

BOARD OF OPERATORS - 1087th MEETING

March 25, 1940

Present:

A. W. Steudel
H. J. Hain
F. E. Davis
N. E. Van Stone
S. B. Coolidge
W. R. Sieplein
F. A. Stanton
G. H. Griffiths
J. S. Prescott
E. C. Baldwin

Absent:

E. E. Ware
V. Mills
T. J. McDowell

Copies To:

G. A. Martin
B. D. Whittlesey
L. W. Wolcott
Z. H. Wood
C. A. Campbell
Z. E. Martin
W. M. Stuart
D. A. Kohr
W. A. Gorrell
F. C. Grigsby
D. A. Whittaker
L. C. deMerrall
F. Allen

8620 - REPORT OF FACTORY OPERATIONS:

Orders for heavy liquids amounted to 128,000 gallons as compared with production of 168,000 gallons. Shipments were substantially heavier than the orders received so that stocks increased only 8,000 gallons.

Sales for the week were 12% ahead of last year with gains in all captions except trade which showed a loss of 4%.

Factories operations, which have been on the basis of a forty hour week, will be tapered off somewhat.

8621 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

Chicago	P&V	-	Operated at 40 hour week
Newark	P&V	-	" " 40 " "
Cleveland	P&V	-	" " 40 " "
Oakland	P&V	-	" " 40 " "
Los Angeles	P&V	-	" " 40 " "
Dallas	P&V	-	" " 35 " "
Chicago Lacquer		-	" " 40 " "
Dry Color		-	" " 56 " "
Flushed Color		-	" " 40 " "
ACMC		-	" " 32 " "
Lowe Brothers Company		-	" " 40 " "
Lucas		-	" " 40 " "
Martin-Senour Company		-	" " 40 " "
Chicago White Lead		-	" " 100% capacity
Lithopone		-	" " -0- "
Tin Can		-	" " 80% "
Coffeyville Lithopone & Leaded Zinc	<u>BOTH</u>	-	" " 100% "
Cleveland Linsced Oil & Castor Oil	<u>BOTH</u>	-	" " 100% "

8622 - PRINTING AND SAMPLING DEPARTMENT INVENTORIES--AFFILIATED COMPANIES:

Mr. Davis pointed out that affiliated company printing and sampling department inventories have increased \$130,000 since the first of September. Mr. Steudel will ask the affiliated company heads to see that these inventories are worked down as much as possible.

8623 - PERILLA OIL:

Dr. Van Stone advised the Board that the Newark factory would continue to need perilla oil for making material for flock printing.

8624 - DEHYDROL:

Production of Dehydrol last week amounted to 135,000 pounds as compared with factory consumption of about 77,000 pounds. There are still 16 tank cars which have been sold but not delivered. Dr. Van Stone stated that the factory consumption of Dehydrol will increase very substantially.

8625 - EQUIPMENT FOR DANBURY RETAIL BRANCH:

Mr. Steudel reported that Mr. Baeder had complained about a serious delay in having orders filled for necessary equipment for the new Danbury retail branch. He asked Mr. Prescott to investigate and report.

8626 - WOOD OIL--CHICAGO:

Dr. Van Stone reported that the Chicago plant would use only about three or four tank cars of wood oil from now until the end of the year.

8627 - RESIN SALES:

Dr. Van Stone reported that resin sales have been increasing very satisfactorily and that we are going to have a special P.C. & C. representative to help increase sales further. He was asked to advise Mr. Squibb to complete arrangements for this special representative.

8628 - COAL TAR PRODUCTION:

The Board discussed the advisability of having a special man to promote the sale of coal tar products. Mr. Davis and Dr. Van Stone will work together to see where we can get a minimum amount of coal tar near our Chicago plant from a primary source of supply.

8629 - SULPHURIC ACID:

The Board discussed the advisability of building a plant and producing our own sulphuric acid at a substantial saving from our current costs.

Dr. Van Stone and Mr. Hain will work further to determine the probable savings and also whether a plant should be located in Chicago or in Coffeyville.

8630 - WHITE LEAD PLANT:

It was decided to continue operating the white lead plant at capacity although current stocks amount to 3,100 tons.

8631 - LUMINOUS LITHOPONE:

Mr. Hain reported that we have been offered a process for making luminous lithopone

but that he feels that in all probability it is actually the Hershel process which we have already acquired. It was decided that further experiments should be carried on to make it by the Hershel process.

8632 - CITRO-MULSION FOR EGYPT:

Mr. Sieplein reported that he is working on an order for 3,500 drums of Citro-Mulsion for Egypt. He will consult with Mr. McDowell to see whether it can be made with an oil on which we do not have to pay a royalty.

8623 - OFF-GRADE LITHOPONE AT CHICAGO:

Mr. Griffiths reported that there is a stock of 175,000 pounds of number 85 lithopone and a stock of 282,000 pounds of number 920 lithopone at Chicago. Mr. Sieplein will use one of these grades whenever possible for bid business.

8634 - PUBLIC BID:

Since September 1, 1939, 1281 invitations to bid have been received. A total of 1055 amounting to \$2,576,152 have been placed and of this total we have received awards on 123 amounting to \$335,896.00.

8635 - NEW GOODS:

Super Fume Resisting Save-Lite Gloss - Rx 22130 and Super Fume Resisting Undercoater - Rx 22129 to be dropped and replaced with Kem Fume & Moisture Resisting Save-Lite which costs considerably less and does not require a special undercoater.

Kem Reducer No. 90 - Rx 02969 and Kem Reducer No. 95 - Rx 02995 to be dropped from the Maintenance Price List. These reducers were used with Super Fume Resisting Save-lite, Rx 22130, and the special Undercoater which have been discontinued.

Kem Fume & Moisture Resisting Eg-Shel - 22144 and Gloss - 22141 to replace Super Fume Resisting Save-Lite Gloss, Rx 22130. Can be sold at a much lower price and does not require a special Undercoater.

Enameloid--Add following 1/2 gal. sizes to line:

Cream, Rx 788; Lettuce Green, Rx 819; Milan Green, Rx 807;
Peach, Rx 789; Pearl Gray Rx 787; Sunny Yellow, Rx 790; Taupe, Rx 806.

Drum Enamels for Petroleum Price List--Add following:

Drum Enamel Yellow Orange, 22937
Drum Enamel Tartar Red Light, 22925

Kem Reducer, 03206--To be included in the New Maintenance Price List. Necessary to reduce Kem Fume & Moisture Resisting Eg-Shel, Rx 22144, to spraying consistency.

Lacquer Rubbing compound (Medium Cut) Rx 28550--Add to regular O-K Automotive line to replace Rx 28505.

Lacquer Rubbing Compound (Fast-Cut) Rx 28551--Add to regular O-K Automotive line to replace Rx 28526.

FACTORY OPERATIONS, week ending March 19, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received -	123,331	Total production -	168,272
Total factory stocks -	1,177,873	Inventory Inc. -	8,000
CHICAGO	- Orders recd. 43,894	Production 84,205	Stocks 630,928 gals.
NEWARK	- Orders recd. 27,191	Production 34,106	Stocks 252,935 gals.
CLEVELAND	- Orders recd. 39,204	Production 38,797	Stocks 204,537 gals.
OAKLAND	- Orders recd. 18,002	Production 11,164	Stocks 89,473 gals.

TOTAL PLANT OUTPUT

CHICAGO	P&V - 135,705 gals.	Operated at 80%
NEWARK	P&V - 57,187 "	" " 70%
CLEVELAND	P&V - 60,717 "	" " 82%
OAKLAND	P&V - 19,599 "	" " 190%
LOS ANGELES	P&V - 12,232 "	" " 50%
DALLAS	P&V - 11,881 "	" " 64%
CHICAGO LACQUER	- 37,839 "	" " 30%
DRY COLOR	- 193,893 lbs.	" " 100%
FLUSHED COLOR	52,749 "	" " 79%
CHEM. PROD.		" " 98%

BOUND BROOK INSECTICIDE	- Ars. of Lead 132 tons	Arsenite of Zinc 13 tons
	Arsenic Acid 80 "	Basi-Cop 6 "
	Dry L. S. 32 "	Paris Green 4 "
	London Purple 22 "	Ars. of Calcium 3 "

OAKLAND INSECTICIDE - 5 days three 8 hour shifts.

ACME - Produced 19,856 gals. Paint Dept. operated at 27%, Enamel & Lacquer at 20%, and Varnish & Thinner at 19%.

LOWE BROTHERS COMPANY - Manufactured 48,791 gals. with Paint Depts. operating at 86%, Enamel Dept. at 86%, and Varnish Dept. at 31%.

LUCAS - Manufactured 47,360 gals. Operated at 85%

MARTIN-SENOUR COMPANY - Manufactured 18,845 gals. Paint Dept. operated at 65%.

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#8818 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1396 - Spartanburg

1 chrome settee and 3 chrome chairs 52.34

#1397 - GLENDALE

1 Plymouth Roadking Coupe, less trade-in 675.00

#1398 - Niagara Falls

Fluorescent lights over wallpaper display rack 109.60

#1399 - Newark

Fluorescent lights for wallpaper booth 31.90

#1401 - New Orleans

2 settees 41.94

#1402 - Baton Rouge

2 Westinghouse electric fans 54.00

SOUTH CENTRAL DISTRICT

#211 - Atlanta Whse.

Royal billing typewriter 83.56

BOUND BROOK:

#49 Steam heated still, installed 201.50

CHICAGO FACTORY

#184 Electrically heated varnish kettles Bg. 58-2 - P&V 3,365.97

#187 New drum and pail washing plant - Lacquer 11,740.80

#192 2 sections hard rubber pipe - R & S 85.72

#197 New water line into tan bark burner - Lith. 157.35

#199 Hard rubber pipe drain for Acetic Acid storage-OEWL 145.54

#215 Additional equipment for "C" Dept.- P&V 3,627.10

#218 Typewriter for Stockkeeping Dept. 95.00

#223 15 skid trucks - R & S 192.00

#228 New fan motor starter - Red Lead 33.00

#229 Airco radiograph - Mech. 126.50

#230 Left hand threading machine - Mech. 15.85

#233 Hellige varnish color meter - Varnish 42.50

CLEVELAND ADMIN.OFFICES:

#1484	Steno. desk, typewriter and chair	171.06
#1485	Dumore chair	12.50

CLEVELAND FACTORY

#3307	1 Colson barrel truck	24.75
#3308	Replace magnetic starter on (63) pump	42.76
#3309	Kjeldahl digesting unit - Tech.Service	50.00

CLEVELAND LINSEED OIL MILL

#746	3 oil storage tanks installed	70.13
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TOTAL PLANT REQUISITIONS APPROVED - - - - -		\$ 21,248.37
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#8819 - LARGE EXPENSE REQUISITIONS APPROVED:

#1395	Reconditioning wiring in warehouse - Denver Store	61.00
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#1400 - Ashtabula

Renovizing store	1,030.16
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CHICAGO FACTORY

#189	6 bladed fan sheel for Raymond Mill - Red Lead	74.95
#194	25 dust collector	60.00
#211	Spare Diphenyl Oxide A for Dowtherm equipment - Varn.Res.	190.00
#213	Replace 7 sash with Fenestra type sash - Varn.	1,059.00
#221	Rebottom 4 - 60" steel varnish kettles - Varn.	207.00
#231	Paint P & V Test Room	30.00
#232	Replace gasket in #2 Autoclave - Tobias Acid - C.P.	142.70

COFFEYVILLE

#618	Repair 40' thickener in Lithopone Unit #2	248.00
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NEWARK FACTORY

#624	Replace air line in tunnel from Bg.#92 to Bg. 93	101.80
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TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - -		\$ 3,264.61
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Total Plant Requisitions approved to date	\$ 788,626.82
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Total Expense " " " "	\$ 125,941.42
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ACME - DETROIT

ES 916	Concrete platform for 8 - 1700 gal. tanks	85.00
ES 917	Reline pebble mill #2	240.74
ES 919	Pipe line changes on tanks	52.46
ES 920	Replace worn out clutch on case sealing machine	71.07
ES 924	Replace leaky stopcocks	72.72
ES 925	Repair 2 dry sprinkler valves	106.75
ES 927	Purchase 1 Toledo scale	72.10
#929	Frieden motor driven calculating machine	260.00
ES 931	Repair 15 portable platforms for Backing Dept.	52.75
ES 932	Repairing 2 - 1000 gal. storage tanks Bg. #33	73.23
BE 253	Wash inside of store and office	60.00
BE 254	Repair 1939 Ford Tudor Sedan	259.40
BE 255	New Ford Tudor, less trade-in	500.65
BE 257	Renovizing Hutchinson branch	174.21
BEM 1865	1 used oak desk and 4 oak chairs - Dallas	34.50