as a result of the $10,000 appropriated and expanded by the bureau an income has been secured through the work of the bureau amounting to $2,800. But it is the thought of the paint committee that the continued work may eventually place the bureau on a self supporting or nearly self supporting basis. With this in mind your committee brings before this meeting the recommendation that this association join the paint manufacturers in the operation of a combined paint and varnish cost accounting bureau, in which the cost to this association would be not more than one-third of the total cost, and in which work the members of this association would have equal rights and representation.

It is our thought that by taking advantage of this apparent opportunity to share in the work already done, and now being carried on by the paint cost bureau, the time and attention already made by and for the members of the National Varnish Manufacturers Association in the cost work will be further developed and perpetuated for the ultimate benefit for both of the associations.

On motion of Ludington Patton, the question of the committee that the work of the accounting committee in combination with the accounting committee of the Paint Manufacturers Association be continued, was carried. [illegible] The committee, and Martin were thanked in the name of the association by President Woodbridge, for the efficient service that had been rendered by the committee.

Unfair Competition

J. O. Macdonald, manager of the unfair competition bureau, which headquarters in Washington, made a report covering the activities of that department, citing many cases of violations of laws and regulations.

Membership

The report of the membership committee was presented by R. W. Lindsay, chairman, as follows:—

During the past year the eligible list of prospects has been actively canvassed by the membership committee, and as a result your committee has the privilege of reporting the following new members obtained since the last meeting of the association: Newark Varnish Company, Newark, N. J.; R. N. Nason & Co., San Francisco; Billings-Chapin Company, Cleveland, Ohio; Hydro-Carbon Companies, San Francisco; Price Varnish Company, St. Louis; Sewall Paint & Glass Company, Kansas City, Mo.

In addition to this work, the membership committee has undertaken to assist the educational bureau. A letter was sent out to all members of the National Varnish Manufacturers' Association who are not contributing at the present time to the educational bureau, and as a result of this letter several contributions were received for this most important work.

We regret to state that during the past year two members were dropped for non-payment of dues. We have at the present time a total membership of 109, which is six more than we had a year ago.

Naval Stores

The report of the naval stores committee, Charles R. Cook, chairman, was read by Mr. Heckel. This report was made up of statistics which have been made public during the year and are included in the

C. R. Cook
Chairman
Naval Stores Committee

report of the naval stores committee to the joint session of the two associations.

Petroleum Products

O. C. Hayward, chairman of the petroleum products committee, presented the following report:—

There has been nothing outside of the usual situation interesting in the use of petroleum products by varnish makers which varies

O. C. Hayward
Chairman
Petroleum Products Committee

greatly from the situation as existing during the past several years.

The supplies have been uniform and always procurable. The principal fluctuation in prices of naphtha are not regulated so much by the law of supply and demand, but more by the gasoline situation. It was found that nearly all advances and declines in naphtha were made in accordance with advances and declines in gasoline prices; this, of course, is affected by motor consumption.

The consumption of gasoline during the first six months this year was 24 percent larger or greater than last year, the consumption this year being 1,696,000,000 gallons over 1,290,000,000 last year, and although the production of gasoline was record breaking in June, the refineries were working at only 86 percent capacity. From this it may be judged that the possibilities of the output of the refineries are still greater than the production as demanded—that the firm price has been the result of keen competition, and that the lowering in price might yet have been greater had it not been for the fact that the crude petroleum situation is firm.

It will be seen that it is quite often that there is something besides supply and demand which has worked on this gasoline price, because there seems to be no reason for its falling at the present minute, but rather with the gasoline market as a result of keen competition between refineries because of the firmer position of crude petroleum.

Transportation

W. J. Pitt, chairman of the transportation committee, made a brief report covering the work of that committee, the full report being presented to the joint session of the two associations and printed as a part of the proceedings of the two bodies.

Report of Councillor to C. of C.

Col. P. H. Callahan, councillor to the Chamber of Commerce of the United States, reported briefly on the co-operation in the work that has been done by this division during the past year and of the fine spirit of co-operation that had been found in the chamber.

H. L. Calman and C. J. Roh stated that there has been nothing to report for the committee on arbitration during the last year. The same report was made by Mr. Woodbridge for the committee on code of ethics, which is in operation throughout the association.

Tariff

H. L. Calman made the following report for the committee on tariff:—

As our annual convention is approaching it is, of course, the duty of the chairmen of your various committees to make a report on their activities, and I can only regret that the tariff committee has nothing whatever to report, as no matters have been referred to it for consideration nor have any questions in regard to the tariff arisen which require action on our part.

It is not anticipated that the approaching session of Congress will deal with tariff matters and therefore it is most likely that our successors will be equally free from work.

I do not at present see any movement or suggestion in the direction of changes in our present tariff affecting our own industry, and it is to be hoped that these stable conditions under which we are prospering will continue.

P. H. Callahan
Councillor
Chamber of Commerce U. S. A.

C. J. Roh proposed a change in the membership of the board of directors. He moved that the by-laws be amended so that the board of directors should consist of ten members, the president, the first and second vice-presidents, the sec-

H. L. Calman
Chairman
Tariff Committee

retary and six members from the association, three to be elected each year from the retiring board. This was adopted by the convention.

Election of Officers

H. L. Calman, chairman of the nominating committee, made the report of the committee and the following ticket was declared elected:—President, A. D. Graves, vice-president and general manager, Pratt & Lambert, Inc., Buffalo; first vice-president, S. B. Woodbridge, E. I. Dupont de Nemours & Co., Inc., Grand Rapids; second vice-president, Clare H. Hall, divisional director, Pittsburgh Plate Glass Company, Milwaukee; secretary-treasurer, George B. Heckel, Philadelphia; directors, David Andrews, vice-president, Arco Company, Cleveland; W. R. Carnegie, vice-president and general manager, Berry Brothers, Detroit; L. M. DuCommun, general manager, Bass-Hueter Paint Company, San Francisco; Wells Martin, vice-president, Martin Varnish Company, Chicago; Lawrence Phillips, secretary-treasurer, Valentine & Co., New York; J. W. Robson, president, Standard Varnish Works, New York; Charles J. Roh, vice-president, Murphy Varnish Company, Newark, N. J.

A. D. Graves, the newly elected president, in taking the chair, promised his most earnest efforts to the organization during the coming year, and each of the other officers and the members of the board of directors in turn made like pledges.

A committee consisting of President Graves, Secretary Heckel, and two members to be chosen by the president, was appointed to meet with the committees from the Paint Manufacturers' Association and from the National Paint, Oil and Varnish Association, to determine upon a time and place for holding the conventions in 1926.

Col. P. H. Callahan called for a rising vote of appreciation for the efforts of the retiring president, S. B. Woodbridge, which was given. The convention then adjourned for luncheon, to meet in joint session with the Paint Manufacturers' Association in the afternoon.

A. D. Graves
The New President
Varnish Manufacturers' Association

A. D. Graves, the newly elected president of the National Varnish Manufacturers' Association, has been widely and favorably known in the paint and varnish industry for many years. At the present time he is senior vice-president and treasurer of Pratt & Lambert, Inc., varnish manufacturers, Buffalo, N. Y.

He first went with the P. & L. organization as a salesman in 1908, developing the dealer trade in Philadelphia, where he remained for ten years. Mr. Graves was then called to Buffalo, where for three years he served the company as manager of trade sales. In 1921 he was made general manager for Pratt & Lambert Inc. and in January, 1924, the board of directors of the company elected him to his present position.

Mr. Graves is active in the civic organizations of Buffalo and is a member of many business and social clubs of that city. He has represented his company in the conventions of the National Varnish Manufacturers' Association, and with his wife and daughter, Miss Mary Graves, were prominent in the meeting of that organization in Cleveland, and also in the convention of the National Paint, Oil and Varnish Association.

Joint Meeting of Paint and Varnish Manufacturers' Associations

The first of three joint sessions of the National Varnish Manufacturers' Association and the Paint Manufacturers' Association of the United States was held Monday afternoon, October 19, in the Georgian Room, Hotel Cleveland, Cleveland. D. A. Kohr, president of the paint manufacturers association, and S. B. Woodbridge, president of the varnish manufacturers association, presided.

Flax Development

Flax development was the first subject considered in the joint session. L. M. Nemsek, chairman of the flax development committee, made a short statement covering the activities of that committee and introduced Charles T. Nolan, who read the following report:—

The activities of your flax development committees are conducted by an executive committee representing all interested linseed oil consumers and producers as well. Although possible to describe the details of our work, that may not be readily done, but to summarize, the functions of the executive committee are:—

(1) Contact.
(2) Confidence.
(3) Support.

Contact entails a relationship between the consumers of linseed oil and the officials and scientists of State agricultural colleges and experiment stations representing farmers engaging themselves in the flaxseed producing industry in the United States.

Confidence is that which the flaxseed producers in the United States have in the flax development committee representing the industries consuming linseed oil, the product of flaxseed, and which is expressed through the officials and scientists of State agricultural colleges and experiment stations.

The qualifications for support are first and foremost financial; second, supplying of statistical facts and advices on existing and prospective situations affecting the flaxseed producing industry in the United States. In the work of the agricultural experts and educators of flaxseed producing farmers there has developed in recent years the necessity of their presenting the economic and competitive con-

ditions which affect or which may sooner or later affect market value of flaxseed. In that particular respect our flax development committee has with no small measure of responsibility served to the best of its ability.

The outstanding problem of the flax development committee is to secure contributions from consumers of linseed oil in the necessary total amount essential to the oil consumers' interests and absolutely requisite to support the agricultural colleges and experiment stations in research and co-operative work that they (only with our support) may conduct in the promotion and improvement of flaxseed production in the United States.

It was very early in the present century that the peak seemed to have been reached in acreage and in total bushels of linseed produced in this country. It was about the year 1908 that not only because of the migration of farmers to our Northwestern States having reached its height as also the turning point in the extensive use of virgin soil, but more especially because of the rapidly spreading plant and soil diseases that there occurred an alarming decrease in flaxseed production. Diminished flaxseed production followed during several succeeding years. It was about 1910 or 1911 that the linseed oil consuming industries recognized that serious situation and formed a committee for the improvement and development of flaxseed production in the United States. Although plant diseases and soil infection were not new to scientists in agriculture they were then forcibly impressed on the minds of linseed oil consumers. Plant diseases and soil infection detrimental to flaxseed production had existed long before that time and in a greater or lesser degree will continue a serious problem of producers, and as well the consumers to flaxseed and linseed oil.

The awakening then to the needs of linseed oil consumers and the importance of domestic production of flaxseed came none too soon. At the time of the formation of the flax development committee depression in flaxseed production was making rapid strides, and it took a long time to scientifically effect a decided turn for the better. The decision reached about 1910 by those engaged in the industries consuming linseed oil marked the beginning of a new era in the industry. Since then the contact between the producers of flaxseed and consumers of linseed oil has resulted in improvement in methods of flaxseed production.

A noted scientist and one of the best observers in the Northwest recently remarked that our flax development committee has functioned effectively for flax crop development "on the farm in the markets and in the factories." The work of education and co-operation in flaxseed production is one of perennial persistence. Higher production per acre is aimed at and in the long run is likely to afford greater results than to be obtained from a continuing call for increased acreage. The scientists engaged in flaxseed research work are year after year confronted with the fact that their accomplishments of some earlier years, and because of conditions beyond control, show gradual deterioration, hence the necessity of developing new, different and better strains which are resistant to plant and soil diseases and in the direction of increased yields per acre, as also increased oil content.

From the agronomic and general agricultural standpoint, flaxseed research work must continue indefinitely as must also changes be made in flaxseed farming methods as experiences warrant.

Those engaged in industry directly or indirectly consuming linseed oil should recognize the fact that flaxseed development work is a matter that must be carried on indefinitely and that by the expenditure of but a fraction of 1 cent per gallon of the cost of the total amount of linseed oil consumed in the United States the annual outlay is very slight.

Production and accessibility of domestic supply of flaxseed and the linseed oil production may be strongly and suddenly controlled by the untoward situations that would arise as result of lack or absence thereof.

Experimenting on the farms at agricultural colleges and other state farms, also co-operating with farmers, is being continued in the production of mixed crops of flaxseed and wheat in some sections and flaxseed and oats in others. Expansion of these methods of flaxseed production over a widening area is making definite though necessarily slow progress. While there are many and large districts where cropping may be successfully practiced, it is quite certain that in the semi-arid lands of the Western parts of the Dakotas and of Montana conditions are not suitable.

We here present statistics of linseed oil supply and consumption in the United States, as also the flaxseed area and production during several years past:—

Linseed Oil Supply and Consumption

Period.	Stocks, production and imports.	Consumption.	Carry over end of period.
	—Gallons—		
Oct. 1, 1921, to Sept. 30, 1922	91,157,067	81,032,281	9,204,768
Oct. 1, 1922, to Sept. 30, 1923	101,586,661	89,366,028	12,220,049
Oct. 1, 1923, to Sept. 30, 1924	101,932,130	94,362,359	7,589,771
Oct. 1, 1924, to June 30, 1925 (9 months)	90,069,358	73,180,049	16,918,400

Flaxseed Area and Production

	Acres.	Bushels.
1921	1,108,000	8,025,000
1922	1,118,000	10,875,000
1923	2,061,000	17,429,000
1924	2,228,000	30,173,000
1925	3,093,000	23,200,000

The decrease of 6 percent in the area sown with flaxseed in 1925 from that of 1924 is all the more notable because it is not greater. Very unfavorable weather conditions, extreme cold during May and excessive, almost continual rainfall during a three weeks' period in June of this year prevented preparation of soil of considerable area that under normal conditions would have been sown with flaxseed.

In moving a vote of thanks for the work of the committee H. L. Calman declared that except for the effort of the flax development committee there would hardly be an acre of flax grown in this United States this year and he urged that the committee should not hesitate to ask for more funds, if it should appear that additional money could be used to further this work.

An address on fire protection in paint and varnish plants was made by H. J. Newell, engineer on the committee on fire protection of the National Board of Underwriters. He presented a technical discussion of the pigments and materials best adapted for this work and his address was followed by a discussion.

Concerning Educatoinal Bureau

After L. P. Nemzek had reported briefly on the work done by the flax development committee, in connection with the work of the Educational Bureau, Norris B. Gregg presented a review, covering all the activities of the bureau, doing as he said, "a little bragging for the Bureau."

Mr. Gregg spoke as follows:—

Last year I was requested by members of the educational bureau to have my report cover what we considered to be the achievements of the educational bureau from the time of its beginning down to that date, and within the limits of the time which could be given to any one subject in our associations' meetings I described the activities of the bureau as well as I could.

I desire today to briefly refer to two or three of those activities, with particular reference to the value which we think they have been to the entire paint and varnish industry, regardless of whether those deriving the benefits are manufacturers of raw materials, finished paints or varnishes, dealers or painters.

One activity which was suggested by the bureau, but which was passed into the hands of an independent bureau, was flaxseed development. In talks I have recently had and since I have been in Cleveland, as well as on other times during the year, members of these associations, whether active in the flaxseed development bureau or not, have expressed the opinion that if no such bureau had existed

Norris B. Gregg
Chairman
Educational Bureau

growing of flaxseed in the United States would have nearly ceased by this time, and it was quite evident that after there had been a great recession in the total acreage planted that the activities of the bureau in its educational work, through the agricultural colleges of the Northwest, had caused the farmers to vary largely increase their acreage, with its resultant increase in millions of bushels of flaxseed. I desire to mention this here, although it is not today one of the educational bureau's activities, and the flaxseed development chairman will present his full report to the association.

The United States does not yet grow enough flaxseed to supply our domestic demands, but flaxseed has been continued as an important Northwestern crop, paint and varnish trade of the United States would have found itself at the mercy of a few large European seed houses, which, with their large capital, are able to materially control prices of the foreign supply, and any surplus of flaxseed in this country, we believe, would be taken advantage of to raise the price of the imported seed, to the amount of, in these days, in addition to the question of flaxseed, some of the far-seeing members of the bureau suggested that our building section should devote a good deal of its time to encouraging the use of other oils, so as to furnish a large additional supply of excellent quality oil for the various products which you make. You all know the results. The bureau does not desire to take unto itself all of the credit for the development of linseed oil, full credit is due the chemists, engineers and production men in the factories who did their own experimenting and demonstrated in the work. The result has been, as you all know, a very large increase in the use of these other oils, particularly for finishing all kinds of inside paints and varnishes, which in the last few years have so largely increased in sales.

In my last year's talk I mentioned in the fact that if it had not been for the use of millions of gallons of these other oils that several times during the past years the business would have actually practically stopped for a few months, time because there would have been a linseed oil famine. I make this statement because it can be easily proved. If any such condition had occurred all of you would have been subject to the loss of all of your general and overhead expense during the months of stoppage, as well as loss of profit. How many millions of dollars this would have amounted to can only be guessed at. It certainly could not have been limited to ten millions, or possibly several times that much. These figures may seem wild to some of you, but when we take the statistics of the business and consider the cost of the loss of our overheads and the profits, the statistics will easily show that several times ten millions would have been much closer to it.

I am mentioning these facts to impress upon you the value to your associations that organization, such as the educational bureau and the flaxseed development bureau exist. These bureaus are worth millions of dollars to you every year, and I believe that those values are distributed down through the trade from the largest manufacturer to the smallest. It is quite possible that the percentage of advantage is greater to the smaller concerns because many of them do not maintain their own chemical laboratories and research and testing departments.

Another activity which grew out of the educational bureau was the great idea, which Mr. Trigg suggested eight or nine years ago, that the industry should have an organization such as the "Save the Surface." I think you all concede that you must take into consideration the enormous increase in the business which has been far beyond the increase in population and prosperity of the country. A great deal of the credit for that increase must be given to that campaign. I desire to state here that there would have been no such campaign if there had been no Mr. Trigg. He not only made the original suggestion, but, as I stated last year, travelled the country from end to end, at his own expense, and probably raised from 75 to 85 percent of all the money required to finance its operations. Mr. Trigg will make his report to the associations for that campaign, but I cannot help but state here that I believe, and I think that we all think, that that campaign has been worth tens of millions of dollars to the industry.

I do not desire today to attempt to describe in any way the activities of the various activities of the educational bureau, but do desire to impress upon you the fact that these activities are worth millions of dollars to the business every year; and that no one year the additional profits which you are enjoying have not cost the business, as a whole, one-tenth of one percent of your total sales.

These bureaus have made much money for you.

These activities all want your moral support, your sympathy, and must have your substantial support.

George B. Heckel, secretary, reported as follows:—

As usual, this report covers only the calendar year to date. The complete report for the fiscal year will be prepared and issued after audit of the treasurer's accounts in January.

The reports of the chairman and of the several department heads will be presented by them separately.

Since your last annual meeting the educational bureau has held four meetings, as follows:

Date.	Place.	Attendance.
January 23	Chicago, Ill.	21
May 8	Washington, D. C.	22
June 24	New York City	24
September 23	Washington, D. C.	19

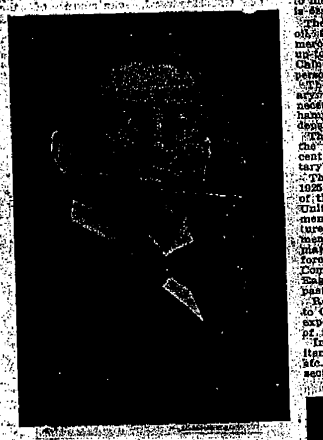
In addition a number of the members have attended the regular monthly meetings of the executive committee of the "Save the Surface" Campaign, of which they were made ex-officio members at the June meeting.

At the meeting of January 23, as well as at other meetings during several years past, the status of members who receive technical circulars without contributing toward the expense of the work was discussed. It is very generally felt that all members who benefit by this work should contribute toward its support. The cost of technical circulars to members alone is $50 per annum, and this amount has been fixed as the minimum annual subscription. By order of the bureau the following statement of facts was prefixed to the annual report:—

1. The bureau is maintained by a separate fund, separately collected.

2. No part of the annual dues or other income of either association is allocated to the use of the educational bureau.

3. The annual cost of printing the technical



L. W. Nemzek
Chairman
Flax Development Committee

circulars of the scientific section alone exceeds $50 per annum per member.

4. Subscriptions are made for periods of five years to avoid the necessity of annual refunding, which would obviously be impractical.

5. Fifty dollars is at present the minimum and $10,000 the maximum annual subscription.

6. Subscriptions are accepted from anyone interested at equitable rates.

7. This service is separate and distinct from the regular service of either association, and though non-contributing members have heretofore enjoyed it, it may be discontinued at any time.

8. The service of the bureau to the industry has seemingly proved of such conspicuous value that it merits and should have the willing support of all members.

9. In the recent past and for some time to come, owing to its technical interest, the new types of finishes have received and will continue to receive special attention in the scientific section.

10. This is a direct invitation to all who feel any concern to bear their due proportion of the expense of this work by which all benefit both directly and indirectly.

11. Careful study of this report should convince anyone of the wisdom and propriety of accepting the foregoing invitation.

It is again submitted to you for your information and consideration.

In this connection the promotion manager was requested to solicit additional subscriptions, and the chairmen of the membership committees of the two manufacturers' associations were asked to promote subscriptions from members. As a result of this work, supplemented by personal work of the secretary, twenty-three new subscriptions, totaling $1,800 per annum, have been secured, of which three, totaling $425, are increases from old subscribers.

At the Washington, meeting an appropriation of $1,000, to continue the experimental work at the North Dakota Agricultural College, was voted to Dr. W. T. Pearce, provided he continues in charge of this work.

At the New York meeting the relation of the "Save the Surface" Campaign was discussed in detail and was referred to a special meeting of the "Save the Surface" executive committee with the educational bureau, which was held September 15. At this meeting a definite policy was adopted, satisfactory to all concerned.

During the year the survey of painting conditions by G. H. Priest, Jr., the proposal for which I reported to you last year, was completed and issued by the United States Department of Commerce under the title, "Domestic Market Possibilities for Sales of Paints and Varnish." During the progress of this survey Mr. Priest consulted freely with our department heads and your secretary.

The foregoing briefly summarizes the decisions made by the bureau with which you are directly concerned, omitting all matters on which the department heads will present reports. The discussions at meetings, however, cover always a wide range of subjects affecting the general interests of the industry and the conclusions reached in these discussions eventually function in wider knowledge, better service and higher standards in practice and morale.

Though it is a repetition, I feel impelled again to call your attention to the "spirit of service which conspicuously animates the members of this bureau, who, it should be remembered, not only contribute their valuable time and talent to the service of the industry as a whole, but also pay their own expenses when attending meetings, and finally contribute more than half the total amount paid by members towards the support of the work. I doubt if this instance of enlightened services can be duplicated in any other industry."

Sales of circulars and books continue to grow, as will be shown in my report, and it is in no uncertain fact that the demand for the older booklets continues unabated; new editions of "The Materials of Paint Manufacture," "The Paint Chemist," and the "Paint and Varnish Sellers' Catechism" having been required this year. Of there the "Paint Catechism" is now in its sixth revised edition. Its distribution has been world wide and it is now being translated into Swedish.

With the approval of the bureau, Mr. Gardner early in the year published a revised edition of his "Paint and Chemical Examination of Paints, Varnishes and Colors." The sale of this book has been very satisfactory and will more than cover the cost of publication.

You will recall that during the past year, has been my pleasure in meeting and addressing seven of the paint and varnish production clubs, two salesmen's clubs, and the sixty-ninth convention of the National Paint, Oil and Varnish Association at Seattle, and participated in various conventions of trade and technical organizations, and contributed, by request, several articles to publications.

Once more I take the liberty of reminding you that many of you are not doing your share in support of this unique and valuable service. The information issued to members during the past year on the subject of lacquers alone has been worth more to most of you than any subscription that you have made or would be expected to make. Even if not interested in the manufacture of lacquers, the subject is bound to meet you at every turn, and knowledge of it is essential.

The service in connection with China wood oil, secured through the Department of Commerce, is also important, since it keeps you in touch with conditions in the Chinese market, with information free from personal interest.

The expenses of the bureau are under budget, as the school year is, of course, temporary, but the lack of adequate income hampers and restricts desirable work in every department.

The income is distributed approximately on the following basis:—Scientific section, 75 percent; promotion department, 10 percent; secretary's office, 15 percent.

The total amount under contract for the year 1925 is $56,375, of which ninety-eight members of the Paint Manufacturers' Association of the United States contribute $40,200; sixty-one members of the National Varnish Manufacturers' Association, $10,400; manufacturers not members of either association, $2,600, and varnish manufacturers and others, $14,175; miscellaneous subscriptions, $500. The New Jersey Zinc Company, the National Lead Company, and the Eagle-Picher Lead Company, have, as in the past, continued their liberal support.

Receipts and expenditures under the budget to October 1 have totaled $48,488.08. The total expenses, here, are $37,206.19, and the excess of income over expenses, $11,277.87.

In the foregoing it should be noted that the item of receipts from the sale of publications, also includes $2,112 received from the scientific section for sales of the new edition of the

H. A. Gardner
Director
Educational Bureau

Gardner's laboratory manual; the same item also figures in the expenses of the scientific section, which, without this item, are $7,901.19.

The amount in bank October 1 was $1,307.90, outstanding to December 31, $3,001.29; total obligations to December 31, $4,211.49.

The resources will cover the obligations, as has already been stated; the bureau, especially, the scientific section, should have more work with which to function to the full capacity of its possible service.

The work being done by the scientific section at the laboratories in Washington, D. C., was illustrated in lantern slides shown under the direction of Henry Gardner and described by him. Various experiments were shown, together with photographs of testing apparatus of various kinds.

Promotion Department

The report of the promotion department

was read by W. J. Pitt, promotion manager, and was as follows:—

Vocational Trade Training

The introduction of painting and decorating classes in the public schools throughout the country continues to make progress. Our work has reached a point where it is commanding the attention of the vocational directors in the public school system. We are also meeting with greater success than heretofore in stimulating the interest of the local master painters' associations, though it is slow and difficult work, as is natural with any problem of an educational nature which has been neglected for so long. Instruction in painting and decorating is now being given in nearly every large city of the country and in numerous smaller cities. In some two classes are now being run. Arrangements are now being made for classes at Cincinnati, Ohio, and Sheboygan, Wis. The school authorities approached us on the subject. At Philadelphia, in addition to a class in the public schools with two instructors, we have been instrumental in having a class introduced recently in the Girard College among an enrollment of 1,500 boys.

At Baltimore results were disappointing. We found about twenty apprentices among about 700 journeymen. The school authorities appropriated the money and assigned space, but the master painters there failed to respond, after having joined the paint club, in assuring the school board of co-operation, as did the journeymen's organization also. We are now trying to revive interest on their part.

The International Association of Master House Painters and Decorators is taking greater interest in trade training through the public schools than ever before. We believe our constant urging upon them of the imperative need of action and acceptance of their responsibility for the present condition is having effect. Not only do they deal with the subject of every convention, assigning considerable time to a discussion of it, but are urging their members to support the movement in their communities. We can see the results of this in our work among them. The International is pressing its executive board members from each State to give an account of what they are doing toward promoting the instruction of boys for the trade. The educational committees with which we are working is now doing something constructive in response to our urging, and we believe the coming convention will show more progress and a greater realization of responsibility on their part.

We are constantly working with the State and local director of vocational education throughout the country preparing the way so that when we secure proper interest and co-operation of the local master painters' association, the necessary funds and facilities will be available without delay.

The Federal Board of Vocational Education is also working with us.

Mechanical or Spray Painting Equipment

Growing interest continues to be shown regarding this economical and time-saving device. Inquiries from various sections of the country indicate that through the publicity and greater efforts of the equipment manufacturers its use is rapidly increasing. This is substantiated by reports to us from the manufacturers themselves, one of whom stated that during the past year he had sold three times as many machines to master painters as in previous years. This market is and has always been a difficult one, according to the statements of manufacturers on account of the aversion of the master painters to new methods, the weak credit of many of the smaller contractors and the fears they hold regarding the attitude of their labor toward the machine. Notwithstanding this the manufacture and distribution of machines is rapidly growing and the larger industries and institutions are buying them for work which in many cases doubtless would be done perhaps less frequently by the master painter. This, together with publicity from its wide use in the automobile refinishing field, will undoubtedly cause the master painter for his own protection to use the machine for general painting on a larger scale than heretofore. One manufacturer reports the sale of equipment to twenty nationally known educational institutions; the painting by machine of the largest storage garage in the world, the painting of one of the steamship Leviathan and other large jobs as indicating its growing use. Quite a number of master painters now have spray painting done through subletting, the contract being parties who specialize in spray painting.

The greatest progress during the past year has been in the field of automobile refinishing and industrial finishing with factory, though the manufacturer reports his largest market lies in the private maintenance field. The United States Bureau of Construction and Repair and other government services are using the spray machine wherever it is found practicable and are getting satisfactory results. Therefore we look for its better use on government contracts, especially in view of the government's policy of economy.

Its use in rural communities is not a wide market, but in the opinion of the manufacturer of equipment there are grays difficulties of economical distribution that prevent its more rapid development there. They have been and are now giving consideration to this market to try to find a way to promote the larger use of the machine in farming and rural communities. While opportunities are taken at state and county fairs to demonstrate the machine and educate the agricultural people on its advantages, sales to farmers have been few. One manufacturer has endeavored to overcome this resistance by investing a cheaper and more compact spray painting machine, but has not as yet been able to complete it.

The Spray Painting and Finishing Equipment Manufacturers' Association is endeavoring to devise means to reach both the master painter and the farming communities, and these subjects are frequently discussed. Its handbook covering all phases of spray painting is now being written and when published and distributed is expected to be an effective means of promotion as well as removing much of the ignorance and prejudice shown by some toward spray painting equipment.

The association has drafted a model code to serve as a guide to the legislatures and State boards of labor and industry in framing regulations governing the use of the machine. The State of Wisconsin adopted a code and others are pending in Pennsylvania, New Jersey and Massachusetts. Bills to prohibit the machine were introduced in three States this spring, but failed to pass. In Oregon the State Board of Health was directed by joint resolution to prepare a code for submission to the next legislature. In Cleveland four flagrant cases of vandalism occurred in two weeks against property that had been spray painted, which caused the chamber of commerce there to submit the matter to the city manager. The journeymen's union attacked the machine through the public press, which was completely answered by the chamber of commerce in a printed report, stating: "The committee on labor relations believes the facts show that the practice of spray painting when accompanied by reasonable safeguards is consistent with the public interest, and that the opposition of the painters' union is unjustified. We are not aware of any similar cases of violence. There recently came to our attention apparent effort to prevent the use of machines by excessive local taxation. Birmingham, Alabama, passed an ordinance imposing a fee of $125 on each gun used for general painting, but not for factories or automobile shops. When this came to our attention we communicated with the Birmingham paint club relative to its repeal, but have not heard from them as to the action they have taken. It would be disastrous to the spray machine and a great detriment to the paint and varnish industry should other cities resort to such methods.

An interesting development in the spray painting line is a pneumatic machine for rapid painting of traffic safety and special zone lines on highways, with a special attachment for spraying fire plugs, guard rails, bridges, signs and lettering on streets sprayed over stencils. It is claimed to do the work of ten to fifteen men using the brush method and requires only one operator and paints as fast as a man walks. In view of the limited appropriations for State and municipal highway departments and the increased hazards to life and property on highly traveled highways and streets, this economical method of marking should result in the greater use of paint by the highway departments.

The National Safety Council recently appointed a committee to investigate the spray application of surface coatings containing pyroxylin ingredients. The promotion manager, also the special committee of the National Paint, Oil and Varnish Association and the spray painting machine manufacturers are co-operating with the National Safety Council.

The equipment manufacturers expressed the hope that every paint and varnish manufacturer will extend an invitation to their association to have a representative address individual sales organization gatherings so that the sales managers and their forces may have a better understanding of mechanical or spray painting equipment and the usefulness of these machines in promoting the greater use of paint and varnish products.

The manufacturers of spray painting equipment are using in their advertising and publicity the "Save the Surface" slogan in connection with the symbol of a spray gun, as approved by the "Save the Surface" campaign.

Financial Support for Educational Bureau

The promotion manager has devoted considerable time to financial solicitation during the past eight months as Secretary Heckel has reported on that subject.

Seasonal Painting

We have had conferences with the Department of Commerce regarding further work on their survey of seasonal construction, which includes the subject of lengthening the painting season and the plan to give that work some degree of publicity throughout the country. They expressed their interest in our aims to abolish dull seasons and are anxious to obtain all possible information from the industry as to dull season drives, etc. Now that considerable work has been done their survey is gathering the facts, much good may be expected to come from the dissemination of the data among the industries and public. We are co-operating with them in this statement. We would urgently recommend that the utmost emphasis be placed upon this problem of such far-reaching importance to our industry and that the "Save the Surface" campaign and the "Clean-up and Paint-up" campaign feature it in their respective fields. We have pressed the subject in our meetings with master painters and dealers.

The promotion manager as vice-president of the Central legislative committee and as chairman of the traffic committee of the three national associations, has also been quite busy with matters arising under these headings since the first of the year. Detailed reports of this work would be too long, but will be dealt with in the reports of those committees to this convention.

Miscellaneous

We have assisted the secretary in such duties as he could delegate; urged upon many the wisdom of investing in the "Save the Surface" campaign; made numerous addresses to painters and paint clubs; directed the general transportation affair affecting all or a large group of members and rendered such aid and advice as was possible; handled several important cases before the Interstate Commerce Commission involving many thousands of dollars to our industry; urged upon several departments in the government the function of paint and varnish in the special work within their province; and many other details.

We feel much gratified at the progress made during the past year and the present state of the more or less special tasks assigned to us leads us to believe that even greater advance will be accomplished during the ensuing year.

Elmer F. Hopper, chairman of the Paint Advertising Managers' Conference, told of the work that has been undertaken by this group and also by the Paint Sales Managers' Conference. He reported at some length on the meetings of the two groups, held in Pittsburgh last June, and told of plans for the conference to be held in Philadelphia next spring. He asked for the support and co-operation of the industry as it was represented in the joint session of the paint and varnish manufacturers.

Plan Joint General Manager

L. P. Moore, chairman of a special committee on organization, offered the following report, as that committee:—

A year ago last May a joint meeting of the directors of the Paint Manufacturers' Association of the United States and the National Varnish Manufacturers' Association was held in Washington, D. C., and at that time a special committee was appointed to investigate the organizations of the two associations, with the idea of working out some kind of a plan whereby the work might be co-ordinated under the leadership, perhaps, of the latter. That committee reported to a joint session of the Paint Manufacturers' Association and the National Varnish Manufacturers' Association held last year at Atlantic City, at which time the committee was instructed to continue and given authority to engage the services of some man to act as a business manager of the two associations, the resolution providing that the Educational Bureau should concur in any action that the committee took. At a meeting of the Educational Bureau held in Washington last June this special committee recommended that George V. Horton be called to accept a position as business manager of the Paint and Varnish Associations. At that meeting a resolution was passed by the Educational Bureau indorsing the recommendation of this special committee, and a further resolution was adopted recommending to this joint meeting today that a committee, consisting of the three outgoing presidents and the three incoming presidents of the Paint Manufacturers' Association, the National Varnish Manufacturers' Association and the National Paint, Oil & Varnish Association be constituted to handle the detail that necessarily would arise in working out this matter. And I want to offer a resolution that a committee, consisting of the three outgoing presidents of the three associations and the three incoming presidents, be appointed to carry out this recommendation of the special committee and of the Educational Bureau.

This motion was unanimously carried without any discussion. Later in the week during the convention of the National Paint, Oil and Varnish Association, unanimously voted that the National Paint, Oil and Varnish Association take action similar to that taken by the Paint Manufacturers of the United States and the National Varnish Manufacturers' Association in joint session—namely that the subject be referred to such a committee, representing the three association (that is the three incoming and three outgoing presidents of these organiza-

L. P. Moore
Chairman
Special Committee on Organization

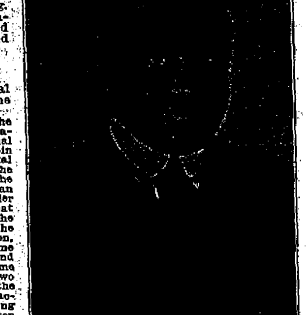
tions) with power to consider the work and to work out details, if in their opinion it is advisable to do so, and to include such arrangements, if such arrangements seem desirable. All however, subject to the final approval of the executive committee.

The committee to whom this was referred, is made up of the three incoming presidents, R. B. Robinette, of the National Paint, Oil and Varnish Association; J. Sibley Felton, of the Paint Manufacturers' Association of the United States; A. D. Gravely, of the National Varnish Manufacturers' Association, and the three outgoing presidents; E. V. Peters, of the National Paint, Oil and Varnish Association; Dr. D. A. Kohr, of the Paint Manufacturers' Association of the United States, and S. B. Woodbridge, of the National Varnish Manufacturers' Association.

Save the Surface Work

The general subject of the "Save the Surface" campaign was taken up under the direction of E. T. Trigg, chairman of the national campaign committee. He first called upon O. C. Harn, chairman of the advertising committee, who reviewed the program that has been followed during the past year and announced the plans and scope of the national advertising program for the coming year.

The work undertaken by the committee on publicity was presented by Gayne T. Norton, for F. J. Bryne, chairman, who was unable to be present. H. L. Calman, chairman of the committee on the slogan, told of the work that has been done to protect the use of the slogan, except for the campaign for which it was intended. He reported that with few exceptions there had been no disposition



C. J. Roh
Chairman
Increased Finances Committee

to the use of the slogan, which has been copyrighted and protected over the world. S. R. Matlack, chairman of the committee on motion pictures, reported that a new film, picturing the work of the campaign and the progress of the paint and varnish industry, would not be undertaken this year. He said that there was a continued demand for the films that have already been made and that the film, "The Romance of Paint and Varnish" would be revised to make a two reel film which would be used by the National Y. M. C. A.

S. B. Woodbridge, chairman of the Committee on Relations with the Financing Companies, reported on the partial payment plan for financing painting contracts.

C. J. Roh, chairman of the Committee on Increased Finances, stated that thirty-five new investors in the Save the Surface Campaign had been added during the past year. He asked for the adoption by the joint session of a resolution calling on the investor for his investment of the approved plan as presented by the campaign. This was adopted.

Industry's New Goal

Arthur M. East, business manager of the campaign, made a brief statement covering the work of his office and presented the following resolutions, which were adopted:—

Whereas, the reaching of the industry's 1926 objective as originally recommended by the Save the Surface Campaign to double the industry appears certain of accomplishment in the comparatively near future, and

Whereas, this extraordinary achievement leaves no thought in any mind other than that of using the industry's great momentum to press forward to a new goal; and

Whereas, the annual objective which has led the doubling movement has acquired great significance and broad popularity throughout the industry and is part and parcel of an unparalleled industrial success; be it hereby

Resolved: That the Paint and Varnish industry exert itself to continue its rate of growth that it provide for a new objective to take effect when the doubling process is completed; and that it render these important decisions in a definite form and concurrent by adopting the following objective, as recommended by the Executive Committee of the Save the Surface Campaign: "Our New Goal—Triple the Industry by 1931."

Whereas, the Paint and Varnish Industry at the instance of the Save the Surface Campaign has adopted an objective to triple the industry by 1931; has a clear perception of the benefits involved and the responsibility this objective places upon the industry, and

Whereas, the price of leadership by an industry is the employment of much wisdom and exertion as are necessary to maintain and strengthen that leadership, and

Whereas, the industry as compared with 1921 now represents a vastly greater volume of business to maintain and expand; largely increased factory and selling organizations to hold together and extend; heavily increased capital investment to protect and to maintain on a growingly profitable basis; and

Whereas, the example of our industry in parallelled success in being responsible for similar promotional activities by a fast increasing number of other industries all bidding for the same consumer's dollar that has yielded us our growth; and

Whereas, our industry now finds itself much less a pioneer in its appeal to the public than in 1920, and on the contrary sharply engaged in competition with many other industries, and

Whereas, our industry recognizes the principle that "the fight is to the strong"; and that the objective to be reached by 1931 entails a greater task, greater effort, greater resources and an instant pressure is more vital to the industry than any former undertaking; be it hereby

Resolved: That upon completion of the doubling of the industry as reported by the figures of the Department of Commerce, the industry approves increasing the basis of investment in the Save the Surface Campaign for paint and varnish manufacturers to ¼ of 1 per cent of gross sales of goods manufactured and sold in the United States for painting and varnishing purposes and in the same proportion for other branches of the trade.

In closing the presentation of the "Save the Surface" campaign activities, Chairman Trigg spoke as follows:—

You all know, I take it, from reading the trade papers of recent date, that the statistics as gathered by the Department of Commerce indicate an increase in the volume of business which, if it had been only slightly larger, for the first six months of this year would be double the volume of the first six months of 1921, which was the year we took up when we launched our campaign to double the industry, not by 1926, but by 1926. We have practically arrived at our objective eighteen months ahead of schedule. Now, what are we going to do about the future? We have the organization. You have heard from the chairman of several sub-committees. You all know these men; you know the kind of men they are; you know the sort of service they are rendering. I think, sentiment, it is time when we should take this job as a serious responsibility and not be willing that the other fellow should carry a heavier share of the burden than the rest of us do. Mr. Roh and Mr. Rosenthal, as members of the sub-committee on securing financial support, have worked hard on the financial proposition. Now, is it quite right that we should expect or even permit Mr. Roh and Mr. Rosenthal, who have business of their own to attend to, to spend their time coming around to our offices and pleading with us to come in on the one-eighth of one percent basis or the general classification? We are not presenting to you," continued Mr. Trigg, "an experiment. You have evidence of what the campaign has done, and I'd like to add to Mr. Roh's appeal the specific appeal that if you are not today on the one-eighth of one percent basis, or the classification basis, which permits you to nominate the figure you will pay, don't you think you would render your industry and yourselves a service if during this week, while we are here in Cleveland, you would go to Mr. Roh or Mr. Rosenthal and offer your contract on the one-eighth of one percent basis. Let's make the work of these men a little easier.

"At our meeting yesterday I was authorized to appoint a new committee on this matter of solicitation of financial support for the campaign of five members. I want to announce this new committee now. The new committee consists of Gayne T. Norton, Samuel Rosenthal, H. L. Calman, George Martin and N. E. Gregg. We are setting up a committee that is a strong one, and we are going after this job in a thorough manner. Gentlemen, you can take your choice of any one of these men you would like to favor with your subscription.

"In conclusion, I want to say that we are on a basis now of something over $200,000 a year. This is a substantial sum of money. The campaign has a responsibility for spending more money in the interest of the paint and varnish industry than has any other campaign or activity, also a greater number of subscribers than has any other activity. We have represented among the campaign subscribers every branch of the industry. I want to take this opportunity of expressing our gratitude at the support given, and express the hope that, as the years go on, this work is going to be sup-

ported by continually increasing funds, which will put us in a position to bring back to you the greatest possible return for the investment you have made."

Transportation Matters

W. J. Pitt, chairman of the traffic committee, made the following report:—

The committee hereby respectfully submits its report for the year 1924-25:—

"This year has been marked throughout by unusual activity in transportation affairs of major importance. Service has been normal; there have been no interruptions and the carriers' equipment has been adequate for the unprecedented demands of trade and commerce, both import and domestic. The percent of unserviceable motive power is slightly less than last year. The percent of unserviceable cars is slightly higher, but the increase in carmiles per car-day offsets this deficit, while the net tons per loaded car was the same as last year, and the traffic density—that is, the net ton-miles per mile of road—substantially increased. This summer and fall the railroads of the country handled more revenue loaded freight cars than ever before in their history. The total loaded January 1 to August 1 amounted to 29,228,625 cars, or 1,572,851 over the same period of last year. There was a marked increase in the loading of manufactures and miscellaneous carload freight and in less-than-carload freight.

The financial condition of the carriers has also greatly improved over last year except in the Northwest and Central Western regions, where conditions are extremely bad, the return on the book investment being only 2.48 percent and 3.42, respectively, whereas in the Eastern district it was 5.1 percent and in the Southern district 6.55 percent for the six months ended June 30, 1925. The rate of return prescribed by the Interstate Commerce Commission on the tentative valuation suggested by them is 5¾ percent for the several traffic groups. The rate of return of many carriers, particularly those in the Western regions, is far short of that figure; in fact, no group of carriers has thus far reached the prescribed rate. Below we give a brief summary for the United States and the several traffic districts for the first six months ended June 30, 1925, versus the same period for 1924, by millions:—

	United States.	Eastern District.	Western District.	Southern District.
Railway operating revenue—				
1924.....	2,872	1,833	1,023	894
1925.....	2,805	1,839	1,031	905
Railway operating expense—				
1924.....	2,274	1,059	829	305
1925.....	2,239	1,039	814	301
Net railway operating income—				
1924.....	392	180	122	68
1925.....	438	208	180	75
Percent ratio of expense to revenue—				
1924.....	79.18	79.44	80.29	76.54
1925.....	77.33	77.57	78.98	74.25

Your committee earnestly recommends continued co-operation with the Shippers' Regional Advisory Boards throughout the country in the matter of car service—construction of equipment, prompt loading and unloading and heavy loading—wherever possible. These organizations, composed of shippers' and carriers' representatives, are doing excellent work toward promoting efficient and economical operation, and deserve the support of all shippers.

We are glad to report that the Sixty-eighth Congress adjourned without passing the law affecting the transportation system. However, the Hoch-Smith joint resolution, directing the Interstate Commerce Commission to investigate the rate structures throughout the country has caused much concern to the shipping public. It gives the commission no more authority than it already possesses, and the consensus of opinion among shippers is that it tended to interfere with the orderly work of the commission. It was enacted primarily in the interest of the agricultural element of our population. The feeling among the shippers is that it should be repealed. In view of the serious plight of the Northwestern railroads the commission has instituted proceedings on its own motion to investigate the rate structures in that section of the country and combine with it the inquiry they construed to be intended by the Hoch-Smith resolution under Docket 17,000 —Western Rate Structure Investigation—and I. C. C. Ex-Parte 87—Revenues in the Western Districts—hearings on which began in Chicago September 8, 1925.

There were many subjects of importance to the industry demanding the attention of your committee during the year, which would require considerable space to mention. We will, therefore, confine our report to the more important matters affecting all or a large portion of our membership.

Interchangeable Mileage Ticket Investigation

The commission, after much investigation and litigation, reversed its previous decision, and finally held that the reduction in existing passenger revenues through adoption of the script-book plan was not justified, and dismissed the proceedings.

Eastern Class Rate Investigation

This very important investigation is now under way. The carriers' proposal means many millions of dollars increased freight charges on manufactured and semi-finished articles and on less-than-carload freight—in fact, all freight classified fifth class or higher. The carriers' testimony is in; also that of the principal protestants against the high level of rates the carriers are asking be adopted. The proposal contemplates extensive increases within trunk line territory and substitution of a uniform mileage scale applicable over all railroads instead of the present historical adjustment. In order to sustain their trunk line rate basis they also proposed heavy increase in the rates between trunk line and New England, on the one hand, and central freight territory on the other. It would naturally carry with it similar increases on traffic to or from points west of the Mississippi, where the rates are simply a combination of the same small groups of the Mississippi River, Chicago, etc. They also proposed enormous increases in the rates between New England points and trunk line territory in order to support the high level of rates proposed for application within trunk line territory. Your committee, after full consideration, decided to oppose the proposed high rates, and several of its witnesses submitted testimony to the commission on July 20. Further hearings are to be held by the commission, and it will require a year or more for them to digest the voluminous record and formulate a decision, but your committee has heretofore excepted, and will continue to exert, every effort to prevent these excessively high rates on articles classified fifth class and higher from being made effective, whether or not the commission elects to prescribe a uniform mileage scale for trunk line territory.

Southern Class Rate Investigation

The Interstate Commerce Commission, after nearly three and one-half years' investigation and hearings, has announced its decision in this important case affecting the class rates within Southern territory and between Southern territory and points north of the Ohio and Potomac rivers. The scales of rates prescribed are considerably less than those the carriers sought to establish. The system of rate development by the commission is a novel one. The opinion generally is that there will be no material increase in the gross revenues. The similarity of traffic, operating and financial conditions on lines operating in Southern territory lends itself readily to the adoption of the mileage system of rates over all carriers, as no other section of the country does, and while there was a sharp division among the shippers for and against such a system in that territory, it is generally conceded that the plan announced by the commission is, on the whole, satisfactory to the majority of shippers. The case is not definitely settled, however, as the commission has asked the carriers to analyze the decision and advise if they are prepared to accept it before final order. It will require considerable time for the carriers to decide such a vital question.

Rates on Linseed, China Wood, Fish and Vegetable Oils

The Interstate Commerce Commission, in Investigation and Suspension Docket 2126, decided this important case June 23, 1925, in our favor. It holds that "rates proposed on vegetable oils, in carloads, between points in trunk line territory and from points in trunk line territory to destinations in central territory, found not justified. Suspended schedules ordered canceled."

The traffic committees of our three national associations have devoted a great deal of time and effort to prevent unreasonable and discriminatory rates being established by the carriers, having combatted every step in the progressive steps since the beginning—two years ago. Their proposal was to cancel the commodity rates on the oils customarily used in the paint and varnish industry and apply the fifth class rates (representing increases as high as 45.5 percent) to important manufacturing points in Central Freight Territory, while cocoanut, palm and other oils used by the soap industry were to be subject to the sixth class rates.

The present rates from New York and those proposed by the carriers and condemned by the commission are as follows:—

New York to	Present Rates	Proposed by Carriers
Chicago	28	56.5
Cincinnati	33	49
Cleveland	33	40
Detroit	33	44
Indianapolis	35.5	52.5
Louisville	38	58.5
St. Louis	44.5	66

The ramifications of this case were many; the scope and extent of the proceedings rather unusual, and the record voluminous, involving not only the Eastern Trunk Lines and Central Freight Lines directly, but the carriers operating from the Pacific ports and Gulf ports into Central Freight territory, who were to make radical increases if the Eastern Trunk Lines succeeded in thus increasing materially their rates from Atlantic Seaboard Territory into Central Freight Territory. The financial benefit to the paint and varnish industry from this successful termination of the case is extensive, according to the testimony of our witnesses as to their individual losses under the carriers' proposal. The substance of the conclusion of the commission is that:

"We find that respondents have not justified the proposed rates as reasonable maxima, nor have they justified the proposal for a different basis of rates on the so-called paint oils and soap oils . . ."

Rates to Southwestern Points

The Southwestern Lines have drafted a revised description of articles taking commodity rates from Central Freight Territory to Southwestern points, which is now before the Central Freight Territory Lines for their concurrence. Your committee has urged that varnishes, all kinds, be included at the paint rates and understand the Southwestern Lines are favorable. The matter is being considered by the Central Freight Lines, and our traffic representatives in the latter territory have been asked to exert influence upon the carriers serving them to induce them to concur in the reduction. The Southwestern Lines have also been asked to include linseed oil in the paint description so the minimum carload rate will be applicable on the general list of articles.

Specifications for Drums, Barrels, Kits, Etc.

The railroads in June, 1924, undertook to adopt certain definitions and specifications for these packages which have heretofore been subject to the drum or barrel ratings. Your committee insisted that any straight-sided cylindrical iron or steel packages, with or without bails, is a drum, has generally been so regarded since the advent of metal packages and, consequently, is entitled to the lower rating applicable to barrels. Numerous increases in the freight rates resulted from the carriers' proposed revision and your committee vigorously protested. We are glad to report that the Freight Classification Committee has finally accepted the views of your committee and have decided to provide in Revised Rule 40, shortly to be published, that iron or steel containers of capacity of five gallons or over, with or without bails, not thinner than 26-gauge metal, will be considered as drums and subject to the lower rating provided for barrels. It is estimated that the saving to our industry in preventing said increase is considerable, especially on the small five-gallon metal containers, all of which would have been advanced to the rating on pails but for the determined opposition of your committee. In the revised specification the gauges of the metal are not changed. We recommend that this important matter be brought to the attention of the shipping departments of our manufacturers so that in no case will these containers of five-gallon capacity or more, with or without bails, be thinner than 26-gauge, or be described as pails or kits, which take a higher rating. The railroad rating clerk will surely not attempt to the reduced rating if the shipping permit in calling them pails. We would further recommend that this be brought to the attention of the purchasing departments so they will not fail in ordering these small drums to specify that they must conform to the I. C. C. specifications as well as to those provided in Revised Rule 40 of the Consolidated Freight Classification.

Classification of Paint or Auto Top Dressing in Glass; Paint in Cans, Boxed, L. C. L.; Varnish C. L. and L. C. L.

At a recent meeting of your committee it was decided to petition the classification committees for reduced rating on these articles. As to the ratings on varnish, it would be necessary to bring formal proceedings before the Interstate Commerce Commission. In the opinion of your committee the institution of these proceedings should be deferred a short while to permit the agitation created by the Hoch-Smith Resolution to subside in the minds of the commission, and that it would not only be unwise but would greatly prejudice our chances of success in view of the present tendency to favor lower transportation charges on agricultural products and material increases on manufactured products to offset the loss to carry out the spirit of the Hoch-Smith Resolution adopted by the 68th Congress.

Bureau of Explosives

Your committee is glad to report its success in having the I. C. C. specifications for iron or steel drums of five-gallon capacity or more changed from 20-gauge to 24-gauge U. S. standard, which became effective December 12, 1924. Under revised specifications the top, generally considered the weak point of the container, may still be of 20-gauge thickness. This change harmonizes with the drum specifications of the freight classification and will enable manufacturers to carry one line of drums for inflammables and non-inflammables instead of two as heretofore, and a limited supply of 20-gauge covers for inflammable articles.

Express

Some members report difficulties experienced in connection with packing regulations on friction top cans of the reinforced type. Your committee has requested the American Railway Express Company to revise the rule in the Official Express Classification that soldering at three points is unnecessary on other than ordinary friction top cans; further, that where any type of friction top can of one quart or less capacity is used soldering will not be required at all but the cover of the case should fit down closely to the top of the can.

Consolidation of Railways

The Interstate Commerce Commission is still conducting hearings on the consolidation plan prepared by Professor Ripley, but nothing definite has developed except the growing belief that compulsory consolidation is fraught with such serious practical and legal obstacles as to render the plan highly questionable. However, it demands the strict attention of the shipper because of the important influence for good or evil upon their business and the transportation facilities now serving them.

Your committee tenders its thanks to the officers and members for the support given during the year, which has been more effective than in the past and indicates a realization on the part of our membership of the seriousness of transportation upon the affairs of the industry.

Your committee further recommends that the customary annual appropriation of $500.00 to defer the traveling, printing, postage and miscellaneous expenses of the committee be made for the year 1925-26.

The appropriation of $500 asked by the committee was granted by both the National Varnish Manufacturers' Association and the Paint Manufacturers' Association.

J. H. McNulty, chairman of the tung oil committee, made the following report:—

Report of Tung Oil Committee

Last year at our meeting a very complete report was made to the membership covering the organization and operations of the American Tung Oil Corporation up to that time. It seems rather unnecessary to go over the ground covered by that report in detail, as the same is available to any of the members who would be interested and did not see last year's report.

Briefly, the American Tung Oil Corporation was formed for the purpose of acquiring land in Florida on which to plant tung oil trees, with a view to demonstrating the commercial possibilities of this industry in the United States.

The company acquired two parcels of land near Gainesville, Fla., one comprising seventy acres, known as the Osceola Grove, and the other of about 200 acres, known as the Paradise Grove, also a tung oil nursery of six acres. The two groves were immediately put into condition for planting and tung oil seedlings were set out in the spring of 1924. At the same time a campaign was inaugurated to interest Florida farmers in the growing of these trees.

The company's operations during the first year were most satisfactory, and its success in the development of this new industry has created a very great degree of interest, not only in the Gainesville district, but throughout Florida, resulting in a considerable planting of tung oil trees.

In its second year of operations in which the company's groves have shown a splendid development, even greater interest has been aroused. This has been stimulated by a campaign of publicity in the early fall, which we are hopeful is going to result in heavy planting by the farmers this coming season. In preparation for this planting, the company will have available for sale to farmers 150,000 seedlings and a like quantity of seedlings will also be available through an associate grower. This will provide ample seedlings to take care of the expected demand this season.

A situation has arisen in Florida which was not contemplated by the company when this development was started, and which may or may not alter our plans in that section, depending on conditions. This has to do with the large advance in Florida land and a real estate boom, which is engrossing so much of the attention of the people of that State at the present time. While real estate in the Gainesville section has not as yet reached a value to make the same prohibitive for tung oil growing, this condition may arise in the territory immediately adjacent to Gainesville. On the other hand, the transfer of land in Florida, which is taking place in properties getting into stronger hands, will eventually result in a more speedy development of such properties than would otherwise be the case.

It is the opinion of the company's directors that if the expected plantings in that section are somewhat delayed during this speculative fever, at a later date there will be considerably more interest in the growing of tung oil trees due to the desire of the new owners to make their land productive. The company has also in its contemplation the development of cheap land in the South, equally well adapted to the needs of this industry, which could be made available for tracts of values around Gainesville make such property uneconomical for the growing of tung oil trees.

A pleasing feature of this situation and a most unusual one in a development of this kind, is that the company's properties have appreciated in value to an extent where the same could probably be sold at this time for more than its entire capital. However, as the company is not in the real estate business and is involved in an effort to create a new industry which time will have a very far reaching influence on the production of wood oil, this situation, except as it involves the stability of our investment, will have only a passing interest to our stockholders.

The company's present capital is $100,000, of which $79,000 has been subscribed. The balance of its authorized capital, $21,000, will be required in the carrying through of its development plans, and your committee invites subscriptions from all those who are not at present stockholders of the corporation, and additional subscriptions from the larger users of wood oil, who may now feel more confidence in the company's development and the stability of their original investment.

As this is an organization undertaking, it is the desire of the committee that the stock of this corporation be as widely distributed as possible among the members of our industry, so that all may feel that they are having a part in this development which we consider means so much to the consumers of tung oil.

As indicating the interest manifested in this development, it is interesting to note that six of the directors of the corporation made a trip to Florida last month to inspect the company's operations, and to attend a directors' meeting at Gainesville. These men paid all of their own expenses and gave up practically a week of their time as well in the company's interest. Several other members of the industry have visited Gainesville during the past year and have been very much impressed with what has been accomplished in so short a time. An invitation is extended to all of our members to visit the company's properties should they have occasion to visit Florida.

Henry A. Gardner, to whom has been entrusted the direction of the company's operations, has made seven trips to Florida during the past year and to his splendid work is very largely due the success of our development up to this time. The company is put to no expense through Dr. Gardner's valuable services, other than his traveling expenses.

As an evidence of the widespread interest in the growing of tung oil trees, due to our operations, it is interesting to note that the company has recently received a request from the British Government for over 120,000 tung oil seeds for use in South Africa, it apparently being the intention to start the culture of tung oil in that country.

Reference was made last year to the splendid co-operation afforded the company by the Agricultural College of the University of Florida, which co-operation we are continuing to receive in a very splendid way, through Dr. Newell, dean of the college, and his assistants, as well as the personnel of the bureau of foreign seed and plant introduction, of the Department of Agriculture. We are also continuing to receive the most thorough co-operation from the Department of Commerce, whose work has been especially valuable. Through this department, we are being kept in touch with the situation in China, and as mentioned in our report of last year, the activities of the department, and especially Dr. Julean Arnold, commercial attache of the department in China, our development in Florida has been made known through Chinese sources in a manner that has had a marked effect in stabilizing tung oil prices during the last couple of years, and has resulted in large saving to tung oil buyers in this country.

The department's interest in this development is further indicated by a visit to Gainesville of Dr. Arnold last month, at which time he met the directors of the American Tung Oil Corporation and was able to familiarize himself with our operations. Much is hoped for through his greater knowledge and interest in this subject on his return to China, which it is expected will result in helping to stabilize the price situation over there and bring about the shipping of improved qualities of tung oil from China.

Supplementing the report, was the report of H. A. Gardner, general manager of the American Tung Oil Corporation, as following items:—

A progress report on cultural work at the tung oil groves in Florida was issued as scientific section circular No. 241, and sent out to the association members during June, 1925. This report included information regarding the following items:—

Permanent improvements on property.
Raising several thousand tung oil seedlings in Georgia.
Fertilizer experiments at the groves.
Ditching extensions at the groves.
Winter crops.
Cover crops.
Tung oil seed collection in Florida and importation of seed.
Condition of new nursery at groves.
Seedling distribution
General interest in tung oil project at University of Florida and various departments of the State.
Follow-up system on planted trees.
Experimental crushing of Chinese seed.
General publicity for project to encourage planting

Under the item of publicity, it was pointed out that many prominent officials of the State had visited the groves and had offered their help in the project. It was also pointed out that a list of farmers in various county had been secured, and suggestions were made as to the methods by which the campaign of seedling distribution would be started in those various agricultural centres. It was proposed to visit approximately twenty towns. This program has been carried out. On the new truck of the American Tung Oil Corporation was installed a traveling exhibit of trees, oil samples, nuts, and literature. Representatives of the corporation visited many towns in Alachua county, and gave talks to the agriculturists. While a certain amount of interest was exhibited in the lantern slide and moving picture lectures given in the evening, it was found possible to get a much greater interest through the traveling exhibit when shown in public squares during the day time, preferably on Saturdays when many agriculturists visit the towns. To all agriculturists exhibiting any interest in the work, further literature was promptly forwarded, and communications regarding tung oil sent out. Examination of the soil upon many plots of land in these various communities was made, and advice given as to the suitability of the soil for growing tung oil.

Special articles on tung oil have appeared in the following publications:—Farm and Livestock Record, Gainesville Sun, Florida Times Union and many other Florida newspapers, Alachua County Chamber of Commerce publication, Manufacturers' Record, American Industries, Florida Grower, Oil, Paint & Drug Reporter. In several instances, the articles have occupied a space of several pages and have been illustrated with photographs.

At the Southern Exposition, held at the Grand Central Palace, New York, May, 11 to 23, the agricultural agent of the Seaboard Air Line exhibit of tung oil trees, nuts and seeds, an average of 1,500 people daily came into the booth and saw the exhibit. The agents of this railroad have distributed literature with our local developments, and have assisted us in a great many different ways in promoting the tung oil industry throughout northern Florida. They have accompanied our representatives on many occasions, arranged for the displays throughout the State, and distributed our booklets to prospective growers.

During Farmers and Fruit Growers Week at Gainesville, early in August, a place on the program was allotted by the director of the State Agricultural College for a lecture on tung oil, which was presented to a substantial group of agriculturists. Connected with this lecture there was open air display in a tent adjoining the engineering building of the University of Florida. Several hundred farmers who attended viewed the display and were furnished with printed literature regarding tung oil. At the same time large colored posters regarding tung oil were printed and distributed throughout Gainesville and the surrounding territory.

The moving picture on tung oil has been exhibited throughout Florida, especially at county cross-roads and school houses, so that the subject is well known to practically every school pupil in the northern section of the State.

There was obtained a list of nearly two thousand people in the northern part of the State, who have acreages and who might be interested in the growing of tung oil. To this

complete list there has been mailed out the new bulletin on growing tung oil, recently printed by the American Tung Oil Corporation, and which gives information regarding the following:—Climate, oil yields, soil, grove distances, seedlings, time of planting, cultivation, fertilization, purchase of nursery stock, and many illustrations that will bring the matter prominently to the attention of agriculturists.

C. C. Concannon, of the Department of Commerce, has also been of aid in this work, having furnished to newspaper interviews on tung oil that have appeared throughout the country in syndicated form. He has also given radio talks in which tung oil growing in America has been featured.

Arrangements are being made by the local manager at Gainesville to present exhibits on tung oil at the following county fairs: Alachua County Fair, November 10; State Fair, Jacksonville, November 19; South Florida Fair, Tampa, February 2.

It is felt that in view of the above a very fair amount of publicity has been obtained, especially in view of the fact that only a small amount of money was appropriated in our budget for this purpose.

A survey has been made of tung oil trees between Florida and the Mississippi River, and an examination of soil and tung oil trees growing under different climatic conditions in that territory has been made. It has been found that lower Southern Georgia and certain sections of Alabama, near the Gulf, are so warmed by adjacent waters that these territories would prove highly satisfactory from the standpoint of tung oil cultivation. Soil conditions are also apparently correct. Tung oil trees growing in the Gulf region referred to have given good yields and show excellent growth.

The effect of the real estate boom in Northern Florida, while at present untimely from the standpoint of tung oil production, may ultimately be advantageous, as it is necessary that owners grow something on their land in order to pay the interest on their investment. Because of this condition many large syndicates owning several thousand acres in the northern part of the State have sent in earnest inquiries regarding the planting of tung oil on their properties. It is hoped that substantial plantings will be made as a result thereof.

A ton of tung nuts was secured from China during this spring to use for experimental work. The work included a survey of machinery for crushing purposes and the effect of crushing the seed at different temperatures, with and without certain percentages of moisture. At the present time an elaborate series of laboratory investigations is being made upon the samples, and a complete report of the results obtained from this work, as well as information regarding suitable types of crushing machinery, will be available late this fall. A portion of our own crop of Florida nuts will be hulled and crushed this winter, and samples of the oil will then be available to the laboratories of the industry for test purposes.

It is interesting to note that a request has come from the British government for over 10,000 tung oil seedlings for Palestine. In this connection it is possible that tung oil will prove a satisfactory crop for island counties, such as Porto Rico, Cuba, or similar places where there is high rainfall and good soil with a long growing season.

In connection with seed it might be well to point out that the American Tung Oil Corporation was very fortunate in having planted its groves during the early winter of 1924, as the total rainfall was 15.7 inches during the months of March and April, the time of year after planting, when moisture is most essential. During the months of March and April, 1925, the total rainfall was only 2.2 inches. This was one of the greatest droughts that has been experienced for twenty years, and would account for the less fortunate results that may have been obtained by some other planters during that period. Even under these trying conditions, however, germination tests of our new nursery on a counted number of seed of five different varieties have given the following results:—

Craig kidney nuts germinated	87
Alabama nuts germinated	53
Riverside, California, nuts germinated	17
McIlhenny, Louisiana, nuts germinated	31
University of Florida nuts germinated	62

It is interesting to note that practically none of the trees in our groves that were a year old were affected by drought during the spring and summer, even growing a little during the dry weather. The drought did, however, make it difficult to germinate seed, and substantially affected the stand of crotalaria and similar cover crops.

The general condition of the groves of the corporation is excellent. The trees in many cases have reached a height of nine feet. Although these trees are about twenty months old from the time of the planting of the seedlings during the winter of 1924, they are producing nuts in several instances. Possibly from eight to 10 percent of the trees in our groves are bearing full size fruits. This encouraging condition would suggest that we may have sufficient home grown seed this year from our own groves to take care of any nursery plantings that we may require, and that during the year 1926 the production may be substantial.

The condition of the seedlings in our nursery is good. We have from one hundred to one hundred and forty thousand seedlings in flourishing condition, ranging in height from ten to twenty inches. At the other two nurseries in the vicinity of Gainesville there are probably an equal number of seedlings. Those grown upon previously cultivated land, however, are possibly stronger and higher.

Mr. Gardner showed a number of lantern slides made from photographs taken recently in Florida, picturing the progress that has been made in the United States in growing the tung trees on which the nuts are produced.

"The Tung Oil Industry" was the subject of an address by Julean Arnold, American Commercial Attache, Peking, China, which was as follows:—

China Tung Oil Industry

By Julean Arnold

I wish to congratulate the members of the American paint and varnish associations who are so broad visioned as to participate in the development of the tung oil industry in the United States.

Upon the invitation of the American Tung Oil Corporation, and at the request of the Department of Commerce, I recently made a tour from the Pacific Coast to Gainesville, Fla., to meet there with the directors of the corporation and to inspect at first-hand the progress made in the development of the tung oil industry in the South. I am pleased to be able to tell you that I was very agreeably surprised at the successful results of the corporation's work in Northern Florida. I found the trees as already planted in a very healthful condition, and so far as I am aware, in better condition than similar age trees in China. I am told by Henry A. Gardner, executive manager of the corporation, that in addition to the 300 acres already planted by the corporation, a former president of the Paint Manufacturers' Association, has 700 acres under cultivation, and other persons about 200, making in all about 1,200 acres now planted in tung oil trees in the vicinity of Gainesville, with 1,200 more acres about to be planted this winter. Dr. Gardner also tells me that an acre is capable of growing on the average 115 trees. The best individual trees at the University of Florida's experimental station, which are eight years old, produce three gallons of oil per tree. Thus a very conservative estimate of the average production per tree at the time of maximum production should be one gallon of oil, which at present is estimated at a value of about $1.20. Allowing 15 per cent for the crushing of nuts, one tree should possibly realize an average of $1. Thus one acre of eight-year-old trees should gross from $100 to $800 per acre. Undoubtedly trees four years old, if in good condition and producing well, should possibly net about $50 per acre. I am told that land in North Florida produces less than $20 an acre when planted in corn, or peanuts. Thus it would seem that the tung oil trees can be made a profitable crop providing the cleared land on which they are grown can be purchased for less than $100 an acre. This is especially true when we consider the added advantage of planting along with the trees a cover crop of a leguminous character. It appears that the trees require comparatively little cultivation. It also appears that they are remarkably free from pests, or parasites.

While trees in Northern Florida have done exceptionally well, it has been found that trees in lower Mississippi and lower Louisiana, around the Gulf section, have also done remarkably well because of the modifying influence of the temperature of the region near the Gulf, the soil conditions, etc. Furthermore, it is believed that trees grown in the extreme lower part of Georgia would thrive. In view of the above, it is probable that further the extension of the tung oil industry should be in these sections because of the lower cost of land.

The wood oil interests in China have been led to believe that conditions as to climate in the United States are not favorable for the growing of these trees, and that American labor costs in handling the nuts are so high as to militate against the success of the industry. It has been demonstrated by work thus far carried on that the soil and climatic conditions in certain sections of the South are all that could be desired. As the nuts fall from the trees during the autumn and may remain on the ground several months before deteriorating, the labor costs in gathering the nuts are comparatively low and not a factor of serious consequence. It has been already demonstrated through scientific methods on the part of American growers and producers in handling the nuts a superior grade of oil can be produced in this country commanding a higher market value than the oil as produced in China. Thus there appears to be no reason for apprehension as to the possible success of the industry in the United States.

Our importations from China now aggregate in value about $15,000,000 a year. They are on the increase, and it would seem that it may be expected that within another ten years the quantity consumed by our paint and varnish manufacturers in this country may reach $20,000,000, or $25,000,000. Thus the prospects are at present bright for the development of a new industry in this country which may mean an added economic value of from $20,000,000 to $25,000,000 annually.

It may interest you to know that the development which has thus far taken place in the tung oil industry in the United States has had a very salutary effect upon the wood oil market of China. As commercial attache for the Department of Commerce in China I have availed myself of every opportunity to broadcast in that country the work of the American Tung Oil Corporation in developing the industry here. I am satisfied that this information has had a stabilizing effect upon the Chinese market, and in this connection it has already justified the expenses incurred by the corporation in Florida. Furthermore, the Chinese growers and producers will undoubtedly avail themselves of information from America which will help them to improve their methods. Thus even if the shareholders of the corporation received no dividends on their stocks, they would find themselves repaid through more favorable conditions in the China market. What I saw of the industry as thus far developed here, convinces me that the shareholders stand a good chance of making fair returns on their money, and that, in spite of lower economic conditions in China, the growing of tung oil trees in America can be made a profitable venture and thus assure to the paint and varnish interests steady supplies of raw material at reasonably uniform prices.

As we all appreciate, competition is the life of trade, and I believe that both the Chinese and American tung oil interests will benefit by any improvements in this industry. Doubtless the extensive experimental work carried on by the American Tung Oil Corporation into modern methods of crushing the seed to produce one of the lightest color and most superior properties, as well as the extensive experimental work being conducted on your groves by trained botanists and other plant experts will result in information of tremendous importance, which should be transmitted to China so that the Chinese can avail themselves of all this modern information and thus help your industry by providing a much superior grade of oil to come from China. It is suggested that you either go to the extent of inviting Chinese growers to view your groves and study the conditions there, with the object in view of profiting by what our scientific methods may mean to the industry in their own country.

We must also take cognizance of the fact that Europe is becoming an increasingly better market for wood oil. Up to the present China has been the only source of supply. Is it not reasonable to expect that with the development of the industry in the United States we may also look to Europe as a future possible market for the export of the American product? It is with the idea of further advancing the industry in America that I have recommended to the American Tung Oil Corporation that an additional sum of money be raised to carry on further experimentation and to further a campaign of education among the farming population of certain Southern States.

It would seem that the present is a very opportune time for a thorough investigation of the conditions which surround the industry in China. Our tung oil tree growers in the United States should have fullest advantage of all the information that it is possible to secure in regard to the development of this industry in China. We must bear in mind that the Chinese have been growing these trees and producing this oil for many centuries. They have undoubtedly learned much or at least stumbled upon some very useful information as a result of their long experience in this industry. Are you aware, standardization is not characteristic of any Chinese industry. Trees grown in one region will be different from those grown in another section. Methods pursued in one district will vary from those in vogue in a neighboring region.

While we are indebted to the Department of Agriculture for much useful information in regard to this industry in China, and while the Department of Commerce has succeeded in supplementing this information in a way helpful to our interests, there is still much to be learned. I am under the impression that the information which now could be secured from China in furtherance of this industry in America may mean millions of dollars to the future of the work in the United States. It may prevent some costly mistakes in the early phases of the industry in this country. It happens that the Department of Agriculture has in China at present as one of its investigators in plant industry F. H. Dorsett. Mr. Dorsett has been devoting the past year and a half to investigations of economic plants in North China. He is convenient with the developments which have thus far taken place in Florida in regard to the tung oil industry. He is admirably qualified for work in China. He told me a few months ago when I saw him in North China that he would welcome an opportunity to spend five or six months in the tung oil districts of China to investigate the conditions under which the trees are grown, the nuts gathered, and the oil produced. Fortunately Mr. Dorsett has with him a son who is doing considerable photographic work in connection with his father's investigation. He has with him a small motion picture equipment. The importance of this work in China is not, however, paying for the services of Mr. Dorsett's son, so it would be well in the event he accompanied his father in the investigation of the tung oil industry that arrangements be made to reimburse him for his expenses, as it is very desirous that a considerable amount of helpful photographic material be secured.

I have also suggested that should the American Tung Oil Corporation succeed in inducing the Department of Agriculture to detail Mr. Dorsett for special investigation work in Central China in those sections where the tung oil trees are grown that the corporation arrange to select a young man, already conversant with conditions in the tung oil industry in that country to proceed to China as an understudy to Mr. Dorsett so that he may be prepared to handle, upon his return to the United States, the material prepared by Mr. Dorsett in a way which will be most helpful to the development of the industry in this country.

While it appears that the tung oil trees are free from pests, or parasites, yet it is quite possible that pests, or parasites, do exist in China in connection with this plant, but that the remedy, or antidote, is also there.

The agricultural authorities in Florida do, I understand, prohibit the importation of tung oil nuts from China, fearing they may introduce into the State a pest disastrous to their agricultural interests. Thus it is highly necessary that a whole study should be thoroughly investigated with the idea in view of securing definite information as to conditions obtaining in China, the material prepared by Mr. Dorsett in a way which will be most helpful to the development of the industry in this country.

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It is well that the industry should have in the early stages of its development the full advantage of all that the Chinese can give by way of helpful information as to methods of cultivation, favorable soil conditions, climatic influences and methods of care and attention of trees. There are interesting questions as to the limits of temperature between which the trees will thrive, amount of moisture required, varieties of nuts produced, maximum of oil content in the best grades of nuts, possible improvements through grafting and methods of fertilization. Thus if the American paint and varnish interests would set aside the sum of $10,000 to cover the expenses of a China investigation it would undoubtedly represent a sum which would bring in returns many fold this amount in improved conditions under which the industry could be developed in this country. The labor conditions having to do with the tung oil industry are not comparable with those of the silk or cotton industries where they form a very large proportionate share of the necessary outlay. As for land values, it is possible to secure land in the Southern States of the United States as cheaply as that upon which the tung oil trees are grown in China.

The United States has an advantage over China in economic transportation. The great bulk of the nuts in China are produced in sections remote from economic transportation, so that freight is a far more expensive item in the marketing of the nuts and the oil in China than it is in the United States. The marketing system obtaining in China as regards the tung oil industry is far more uneconomic than that obtaining in the United States. Owing to the presence of numerous intermediaries, or middlemen, in this industry in China, the slightest influence one way or the other affects market conditions. Rumors of unusual demands in the United States, or of shortage of supplies in China country, soon result in speculative prices in China, with total disregard of the future of China's export trade in this commodity.

Another factor of considerable importance is that of the method of producing the oil from the nuts. They are picked from the trees in China. The Chinese are careless in the extreme and thrown carelessly into heaps which may lie around for months before crushing. Thus rancid, or mildewed nuts are not separated from the good nuts. This fact combined with the crude, primitive methods of crushing results in the production of an inferior grade of oil. This has already been demonstrated, for the oil produced by nuts grown on trees in the United States is of a beautiful light amber color and lower in acid content. Thus it would seem that conditions generally are most favorable not only to the growing of the trees in America, but in the production and marketing of the oil in this country.

We shall probably also be obliged for some time to come to add to the expenses incident to the importation of wood oil from China the varied and uncertain internal taxes which are added charges against this as well as other of China's products. The disordered political conditions, which may continue for some years, are also worthy of our attention as making for higher costs in the securing of the oil for export purposes.

I have therefore, to recommend to the American Tung Oil Corporation (1) that it increase its budget for experimental purposes to such an extent as to take care of all necessary work in demonstrating clearly the fact that the trees can be grown profitably in this country in certain regions adaptable thereto and that the oil can be produced as economically and of better quality than in China; (2) that a certain sum of money be set aside for investigation and experimental work in China to secure from that country all possible information helpful to the development of the industry in America; (3) that the Department of Agriculture be requested to detail its representative in China, F. H. Dorsett, to investigate the tung oil industry and report in full for the benefit of the industry in this country. In this connection it is also recommended that the corporation defray certain expenses to be incurred by Mr. Dorsett which will not be met by the Department of Agriculture; (4) that the American Tung Oil Corporation arrange for the sending of an especially qualified man to China to work with Mr. Dorsett so that he may return to this country prepared to take full advantage of the results of the investigations in China; (5) that the Chinese be invited to take full advantage of all that we may be able to teach them in this industry.

I cannot too strongly here present of the continued hearty cooperation of the Bureau of Foreign and Domestic Commerce not only in advancing the tung oil industry in this country but in the securing of such further information from China, as may be helpful to the paint and varnish manufacturers in this country. In this connection may I ask that your committee indicate to the bureau the specific nature of the information desired not only for the monthly cabled report, which the bureau is furnishing you, but also for such other reports as will be helpful to the paint and varnish interests generally.

One of the directors of your association stated to me in Gainesville, Fla., that in his opinion it is most gratifying to experience the feeling of pioneering in the development of a new industry in this country. If the paint and varnish interests of America can add to the economic wealth of the United States $15,000,000 to $20,000,000 annually through the development of the tung oil industry and at the same time serve their own interests by so doing they will have rendered a very useful service to the industrial and economic welfare of this country.

An address on drying oils was presented by Dr. A. Schwarcman. He was followed by E. T. Trigg, S. R. Matlack presented plans for an exhibition of paint and varnish products at the Sesquicentennial Exposition to be held next year in Philadelphia. This is covered in the report on that subject, with the favorable action taken at the convention of the National Paint, Oil and Varnish Association on an earlier page.

A third meeting of the joint session was held Tuesday morning, when the report of the committee on simplification was read by Ludington Patton, chairman. The report was presented to the convention of the National Paint, Oil and Varnish Association and is printed as a part of those proceedings.

M. Q. Macdonald, manager of the unfair competition bureau, Washington, D. C., made a report covering the work of that department during the year. He reported in detail regarding several violations of the rules of the association and laws of the Department of Commerce.

Twenty-sixth Annual Meeting

Paint Manufacturers' Association of the United States

Cleveland, October 20

The Paint Manufacturers' Association of the United States met in its twenty-sixth annual convention, Tuesday, October 20, in the Hotel Cleveland, Cleveland, with President D. A. Kohr presiding. A large number of varnish manufacturers, who had come to attend the final meeting of the joint session, remained as guests of the paint manufacturers. George Heckel, Jr., served as sergeant-at-arms.

L. P. Moore, vice-president, occupied the chair while President D. A. Kohr read the following address for his office:—

Address of the President

It is a pleasure to welcome you here today and to serve as your presiding officer over this the twenty-seventh annual meeting of the Paint Manufacturers Association of the United States.

Gatherings such as this, bringing with them each year the pleasant opportunity of meeting, greeting and visiting with old friends and new must withal unfortunately remind us that another twelve months have quietly slipped from the unknown future, through the ever changing present, and into the unchanging past. It is to be expected therefore that our annual meetings should bring to us some query as to the achievements of the closing year and make fitting and indeed almost imperative some reflection on that past in the consideration of which we have our only means of judging and molding our future.

Many problems that have commanded the earnest attention of our association have been promptly solved and perchance forgotten. Others have been of longer duration, requiring several years for their working out; still others of a more or less permanent nature promise to continue with us almost indefinitely. In these two latter classes fall most of the problems that have occupied the association during the past twelve months.

To you with the committee reports before you it is not necessary for me to dwell upon or even to mention the results of this work. One principle common to nearly every one of our activities is, however, deserving of your consideration, for without it our success cannot well continue. Whether our attention is claimed by the varied work of the educational bureau or the splendid achievement of the flax devel-

opment committee, or the improvements in methods of manufacture arising from the exchange of technical information through the federation of production clubs or the efforts of the simplification committee, the Clean-up and Paint-up campaign, the outstanding accomplishment of the "Save the Surface" campaign, or, in fact, almost any other association activity—the one guiding principle through all has been the fine spirit of co-operation manifested not only between our association and other associations both within and without our industry, but also, in fact, between the individual members of our own association. It is indeed, to the high credit of all concerned that the work done has been accomplished only because of the willingness of our members to sacrifice possible personal advantage and unselfishly to work together for the common good of all.

With this excellent record before us, let us take heed that into our association and into our industry there does not come the spirit of controversy that at this time seems to be so prevalent in a number of important fields of human endeavor. While differences of opinion between sincere individuals are bound to arise, in the great majority of instances the subsequent adjustment of these differences results in good to all concerned. Disagreements are apt to result in serious consequences only in

D. A. Kohr
President
Paint Manufacturers' Association

those cases where the leaders in the controversy assume toward each other an intolerant attitude. New ideas and new movements almost invariably arouse opposition, and on the tolerance of the leaders of any movement, and of its opposition, must rest the choice of whether the movement shall stand or fall on its merit, or whether a fight shall be precipitated in which the desire to arrive at the truth is overshadowed, or in some cases indeed eclipsed by lust for victory regardless of the merit of the debated question.

Study Association's Needs

For over a quarter of a century this association has lived and functioned, and today, in our all too unconscious enjoyment of the benefits it has bestowed upon us we may well pause to inquire: "Why has our association endured?" "What has been its appeal to its loyal servants of the past?" In seeking the answers to these questions we may bring to ourselves a fuller knowledge of our association's achievements, and we may thereby perchance fit ourselves better to discharge our obligations to the past by more fully realizing the foundation given us, on which it is our duty and privilege to build as well, and as securely, toward the future growth and the enduring permanence of our organization.

In an enterprising industrial city of one of our important commonwealths stands a beautiful hall dedicated to the cause of industrial education; and lettered on a large shield hanging on one of its walls are these words: "Exchange of ideas solves hard problem." This statement challenges reflection. Each inanimate object in this room today represents not only the idea of some one, but also many developments by others of that original idea. No material comfort that we enjoy, an outstanding business success that we admire, may we name that did not originate in some one's mind in the form of an idea. It is, in fact, ideas that keep us in business, and the preponderance of good ideas over bad ones that determines our progress. Our merchandise is not merely mechanical mixtures of pigments and liquids, gathered from the ends of the earth and compounded by skilled artisans under the direction of scientific experts. Our merchandise is in truth this, but it is also more. Through our salesmen we transmit to the public, whom we serve, a knowledge of how it is possible for men and women by the use of our products to materialize their longings for beautiful surroundings, to gratify their desires for sanitation, to satisfy their feeling for the need of conservation, and so the commodities we market really are ideas of beauty, ideas of health, ideas of protection and preservation.

What is it then that has brought us here today, that has brought us and others to similar meetings in the past, and that we hope will continue to bring us together in the future? May we not find our answer in the motto of the industrial hall? Is not one of our strongest motives our instinctive and highly worthy desire to exchange ideas with those who may help us solve our problems and also with those who have problems for which we may perhaps offer a solution? Free discussions with our competitors may alter a person's whole conception of the value of our own ideas to the point where we become more capable of receiving and appreciating the ideas of others. Or if we do not happen to be so handicapped by nature we may by means of this helpful contact discover in ourselves all unsuspected the wonderful ability to create ideas new and valuable.

Not seldom does it happen that an idea of little value to one man will, when imparted to another, prove to him a great boon. In the exchange of ideas between intelligent men the usual outcome is indeed that each man gains and neither loses. Strangely enough, it is not so much what we so hear and what we thus see that is of our gain; our real benefit comes from the subsequent translation of these sights and these sounds into our own thoughts and into our own deeds. These ideas that may develop in our minds and the experiments they may bring forth do in fact offer us the opportunity to profit to an extent almost beyond belief.

Grasp Opportunities

Let us, then, avail ourselves of such opportunities, offered by meetings like this one, to learn more about the work that the paint manufacturers' association has done, and may do, for each one of us. Let us appreciate more fully the untiring and efficient service of our secretary and his assistants, and in doing so let us not be unmindful of the unselfish devotion to our interest shown by our leaders, who have throughout the life of our association served with their time and their thought for the good of our whole industry.

Among the numerous blessings that it is the privilege of each of us to enjoy today are there any that we hold much dearer than life itself? Yet we may not deny that every day the major portion of this priceless possession is being spared by us into our several businesses, which in their aggregate make up our great industry. Should we, then, be content to look upon our connection with this industry merely as a means of livelihood or the opportunity to amass a fortune? Should we not rather consider it our commission from a Higher Power to brighten the lives of others and to lighten the burdens and increase the happiness of some of our fellow men? Does it not afford us by our contact with the problems of business life, by our associations with each other, by strict adherence to the principles of our code of ethics, the opportunity to build for ourselves in the hearts of those who know us monuments that, while constantly recalling to their minds ideas of unselfish service, will point them to the application of the principles of the Golden Rule in the efficient performance of the work that has been given each to accomplish?

After the president's address had been accepted and ordered made a part of the proceedings of the convention, the annual report of the secretary-treasurer was made by George Heckel. His reports follow:—

Report of the Secretary

The report of your membership committee will show a net increase of three, there having been six admissions, two resignations, and one member dropped for non-payment of dues. One of the two resignations was due to retirement from the paint business. Efforts are being made to induce reconsideration by the second. The net total membership at this time is 154, an increase of three.

During the past year your secretary has had the pleasant privilege of addressing the Connecticut Paint and Varnish Salesmen's Club; the paint and varnish production clubs at Chicago, Cincinnati, Cleveland, Boston, Toronto and San Francisco; the Twin Cities Paint, Oil and Varnish Club; the zone convention of the National Paint, Oil and Varnish Association at Seattle; the Pennsylvania State Association of Master Painters and Decorators at Altoona, the Philadelphia Master Painters Association, and the National Retail Hardware Association.

At the instance of your board of directors he attended the Pacific zone convention of the National Paint, Oil and Varnish Association in Seattle during the month of July, which proved very interesting and was well attended. The trip was extended to San Francisco, Los Angeles, Salt Lake City, Denver, Kansas City and St. Louis, in all of which cities he was cordially received by the members of the industry. Several new members were obtained during this trip, and others interested in the work of the association. The impression left is that these visits are well worth while to the association.

Your secretary has, as usual, assisted as occasion has offered in the work of your several committees, especially this year, with the detail work of your simplification committee, whose report will indicate practical accomplishments.

He also serves with the executive committee of the "Save the Surface" Campaign, and as a member of several of its sub-committees, besides acting as censor of all publicity material issued by the campaign.

As secretary of the educational bureau he has attended all meetings of that committee, and has conducted much miscellaneous correspondence with people interested in various phases of this work.

During the year, the supply being exhausted, the following standard pamphlets of the bureau were revised and printed in new editions:—"Materials of Paint Manufacture," "A Paint Catechism for Paint Men," "The Paint and Varnish Sellers' Catechism." The number of these sold in advance of publication practically covered the cost of publication in each case. All of these, as well as the other standard booklets of the bureau, show a steady demand.

Mr. Macdonald will, as usual, report in detail the work of the unfair competition bureau. The secretary has been able in several instances to be of some service in the furtherance of this conspicuously useful activity.

The Monthly Bulletin has been published regularly and mailed to every paint or varnish manufacturer, and by this medium the entire industry is kept in touch with the work and purposes of the association.

The Official Digest of the paint and varnish production clubs has been issued as the material received has warranted. The number of issues during the year from October 1 last is eight. The total cost of these eight issues is $1,060, an average of $134, of which this association has paid one-half. These issues are mailed to the members of all production clubs and the members of this association and the National Varnish Manufacturers' Association, and are regarded as highly valuable by those interested.

Early in the year, for the use of your membership committee and for economy of time in correspondence, a circular was prepared describing in some detail the organization, work and objects of the association. This has been found very serviceable.

Complaints of violation of the non-exchange agreement have been very few and except in one instance have been adjusted without formal procedure. The single remaining case, on the Pacific Coast, is still in process of investigation.

The joint committee on the code of ethics, consisting of the presidents of the three associations which prepared and adopted it, will make no report at this meeting, but your secretary has knowledge of instances during the past year in which its administration proved conspicuously satisfactory in adjusting serious differences.

The competition of the Navy Department in bidding on paint supplies for other government departments is still a serious grievance in the minds of some of your members and it is suggested that this association put itself on record as opposed to the practice.

The Association Year Book was issued to members as usual early in the year.

The activities of your association continue to evoke commendation from other trade organizations as well as from government authorities. The association continues a powerful agency for the good of the industry on the one hand and the public it serves on the other.

Cost Accounting Report

The report of the cost accounting committee was made by Frank L. Sulzberger, chairman, as follows:—

At the last meeting of the association, the cost accounting committee presented to you a plan for organizing within the paint manufacturers' association a cost bureau of its own. After considerable discussion you will recall that this bureau was approved and a sum of money amounting to ten thousand dollars was authorized to be expended for the purpose of conducting this bureau.

It is now the pleasure of the cost accounting committee to report to you on the development, progress, expenditures and general operation of the cost bureau so established at the end of one year of operation.

The first problem which faced the cost bureau was to find a man to head the bureau. Our thought was to find a man who not only was a capable cost accountant and understood cost accounting thoroughly, but to find a man who also in addition to having the technical qualifications also had a real business outlook, an ability to sell cost ideas and a reputation in the field of cost work. Considering all of these qualifications, we selected C. P. Jordon of New York.

We then went into the details of drawing up a contract with Mr. Jordan, and this was a rather difficult thing to do. The contract finally arrived at between Mr. Jordan and ourselves covered three essential points:

First, that we would be in a position to render free service in a consulting and inspection capacity to all members of the

F. L. Sulzberger
Chairman
Cost Accounting Committee

association. In this regard the contract with Mr. Jordan covering this point provided for him to render surveys free of charge to any one asking and to give free consultation service.

Second, that where installation expense was to be charged to any of the members that the rate of cost to the member would be about fifty per cent or less of what it would cost that same member if he obtained this service through outside channels. The per diem charge we made on installation work of twenty-five dollars per day, with no charge for traveling or other expenses, is very much less than could be obtained from any first class firm of accountants.

Third, we had to insure to all the members absolute secrecy of the records. Our contract with Mr. Jordan reads that all of the records and any figures submitted by members of the association to him are absolutely secret even as against the members of the cost accounting committee, and a further provision that if the bureau changes directors and we should select another director to succeed Mr. Jordan, these papers will be turned over intact to such a director under similar conditions, or if the bureau should be discontinued, the provision that the papers shall be burnt up so that no record of the figures of any member may be available to any one else in the trade.

Now, in the operation of the bureau things took the following sequence:

First of all, it was necessary for the director to spend some time in paint plants around the New York district to get a more intimate idea of the paint business, its operations and its peculiar problems. This took quite a little time and as soon as the director himself had the matter well in hand, he broke in an assistant who might be available for doing installation work. This was to prepare the organization for actual work.

The next thing was a series of bulletins on various subjects with the expectation of arousing interest in cost accounting and allied subjects. It was hoped that these bulletins would produce many requests for surveys, but in this regard we were rather disappointed, because notwithstanding the fact that a number of bulletins were sent broadcast to every member of the association, the requests for surveys and examinations of the members' cost system did not come in to the bureau in the volume in which the committee thought was desirable.

Following this, we organized a series of cost meetings in various cities. Cost meetings were held at the following points: Milwaukee, Louisville, Indianapolis, St. Louis, Kansas City, Denver, Chicago and Cleveland. Mr. Jordan traveled to each of these places and arranged, through one of the local members of the paint industry, to call together interested parties and then over the luncheon or dinner table various cost questions were discussed. A tremendous amount of interest was evidenced in these meetings and it shows us that the paint trade is very much alive to the question of cost. Out of these various meetings a great many requests for surveys likewise were made.

Surveys were made in fifty-one plants. Many of these surveys, of necessity, did not require much time because they either showed a complete and entire lack of cost system, or else in a very few moments the cost bureau was able to determine that the systems installed in the particular plants were fully adequate to the requirements of the business.

However, in numerous cases we were able, through our surveys, to offer helpful suggestions to the members, without actually doing any installation work, as the companies themselves were capable of taking care of their own problems.

Installation work has been done in seven factories during the past year; two of these installations are entirely completed; others are just in the opening stages, and one is about ready to complete.

The total cost of operating the bureau in the association for the year will be somewhere around $7,000, instead of the $10,000 authorized. For the coming year, however, we can see the possibility of a very great reduction in the cost of operating the bureau because we have a number of installations now going on, from which we will get income next year, and some five or six men whom they are waiting for us to start work.

By way of explanation we might say that notwithstanding the fact that the charge which the bureau makes of $25 per day is about half of the normal charge of professional cost accountants, that charge produces a small profit in the bureau's operations.

We feel that this has been one of organizing and of finding ourselves in the matter of handling such a bureau, and your committee have handled this work feel that they have learned a great deal of value in the operation of such a bureau, and, at the same time, feel that the association has derived tremendous benefits from the year's operations. We believe, however, that very much wider and effective results can be produced even than we had originally contemplated by following out a little different method of operation.

We propose to reorganize the operations of the bureau whereby the director of the bureau will give 100 per cent of his time to cost bureau work. This, of course, was not possible with a man of Mr. Jordan's standing because of the expense involved and our arrangements with him only required him to give a portion of his time. We have arranged with Mr. Jordan to carry on the work temporarily and to assist us with the changes in our organization, so that the work will go on continuously and uninterrupted.

Your committee and the varnish manufacturers' association's cost committee have met together and discussed our mutual problems, and that committee has asked that they jointly join with us and combine the work of varnish and paint cost accounting into a cost bureau for both organizations. In this matter your committee most heartily concurs.

First—Because in the majority of varnish plants there are grinding and paint making problems, and because a great many paint plants operate varnish plants as well and consequently, they have the varnish problems too. Ordinary efficiency would require that cost work in both departments should be carried on through one agency and probably at one time.

Second—Because it very materially reduces the cost of operating a bureau to combine the work in the manner outlined above. As a result of the first year's work it is estimated by your committee that the cost of operating the bureau the second year will be very considerably reduced to a sum which could easily be taken care of out of the ordinary income of the association. It has been suggested, subject to your approval, that two-thirds of the expenses of operating the bureau be borne by the paint manufacturers' association, and one-third of the expenses by the varnish manufacturers' association.

Yesterday the varnish manufacturers in their meeting approved of the joint operation of this cost bureau. With your approval the cost bureau will be operated for the coming year in the manner outlined in this report.

The association concurred in the recommendation that the work of the bureau be combined with the bureau of the National Varnish Manufacturers' Association, with the paint manufacturers paying two-thirds of the cost of its operation and the varnish organization paying one-third of the total cost.

Report on Exports

The report of the export committee, G. D. White, chairman, was as follows:—

American paint and varnish exports have recovered appreciably from their slump in 1924. Overseas sales for the first half of 1925 were decidedly in excess of figures for the corresponding period last year. From present indications, the trend is distinctly toward higher levels. The return of England and several other countries to the gold basis has done much to restore confidence and has been an important factor in strengthening foreign exchange.

The present healthy condition of our industry's exports can be attributed in large part to the efficient methods employed by those of our members who are giving proper attention to this department of their business. Consistent maintenance of quality in our products, backed by extensive advertising and genuine co-operation with the foreign buyer have produced generally encouraging results. Another helpful factor is the commercial visits abroad of representatives of home offices, which have had a noticeable tendency toward cementing relationships with overseas customers.

A brief survey of some of the more important markets might be interesting.

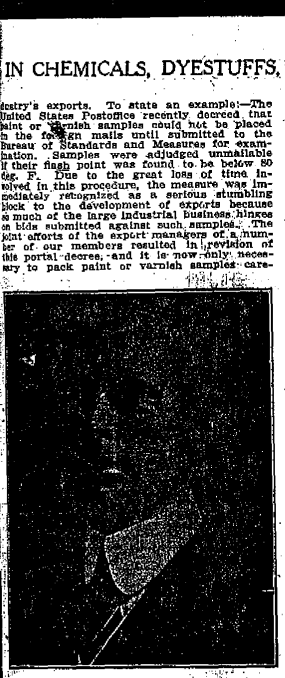
Latin America, for example, yielded 21.9 per cent of all our foreign trade in 1923, advancing to 22.8 percent in 1924. In 1923 this vast important market absorbed 33.3 percent of our exports of pigments, paints and varnishes, and although corresponding statistics are not yet ready for 1924, it seems safe to assume that the percentage will show a proportionate increase for 1923 as well as 1924. The optimistic viewpoint is based on the general improvement of the export situation. Of the Latin American republics, Cuba rates first in the consumption of our paints and varnishes, with Argentina second and Mexico third.

Although home manufacturers are more or less solidly entrenched in Europe, we still hope to find that market worthy of development, in view of steadily improving conditions. Our best opportunities, of course, are found in countries dependent upon outsources for their paint and varnish requirements. Various English possessions rank highly among such markets, but our American product is unfortunately handicapped by British preferential duties, making it decidedly difficult to compete with British manufacturers. The chances for American products are further impaired not only because large consuming interests in such territories are British controlled, but because English paints have become firmly entrenched through many years of constant use.

Every foreign market has its individual peculiarities, and those of our readers who are desirous of enlarging export sales must familiarize themselves with such prevailing conditions. Merchandising in our own country is anything but a simple process, but when one considers the various languages and different customs with which the export department must deal, there is no question but that the latter is far more complicated. While the basic requirements of overseas markets are unchanged, we cannot recommend that American manufacturers should cater to every variable whims and fancies of the foreign customer. Such a policy would seriously hamper mass production—the foundation of America's industrial efficiency.

The export fraternity is particularly co-operative, and it is therefore possible for export managers of our members to learn much from each other concerning peculiarities of various foreign markets. This co-operative spirit can also be used to good effect in bringing measures that are helpful to the

dustry's exports. To state an example:—The United States Postoffice recently decreed that paint or varnish samples could not be placed in the foreign mails until submitted to the Bureau of Standards and Measures for examination. Samples were adjudged unmailable if their flash point was found to be below 80 deg. F. Due to the great loss of time involved in this procedure, the measure was immediately recognized as a serious stumbling block to the development of exports because so much of the large industrial business hinges on bids submitted against such samples. The joint efforts of the export managers of a number of our members resulted in revision of this postal decree, and it is now only necessary to pack paint or varnish samples carefully, certifying on the outer cover that the flash point is not lower than 80 degrees.



G. D. White
Chairman
Exports Committee

Our members can be deservedly proud of the high reputation of American paints and varnishes abroad. It is clearly recognized that a good share of the paint imports of various assuming countries should, and can, emanate from this country. The expansion of this business should in no sense entail any cheapening of our product—to the contrary, constructive development will rest on sustained quality of product backed by sound merchandising principles.

Naval Stores Report

The report of the naval stores committee, J. H. Gay, chairman, was presented by Secretary Heckel. It was as follows:—

Your naval stores report has to be prepared September 1, when the present crop is estimated 63 percent marketed—too early for accurate estimates of the present crop and too soon to forecast preparations for the next crop. A review of the crops, local consumption and exports for the three years immediately preceding, together with the range of domestic prices, may enable you to form reasonable conclusions for the near future under normal conditions. It is safe to assume that labor conditions for the next crop are going to be very bad on account of labor now being drawn from the industry to building operations and land development, which are paying more than the naval stores industry can afford to pay without a sharp advance in the prices for their products.

The information submitted has been secured from Naval Stores Review and other market publications and comments available. The estimated production at beginning of season of 1924-25 was:—Turpentine, 530,000 barrels; rosin, 1,385,000 barrels.

The average production for past seven years has been:—Turpentine, 482,000 barrels; rosin, 1,397,000 barrels.

Receipts at Jacksonville, Savannah and Pensacola for twelve months ended March 31:—

	1924-25.	1923-24.	1922-23.
Turpentine, barrels.	306,345	318,633	298,629
Rosin, barrels.....	1,136,219	1,150,998	1,013,062

Receipts at three ports from March 31 to August 27:—

	1925.	1924.	1923.
Turpentine, barrels.	169,039	171,710	166,460
Rosin, barrels.....	534,197	522,988	528,052

Stocks at three ports at close, August 27:—

	1925.	1924.	1923.
Turpentine, barrels.	56,818	40,807	28,950
Rosin, barrels.....	199,790	269,461	261,229

Stocks of turpentine at the main ports and London, twelve months ended March 31:—

	1924-25.	1923-24.	1922-23.
Three ports.....	22,831	23,487	14,598
London American turpentine	19,372	19,477	11,516
Totals	42,203	42,964	26,113

	1925.	1924.	1923.
Stocks of rosin at three main ports March 31.....	171,197	228,775	222,501

Foreign shipments of naval stores from United States past three years:—

	Turpentine. 50 gallons.	Rosin. 500 pounds.
	Barrels.	Barrels.
1924-25 (estimated)...	241,000	1,460,000
1923-24.....	224,568	1,170,610
1922-23.....	170,055	949,837
Average.....	211,874	1,193,482

Highest and lowest prices last three years:—

Turpentine

1924-25—	
High (April, 1924).....	$0.94½
Low (December, 1924).....	.75
1923-24—	
High (April, 1923).....	1.54
Low (December, 1923).....	.85½
1922-23—	
High (October, 1922).....	1.53¾
Low (April, 1922).....	.76½

Rosins

	1924-25.		1923-24.		1922-23.	
	H.	L.	H.	L.	H.	L.
W.W.....	$9.30	$6.20	$8.85	$5.05	$7.10	$5.70
N.G.....	8.35	3.60	6.60	3.00	6.50	5.40
I.....	8.80	4.50	5.95	4.70	6.15	4.90
H.....	8.00	4.50	5.63	4.80	6.12½	4.40
G.....	7.85	4.50	5.20	4.22½	6.12½	4.05
F.....	7.25	4.00	5.10	4.22½	6.07½	3.95
E.....	7.20	4.50	5.10	4.22½	6.07½	3.95
D.....	7.15	4.50	5.10	4.22½	6.07½	3.95
B.....	7.10	4.50	5.10	4.22½	6.07½	3.95
A.....	7.15	4.40	5.10	4.22½	6.07½	3.90
X.....	7.15	4.25	5.10	4.22½	6.07½	3.90
K.....	7.15	4.15	5.10	4.22½	6.07½	3.90

Average official quotations on turpentine at Savannah past three years:

1924-25.	1923-24.	1922-23.
.83	.93	.1.23½

It is claimed that season of 1924-25 was generally unsatisfactory to the producers. Higher prices for rosins obtained after about 75 percent of the crop was marketed benefited only a few producers. The slight gains in rosins were offset by the shrinkage of prices of turpentine; for about twenty weeks in the period of heaviest marketing of turpentine prices ranged $5 to $10 per barrel less than in same period of 1923. In May-December the producers received about $6 per barrel less for turpentine than in 1923. But for the better foreign demand for rosins, the season, it is claimed, would have been calamitous. Meetings of those interested in the late spring and the policies devised no doubt had some effect on the situation, awakening the distributors and consumers to the dangers confronting them, causing an upward movement of rosin values.

Discouragement in financial returns, drought in the southwest and the difficulty of securing labor in some sections were the factors combining against the crop of 1926-26. Probable better weather conditions is a factor favoring the present crop. It is the impression that Georgia will produce as much or more than last season. Alabama about the same, with reductions in Florida and in Southwestern territory, causing a reduced production in the territory as a whole.

Foreign demand for rosins was helpful to the industry and was a feature of the twelve months' trade. The demand for turpentine lagged for a while, but in the end passed that of the previous seasons. Resumption of tank steamer shipments of turpentine was another feature. Not since the world war had there been any movement of turpentine in bulk.

Great forward steps were taken by the industry, chief among which was the establishment of a fellowship at the Mellon Institute at Pittsburgh for the purpose of securing unbiased scientific investigations as to the constituents and uses of rosins and turpentine. Another was the organization of the Pine Institute of America, to embrace in its membership all classes of business and industry interested in the perpetuation of the pine forests. Highly satisfactory results may follow from the visit of an American Naval Stores Commission to France and Spain. As a result of this trip an impetus will be given to the installation of improved methods of reforestation and the working of the trees and the distillation process. Among operators there has been a further spread of improved methods in chipping and a keen interest displayed in all steps taken for the perpetuation and improvement of the industry.

Since the preparation of this report, September 7, the tank steamer Artza Mendi has taken from Jacksonville and Savannah about 25,000 barrels of turpentine—the largest shipment on record.

Your committee is indebted to the leading producer of steam-distilled rosins and turpentine for statistics of this industry for past two seasons. These statistics do not include destructive distilled pure products, which are estimated to be about 10 percent of the volume of steam distilled.

Production and Stocks.—Wood rosin in barrels of approximately 500 pounds gross for net, and steam-distilled wood turpentine in gallons were as follows for Naval Stores seasons ending March 31, each year:

Production	Rosin. Barrels.	Turpentine. Gallons.
Season, 1923-24	202,000	2,171,001
" 1924-25	257,247	2,881,250
Stock at Plants March 31, 1923	92,958	1,018,520
" " 1924	104,098	797,237
" " 1925	44,639	654,111

It will be noted that during the season 1924-25, when the production of gum was decreased, the production of wood products increased.

The present season of 1925-26 will probably show a corresponding increase over the 1924-25 season in production of wood products, due to the decreasing production of gum products and the increased demand for wood products.

The supply of raw materials for naval wood products is ample for such further increase in production as the decreasing supply of gum products warrants.

The plants now available for the production of wood products are at present operating at approximately 65 percent of their capacity. As the demand for wood products increases the production will be increased to maintain a sufficient supply of these products to meet the consumers' requirements.

Tariff Report

The report of the tariff committee, C. H. Hall, chairman, was as follows:—

The committee has had no communications from any member of the association during the year relative to tariff, nor have any proposed changes been brought to our attention—with the exception of the recommendation on flax and linseed oil, which was referred to President Coolidge by the Tariff Commission and which was not approved by him.

It is felt that the lack of any comments from the trade shows that the association is generally satisfied with the present tariff regulations.

Addison Brown
Chairman
Committee on Membership

Any distinct change in such regulations invariably results in a period of uncertainty and hesitation in the business world, and as far as our association is concerned, it would seem most desirable that the tariff situation continue as at present for an indefinite period.

Report on Membership

The report of the membership committee, Addison Brown, chairman, follows:—

Your membership committee submits the following report of its activities and efforts for the past year: the results of which are not very gratifying inasmuch as the number of new members added is rather disappointing.

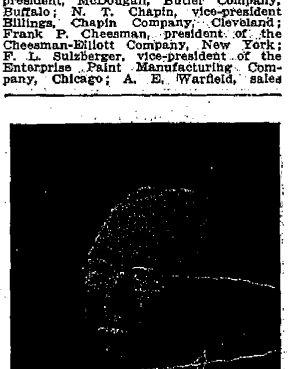
The membership in your association at this time includes such a very large part of the desirable and eligible concerns in the United States that it is somewhat difficult to find very much good material upon which to work. New memberships to the extent of six in number were added during the year, namely: Clement Coverall Co., Camden, N. J.; The Tampa Paint & Varnish Co., Tampa, Fla.; Garrett M. Goldberg Co., San Francisco, Calif.; Steelcote Mfg. Co., St. Louis, Mo.; Rower-Beine Paint Mfg. Co., St. Louis, Mo., and Great Western Paint Mfg. Co., Kansas City, Mo.

There was one resignation during the year, namely, Robert Shoemaker and Company, Philadelphia, Penna., who have gone out of the paint business, and one member dropped for non-payment of dues; from which we can felicitate ourselves that our membership is holding firm.

The committee acknowledges the active assistance and most excellent help of your secretary, Mr. Heckel, in the securing of practically all of these new members; and to the incoming membership committee she is glad to state that during the last year Mr. Heckel prepared a most excellent pamphlet in relation to the Paint Manufacturers' Association of the U. S., setting forth particulars regarding the association and the many advantages of membership in the association. These pamphlets will be available for the work of the new membership committee, and in connection with the annual Year Book will, we feel sure, be very helpful in securing of new members during the coming year.

Nominations and Election

The following ticket was presented by the committee on nominations and was elected:—President, J. Sibley Felton, president of Felton, Sibley & Co., Philadelphia; first vice-president, D. A. Kohr, vice-president of the Lowe Bros. Company, Dayton; second vice-president, L. P. Moore, president of Benj. Moore & Co., New York; secretary-treasurer, Geo. B. Heckel, Philadelphia; directors, F. M. Brinkstool, president of the Brinkstool Company, Los Angeles; A. S. Butler, president, McDougall, Butler Company, Buffalo; N. T. Chapin, vice-president Billings, Chapin Company, Cleveland; Frank P. Cheesman, president of the Cheesman-Elliott Company, New York; F. L. Sulzberger, vice-president of the Enterprise Paint Manufacturing Company, Chicago; A. E. Warfield, sales manager for the Peaslee-Gaulbert Company, Louisville.



J. Sibley Felton
The New President
Paint Manufacturers' Association

J. Sibley Felton, president of the Paint Manufacturers' Association of the United States, was born in the paint trade, his father, Samuel K. Felton, being the founder in 1868 of the company which now bears the name of Felton-Sibley & Co., Inc., of Philadelphia, of which company the subject of this sketch is now the president. Sibley Felton started as an assistant to his father in the company's office in 1886. In 1910 he became vice-president and secretary and four years later he was made president of the company.

Mr. Felton has been active in the affairs of the industry. He was treasurer of the Philadelphia Paint, Oil and Varnish Club from 1914 to 1921. From 1921 until 1924 he was president of that organization. He is also an original member of the Mixers Club of Philadelphia. Mr. Felton was a director of the paint manufacturers' association during the term that E. H. Dyer served as president. During the past year he has been vice-president for the Eastern zone in the National Paint, Oil and Varnish Association.

Mr. Felton is a founder member of the Wesley Foundation of the University of Pennsylvania. He is a member of the Manufacturers' Club of Philadelphia, the Historical Society of Pennsylvania, the Pennsylvania Society of New York and a charter member of the National Paint, Oil and Varnish Association, his father having been one of the founders of the Philadelphia club.

Mr. and Mrs. Felton reside in Philadelphia. They have two daughters, Mrs. Jesse Ormondroyd, of Pittsburgh, and Mrs. Charles T. Baker, of Philadelphia.

"If I have a hobby it is music," said Mr. Felton, and he recalled that at one time he was organist in one of the churches of Philadelphia. Mr. Felton's list of friends is as large as his list of acquaintances.

H. J. Green and S. R. Matlack escorted the newly elected president to the chair, where he received the gavel from the retiring president, D. Al Kohr. In assuming his new position Mr. Felton said:—

I thank you from the bottom of my heart. It is entirely an unexpected honor. I have come into this job only under pressure from the nominating committee which is a fine body of men, my personal friends, and I was placed in the position of fighting my friends. I will make no promises. I will do my very best.

I might say that I do not know what this industry is coming to. Just consider, if you please, the retiring executives of our associations. Woodbridge, I hear, is turning to Flint; the very core (Kohr) of the paint manufacturers' association is being removed, and by the end of the week we may learn that the president of the N.P.O. & V.A. is Peterling out.

The officers and directors in turn promised their best efforts for the association during their terms of office. When Frank P. Cheesman, New York, a newly elected director, was called on he declared that he, too, had been greatly surprised that his name had been selected.

E. T. Trigg proposed a resolution that it was the sense of the organization of paint manufacturers that no committee or groups in the paint and varnish industry should plan for any Sunday meetings or conferences, unless it was absolutely unavoidable. He declared that he had been at times compelled to violate this stand, but that he felt that Sunday meetings and Sunday work should not be approved. This resolution was adopted.

Appreciation of Hoover's Aid

The two following resolutions were also adopted:—

"The Paint Masters' Association of the United States in convention assembled at Cleveland desires to extend to the Hon. Herbert Hoover its appreciation of the great benefits that have resulted to the industry from the aid extended by the Bureau of Foreign and Domestic Commerce. Much good has come from the cable service from Peking, China, relating to tung oil and the great interest taken by Commercial Attache Julean Arnold has had a distinct value in aiding the project of American tung oil, which may ultimately be of tremendous economic importance to this country. His continued services in this direction are requested. The interest of other members of the Bureau of Foreign and Domestic Commerce at Washington is making a survey of the industry and bringing to our attention new and interesting raw materials from abroad is also very much appreciated.

By-Laws Amended

It was recommended by the board of directors that article 16 of the by-laws be ammended as follows:—

In section 1, Candidates to be nominated "for directors, six instead of five as at present."

That there be added to this article a fourth section as follows:

"4. Of the six directors nominated three shall be members of the Board of the preceding year, and three shall be new members."

A committee on time and place of meeting for the next convention, consisting of the president and secretary, with two other members to be named by the president was appointed to confer with like committees from the two other associations.

No other business appearing, the convention was adjourned.

Paint Distributors Board Favors Oil by the Pound

The mid-year meeting of the board of directors of the National Association of Paint Distributors was held at the Hotel Cleveland, Cleveland, Ohio, October 22. The members gathered for breakfast and stayed to discuss business. A majority of the board was in attendance.

The work of the association since the convention held in New York last February was reviewed, and the directors were tremendously pleased with the activities up to date. Plans were developed for carrying on the work until the next convention, which will be held during the latter part of February, in Detroit as a compliment to Henry J. Woodlock, former president. A large attendance is looked for.

T. A. Flynn, Washington, D. C., submitted a report on the overhead cost of doing business, based on printed questionnaires which had been submitted to the members for their final figures covering the last fiscal year. The work of this committee was commended, and tabulations of cost of conducting different departments of the distributors' business will be mailed to the members in the near future. Mr. Flynn also spoke on the subject of simplification, which was heartily received.

The discussion of selling linseed oil by the pound brought out a complete analysis of the situation. After a roundtable talk, R. F. Rainey, Pittsburgh, offered the following resolution:—

Whereas, The linseed oil crushers have changed the basis of selling linseed oil, and

Whereas, This has resulted in some confusion in the trade; be it

Resolved, That the directors of the National Association of Paint Distributors recommend to the members that linseed oil in unbroken lots of barrels be sold by the pound, and in broken lots of less than barrel lots, the conversion be on the basis of a legal gallon of 7¾ pounds.

The above resolution was adopted by a unanimous vote. Through the bulletins issued by the secretary, the members of the association will be informed that the Federal statutes call for a legal gallon of 231 cubic inches which volume of linseed oil at 62° F. is equivalent to 7.76 pounds. The secretary of the distributors' association has been advised that every State in the Union have enacted laws which requires the sale of linseed oil to be on the basis indicated above. Furthermore, when linseed oil is bought now by the pound, if it is sold on the old basis of 7¾ pounds, the seller automatically suffers a loss of 4 per cent. Following the usual custom of resellers' selling on the terms of the producer, the hope was expressed that the trade will adopt the up-to-date method of selling linseed oil by weight alone.

National Federation of Paint and Varnish Production Clubs Meets

The annual meeting of the Federation of Paint and Varnish Production Clubs was opened the morning of October 19 at the Hotel Cleveland, with Kenneth J. Howe, president, in the chair. A suggestion that the meetings hereafter be extended to two days so that there might be a fuller discussion of problems presented in papers was referred to the executive committee for consideration. Members of the various local clubs making up the federation reported for their districts and addresses by H. A. Gardner on equipment for testing the durability of paints, varnishes and lacquers; Robert J. Knox on employment problems, and W. R. Fuller of Pratt & Lambert, Inc., on the effect of lacquer on the paint and varnish industry were heard with interest.

William P. Werner, superintendent and research chemist for the Pecora Paint Company, Philadelphia, was elected president.

The report of George B. Heckel, secretary, which was read by W. J. Pitt, suggested, in view of Mr. Heckel's duties with the other paint organizations meeting simultaneously with the federation, that another secretary be elected. The suggestion was referred to the executive committee.

Address of the President

The address of Kenneth J. Howe, president, follows:—

What should the president's address cover? I presume that from a strictly business standpoint it should concern itself only with concrete accomplishments achieved. That we will do, but in such an organization as ours there are intangible accomplishments which must be listed in our year's statement, those value is hard to estimate but whose value I believe no one will deny.

What can we say then as to work accomplished?

At our last meeting, as you know, the idea of a central program committee was adopted, which committee was to formulate subjects for discussion by the clubs and was to arrange a program for this meeting. I do not want to go into details as to the work of this committee at this time except to congratulate its chairman, E. W. Fasig, and its members on the way they handled their work. They did their job, but I speak frankly in saying that I was disappointed in the response from the various clubs. There was a fairly good response, eight out of eleven, to one questionnaire, but on the other three the response was poor. This may have been due to lack of experience on the questions asked.

I wish to point out here, however, that as individual clubs, we seem to be leaning more and more to the type of meeting that is addressed by an outside speaker and getting away from the discussion meetings led by and taken part in by our members alone. Not that I do not value highly the very interesting and instructive addresses that trained and experienced men have given us, but I merely want to point to a tendency that seems to be growing. It means more work on our part to hold these experience meetings, as I like to call them, but it is an insurmountable fact that the more individual effort we put into anything, the more we get out.

I believe that the central program committee idea is a good one and that the clubs have benefited from it this year and can derive greater benefit in the coming year. This committee has also arranged the program for the meeting to-day and I know you will all enjoy it. To sum up, then, the federation has inaugurated and made a good beginning of the idea of a central program committee.

The second concrete accomplishment was carried out at the request of the New York city manufacturers and led up to the questionnaire on fume recovery systems. The Department of Health of the City of New York had requested that the manufacturers abate the fume nuisance and the executives of the companies affected asked the superintendent's club to study the question and make recommendations on the subject. This was done and in the December digest, No. 46, this report was printed. As a result, two manufacturers in New York have put in one of the systems reported on and as soon as these have been thoroughly tried out, the health department will use them as test cases and base their order on them. This is the kind of work, namely, cooperation between the executives and the superintendent's clubs, that I believe our clubs are eminently fitted to carry out and that should be encouraged wherever possible.

Thirdly, the federation as a whole took a decided step in backing the movement to sell linseed oil by the pound and I trust had some influence in bringing this action to a final conclusion.

Again, at the request of a prominent paint manufacturer, one of our clubs took up the question of revising the paint and varnish specifications of one of our largest cities. A committee from the superintendent's club met with the city authorities and went over the specifications thoroughly. They were revised to meet the latest thought on such specifications and will undoubtedly be adopted by the city in question when they are presented to the board of estimate. I would suggest this is a worthwhile job for each one of our clubs.

Again, the federation has cooperated heartily with the government in acting on a questionnaire sent us by the Federal Specification Board asking for advice in relation to the conflicting specifications for shellac varnish issued by different departments of the government. Our organization has also been asked for suggestions in regard to other specifications and has responded in an admirable way. I believe that this cooperation with the government on specifications is one of the most important things we do.

Eight digests have been printed, consisting of 185 pages filled with the latest and best information on subjects of vital interest to our industry. I have kept a record of the subjects discussed in the digest and think you may be interested in the record. Meetings were held on the following subjects: "Lacquer," eleven; "Fume Recovery," one; "Insurance and Fire Protection," three; "General Discussion," six; "Cost Accounting," one; "Drums and Containers," one; "Color Measurement," one; "Accelerated Weather Tests," one; "Varnish Fires," three; "Plasticity," two; "Mineral Spirits," one; "Pigments," six; "Wood Rosin and Turpentine," three; "Ester Gum," one; "Filtration," one; "Linseed Oil," five; "Standard Samples," two; "Mills," one; "Paint Livering," one; "Specifications," three; "Labor Turnover," one.

That certainly is an imposing list and seems to me to cover a wide range of subjects. I cannot help but believe that such a summary is an indication of actual work accomplished by disseminating knowledge that must help our industry to reach the highest possible standard.

So much for actual tangible accomplishments. But what of those intangible assets that should be listed in our statement? Do they not weigh as heavily in the scale as the accomplishments we can actually record? I believe they do. This year it was my privilege, as your president, to visit six of the clubs, not counting my own. I thought, before my trip, that I realized and was enthusiastic about the work we were doing, but there is nothing like a little travel to broaden one's horizon. I want to say now that I have never met with a finer group of men. I have felt, since my visits, begun to realize what it does and can mean to our industry to have such men, seriously intent on improving their knowledge and their products, meeting once a month to discuss questions that affect us so vitally. We cannot measure the industry's gain, but gain there is.

There is also another intangible asset that our federation owns. Sometimes it is called the goodwill, sometimes the friendship, of our competitors. I prefer the word, "friendship." I need not enlarge on this for I am sure that you all feel the way I do on this point. Association with others interested in the same things that we are interested in, cannot help but make friendships which mean much to us.

Kenneth J. Howe

An industry that is attempting "to triple itself by 1931" cannot hope to do so if there is fear and jealousy between its component parts. Such associations as ours can make only for cooperative and friendly work among the members of our industry. I have had this year the opportunity and privilege of serving, in a small way, members of the federation in different parts of the country, and I have also asked members to help me. That is personal but I mention the facts only to bring out the point that if it were not for this federation such service would not have been asked of me nor would I have asked it of others.

And that leads me to our other asset, the feeling that comes to us from unselfish service. The feeling that rewards us when we have done some act without expecting reward. We have all had it and frequently through opportunities made by being members of this federation. At the risk of being called sentimental, may I say because I believe it with all my heart, that not only our industry is broadened and bettered by our association through these federated clubs, but we ourselves are better and broader men.

And now to our balance sheet:—

Current Tangible Assets

Cash on hand—156 pages in the digest of the latest and best thought on questions of interest to us.

Accounts receivable—Over 500 members with minds which ought to produce ideas of value.

Notes receivable—A readiness to cooperate with all branches of our industry on demand.

Fixed Tangible Assets

Machinery and equipment—A central program committee ready and willing to function.

A printed digest when and as if issued.

Intangible Assets

The association and friendship with others in our industry.

The opportunity for the exchange of ideas and the spread of knowledge about our mutual problems.

The opportunity for service in building up our industry.

The goodwill which our meetings foster among our members.

Liabilities

A loosely knit organization that I would like to see bought more closely together.

A tendency on the part of all of us at times to condense the reports of meetings to a degree that cuts out the main facts of interest to the other clubs.

And so I weigh our assets against our liabilities, and remain of the opinion I have always had, that we are a going and profitable concern.

In closing, may I thank you all personally for the opportunity you have given me to work with you, to know you better, and to increase my faith in and vision for this federation.

Report of the Secretary

The report of George B. Heckel, secretary, was read by W. J. Pitt, in Mr. Heckel's absence, as follows:—

The desire to economize time by holding the several conventions of the industry during the same week makes it impossible for your secretary to present this report in person; and as the same situation is very likely to recur, it may seem desirable to you to appoint a different secretary, leaving to your present secretary such duties as he can continue to fill acceptably.

In pursuance of action taken at your last meeting, a program committee was appointed by your president, under the chairmanship of E. W. Fasig, and this committee has, as you know, functioned efficiently in preparing subjects for simultaneous discussion by the local clubs. The consensus of opinions resulting from these discussions have been published in the "Official Digest" as received.

The original purpose of this plan is, however, not completely fulfilled by this procedure; for while the joint opinion of each club is obtained, no means have been provided for correlating these as a concrete expression of the opinions of the federation as a whole. I would respectfully suggest the relegation of this duty to a technical committee, especially if your program committee should continue its service along similar constructive lines.

Since your last meeting I have had the great pleasure of attending meetings of the local clubs in Chicago, Cincinnati, Cleveland, Boston, Toronto and San Francisco, and in all of them have found great interest in the constructive work in which you are engaged.

A movement has been on foot for some time past looking toward the organization of a club in Pittsburgh, which is, of course, very desirable.

Since your last meeting eight issues of the "Digest" have been issued, the same number as during the previous year. I understand that there has been some criticism of the delay in publication of some reports from local clubs. Such delay cannot be very well avoided except at considerable additional expense. The total number of each issue is comparatively small, 650 copies, and the cost of each issue is, therefore, comparatively large, about $140, or a total of $1,100 for the eight issues. Additional issues, even if smaller in number of pages, would cost practically the same. Your secretary is entirely willing to publish at a fixed date, if the necessary funds are forthcoming; but even this would not avoid still longer delay for those reports received just after publication. To paraphrase a famous saying—"Don't shoot the editor, he's doing the best he can."

As a possibly acceptable service, I propose, in the near future, to prepare and print in the "Digest" an index to articles and papers of importance that have appeared therein to date.

A year book of the federation was compiled and issued during the spring. Unless you direct differently, I think that no reissue will be necessary during the coming year.

At the close of this meeting it will be necessary for the paint manufacturers' committee to formulate for presentation to the two manufacturers' associations any recommendations you may care to make to them, and since this committee was not completed in time for inclusion in the year book, I give the list, for your convenience, as follows:—

For the Paint Manufacturers' Association of the United States:—James A. Kay, Boydell Brothers White Lead & Color Works, Detroit; J. B. Barker, Chicago White Lead & Oil Co., Chicago; W. S. Baldwin, John Masury & Son, Brooklyn; H. A. Reddy, E. I. Du Pont de Nemours & Co., Philadelphia; J. H. Kirby, Campbell Paint & Varnish Co., St. Louis; J. D. Buggs, Jr., Louisville Lead & Color Works, Louisville; A. S. Kittleberger, the Glidden Co., Cleveland; W. W. Rice, U. S. Gutta Percha Paint Co., Providence; O. O. Lasen, Kay & Ess Co., Dayton; W. F. Waelty, W. P. Fuller & Co., San Francisco; H. M. Chamberlin, the Lowe Brothers, Ltd., Toronto, Ont.

For the National Varnish Manufacturers' Association:—J. F. Thomas, Berry Brothers, Inc., Detroit; L. B. Logan, John A. Steen Varnish Co., Chicago; Ralph H. Everett, Keystone Varnish Co., Brooklyn; P. J. Whiteway, Wattkrill Varnish Co., Philadelphia; A. G. Robbins, Robbins Varnish Co., St. Louis; E. J. Probeck, Jones-Dabney Varnish Co., Louisville; E. R. Seward, Tropical Paint and Oil Co., Cleveland; W. H. Wilkenson, Oliver Johnson & Co., Providence; L. Futerbaugh, Thresher Varnish Co., Dayton; P. M. Waldron, Hydro-Carbon Co., Sunnyvale, Calif.; G. C. McEwen, Imperial Varnish & Color Co., Toronto, Ont.

In an address on testing the durability of paints, varnishes and lacquers, H. A. Gardner, director of the Institute of Paint and Varnish Research, Washington, presented the results of tests showing the time saved by and accuracy of a testing machine, which is used in place of the older methods of allowing test panel to weather naturally.

R. H. Everett, Keystone Varnish Company, Brooklyn, N. Y., discussed the merits of various kinds of paint grinding and mixing machinery. The meeting adjourned after a showing of the Hercules Powder Company film on steam distilled wood turpentine.

William P. Werner

The New President Federation of Production Clubs

William P. Werner, the new president of the Federation of Paint and Varnish Production Clubs, was born and raised in Philadelphia. His education began in the public schools of that city, and after overcoming many obstacles he was able to continue at Temple University and the Philadelphia College of Pharmacy and Science.

He first entered the employ of the Grasselli Chemical Co., doing routine work in the laboratory for a short time. All this was in preparation and as a foundation for his real education, which started when he entered the paint trade some twenty years ago. Here he had no text book, the varnish kettle and the paint mill were his laboratory, experience his hard and strict teacher. His alma mater was the Pecora Paint Co., whose employ he entered twenty-one years ago as chemist. His energy, resourcefulness and initiative were factors in his rapid rise to superintendent and chief chemist, a position of responsibility and trust which he now holds. He also is a stockholder since 1911.

Soon after mixing with the paint men of Philadelphia Mr. Werner's congenial disposition brought him among the leaders. He became popular in the Philadelphia Paint Superintendents' Club and was elected president for the term 1924-25. He carried on and directed much of the work on specifications which has been done during his membership in the Philadelphia club.

Mr. Werner is an enthusiast. No matter what he enters into—a baseball game, a bowling match, a meeting or a social gathering—his good fellowship and zeal are contagious. His associates say that to work with him is to respect him; to play with him is to enjoy him, and to know him is to love him.

Paint Sprayer Manufacturers Hold Their Annual Convention

The Spray Painting and Finishing Equipment Manufacturers' Association held its annual meeting at the Cleveland Hotel during "Paint Week." The following officers were elected for the ensuing year:—President, W. F. Gradolph, of DeVilbiss Manufacturing Company, Toledo; vice president, Wayne B. Thompson, of Spray Painting and Finishing Equipment Sales Company, Boston; treasurer, Claude N. Matthews, of W. N. Matthews Corporation, St. Louis; secretary, Wm. J. Pitt, Philadelphia.

Mr. Gradolph gave a summary of the unprecedented progress the industry has made the past year, and the remarkable increase in the use of spray painting machines in all lines of painting. He called attention to the decline in the number of skilled painters, the lack of apprentices in the trade and the inestimable value of painting machines to protect the billions of dollars of standing property against decay and rust.

The various committees on publicity, promotion and other subjects submitted their reports for the year, and constructive plans were outlined for the coming year.

The manufacturers of spray painting equipment reported the public were recognizing the advantages of adopting the modern, economical and efficient method of painting in protecting and beautifying their property with paint and varnish.

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Devoe & Raynolds Co., Inc.
Eagle-Picher Lead Co.
Eureka Lead Co.
Fuller-Shibley Co., Inc.
Fezandie & Sperrle
French & Co., Samuel H.
Gillespie & Sons, L. C.
Grasselli Chemical Co., The
Kentucky Color & Chemical Co.
Lavanburg Co., Fred L.
Lucas & Co., Inc., John
Mantrose Corporation, The
Metal Package Corp. of N. Y.
McCloskey Varnish Co.
Moore & Co., Benjamin
Murphy Varnish Co.
National Lead Co.
New Jersey Zinc Co., The
Pittsburgh Plate Glass Co.
Pushee & Sons, Inc., J. C.
Rogers-Pyatt Shellac Co.
Sherwin-Williams Co., The
St. Louis Lithopone Co.
Thibaut & Walker Co., The
Thompson-Weinman & Co., Inc.
Toch Brothers
United Color & Pigment Co.
United States Kalsomine Co.
U. S. Gutta Percha Paint Co.
Watrous Varnish Co.
Wetherill & Brother
Wetherill & Co., Geo. D.
Williams & Co., C. K.
Winkler & Bro. Co., The Isaac