

LEAD INDUSTRIES ASSOCIATION

400 LEXINGTON AVENUE
NEW YORK, N. Y.

June 12, 1940

Bulletin No. 22

Report of W. L. Frasco

To Members Supporting the White Lead
Promotion Program:

We are enclosing a summary of Mr. W. L. Frasco's reports to
us covering the period of March 15 to May 15, 1940.

Very truly yours,

W. L. Frasco
Secretary.



Report of W. L. Prasse

ARKANSASLittle Rock, Ark.

April 5, 1940. I called on several of the painters as well as some of the officers of the S. W. Hotel Company who operate a large number of hotels in the southwest. Most of the painters here are non-union, therefore I have never let it be known that I am a union man, outside of a few of the union painters. Very few painters were idle here. From talking to some of them I feel this is going to be a real paint year in the south. It has been a very dirty winter which has already called for a lot of inside work.

Fayetteville, Ark. and Tex.

April 4, 1940. Knowing I did not have much time, or time enough to stay over to attend the union painters meeting because I had already arranged to speak at a meeting in Missouri on the 11th of the month and I wanted to visit the Missouri State House before then, I contacted the business agent and several of the painters. I also contacted a couple paint dealers who handle white lead and are very favorable towards it.

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ILLINOISDecatur, Ill.

May 13, 1940. This city for a long time has been somewhat behind in the labor movement but of late there has been a decided improvement and the painters' union is getting in better shape. In fact they now have the better shops signed up and going along very nicely. Never having called on this local union in the past there were only two members I knew from years gone by. Will say I was given a wonderful introduction and after some 40 minutes I was given a fine hand. After the meeting a number of the boys came up to me and said you sure told the truth about the use of white lead and what was happening to the trade from the use of poor mixed paint. There were 49 present, some very good painters.

DeQuoin, Ill.

March 15-16, 1940. I at once got busy with the painters here. The weather being very unfavorable most of the boys were loafing. I was told there would be a good turn out at the meeting that night because they were voting on a new wage scale. During the discussion of this subject I was called upon for my views. I expressed myself although being very careful as to how and what I said. After this matter was disposed of I was called upon to make a talk, which I did, receiving a good hand at the close of my remarks. After adjournment of the meeting two different contractors asked me if I would help them out on some jobs the next day, which I did. One of these contractors wanted me to help him get up some color and decorative ideas for a large church. We met with the building committee and after I had explained the use of white lead and different color ideas I feel sure when this job is done, which will be sometime this spring, it will be done with white lead.

The other contractor had the painting of the Stanley Browning Hospital. (labor only). He wanted me to talk to the superintendent, after meeting him I found a salesman for the Lowe Bros. Paint Company was one of the building committee. I felt if I could swing this job I would be doing something. After contacting different parties when the superintendent asked me to see,

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Report of W. L. France

ILLINOIS
(Continued)

DeQuain, Ill. (Continued)

Late that evening the painting contractor came to the hotel to inform me the job would be lead and he had ordered out the first 500 pounds.

Galesburg, Ill.

April 18, 1945. Leaving Jefferson City somewhat late in the morning, with a drive of something like 250 miles, I got to this city just in time to get to the union painters' meeting. This is a strong union town and has some very good painters. I was well received at the meeting. After the meeting had opened and most of the regular business was over, I was called upon by the chair for a talk. I talked something like 20 or 30 minutes and at the close of my remarks was given a good hand. Several of the members took the floor and asked some questions, which I answered. After the meeting had adjourned there were a number of the boys and myself stood around and talked. I like this due to the fact that a number of the boys will ask questions then which they would not ask on the floor of the meeting. There were 61 present. I felt when I left the boys knew some one had talked to them about white lead.

Kewanee, Ill.

April 19, 1945. This is somewhat of a smaller town and the local union is what one might say is a new organization. I was well received and given the floor. I made a talk along the same line as I have been. After the meeting I thought I would never get to bed because we at once went into a lull and up to 11:30 P.M. it was just one round of questions and answers. I find in so many of the smaller organizations the boys are seeking information and it really does a lot of good for some one to talk to them. This town is in a very good farming section and the boys paint a big number of farm homes each year. There were 18 present.

LaSalle, Ill.

May 18, 1945. Most of the painters here are of the old school and a very good union town. I met several of the boys before the meeting and when the regular order of business was over one of them asked the President to call on me for a talk. At the close of my talk the President asked the boys if any of them had any questions to ask of me. That started it and it was 1:30 A.M. when I got back to my hotel. There were 22 present and I must say I enjoyed this meeting very much - a very fine bunch of men.

Moline and Rock Island, Ill.

April 16, 1945. As soon as I got located I at once began looking up painters. I saw the business agent and he asked me to attend the union meeting that night. I was asked to give a talk, which I did for about 20 or 30 minutes. At the close of my remarks I was given a good hand. Several of the members asked questions, which I answered. After the meeting a number of the boys stayed around and talked. I was asked by the Chairman to be sure and come before the local any time I was in their city. There were 27 present, I believe. This is a strong union town and some very good contractors doing a nice class of work. I found most of the boys starting to work. The most interesting thing about these meetings is the many questions the boys ask after the meetings. From all outside appearances they more than appreciate my coming to their meetings.

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Report of W. L. France

ILLINOIS
(Continued)

Peoria, Ill.

April 27, 1940. During the day I called at several of the paint jobs going on. This town is about 80% organized. On meeting several of the union painters I was asked to be sure to attend their meeting. Will say was very much disappointed at the meeting. The President of the local is somewhat of the "any-oo" type and he had evidently been drinking rather heavily. Therefore the meeting was very uninteresting. The other officers were more than nice and after the meeting tried to make apologies for the conditions. I did not make a talk at this meeting on account of the condition of the President and several of his henchmen. After the meeting some of the better boys stayed and we sat down and had a heart to heart talk about the use of white lead. I felt I gained more than if I had made a talk.

Peoria, Ill.

April 18, 19, 20, 21, 1940. Knowing a number of the boys of the local union here made it feel like I was back home, as my card was in this local union some 16 years ago. I was given a fine hand when the President, Charles Miller, introduced me. I talked some 45 minutes and at the close of my remarks I must say the President made some of the finest comments on my talk.

I would like at this time to bring out a point to show that the skilled painters of the country do point to the lead companies as their friend. Mr. Miller about eight months ago was made foreman painter of Block and Kuhl Company, the largest department store in the city, who also operate several large stores over the State. After the meeting Mr. Miller came to me and said, well, Joe, I finally got the company using white lead. I did it because I knew I could save the company some money, do a better job, give them something they can wash years afterward and last, but not least, the lead companies have always been friends of the painters. He asked me to come to the store the next day and meet the Chief Superintendent of Buildings, which I did, a Mr. E. G. Sackee. I must say this was a very pleasant meeting. This man had many paint problems to ask about and I tried to give him information that would be useful to him and his painters and when I left he said for me to be sure and stop in at any time I was in town as he might want to ask more questions.

Rock Island and Moline, Ill.

April 18, 1940. See report under Moline, Ill.

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IOWA

Ames, Iowa

April 15, 1940. In this town I was given a very nice surprise. Mr. W. E. Reynolds, Secretary of the Central States Painters organization had notified the local that I was going to attend their next meeting. The local in turn had what you might say a special meeting. About 80% of the members turned out. After a short business session I was introduced by the President. This meeting was very interesting because after I had made my talk I invited questions. There were so many questions that it got into the late hours of the night before I was able to retire. There were 18 present.

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Report of W. L. France

I O W A
(continued)

Boone, Iowa

April 26, 1940. This was about the same type of meeting as I had in Ames. They had what you might say a special meeting. After the meeting there was a regular school on the use of white lead. Mr. W. H. Reynolds, Secretary of the Central States Painters organization attended both the meeting at Ames and here. I do find the painters in the smaller towns are most interested. They appear as though they want to gain all the information they can to better themselves as well as the trade.

April 27, 28, 1940. I spent the following two days, Saturday and Sunday, driving around looking over the painting prospect and talking to different parties that might be interested in painting. I feel sure if the weather would turn out anything like nice, every painter would be more than busy.

Davenport, Iowa

April 23, 1940. When I attended the painters meeting in Rock Island on April 18th I told the business agent there to tell the Davenport local I would be at their next meeting. Much to my surprise here I found they had called a special meeting and some of the boys from the Moline and Rock Island union came over. This was a fine meeting. I think I was given the finest introduction one could ever get. I knew a number of the boys in this local and it made me feel good the hand I was given during my talk. After the meeting the local served a buffet lunch, giving me a lot of time to talk to different groups. There were something like 67 present at the meeting.

Des Moines, Iowa

April 24, 1940. As there was no meeting on this night I spent the day and evening visiting with painters who were not working. There were a number in this position due to the cold, rain and snow, causing all outside work to shut down. However, getting together with a group of good painters sometimes a person can do a lot of good when it comes to white lead. Union conditions are not the best in this town but they do control what one might say the better class of work, either working by the day for the owner or through the union contractor.

April 30, 1940. I attended the meeting of the local union here. There were 71 present. When the President gave me the floor he made some very nice remarks. I was given a good hand on several points I brought out pertaining to the future of the painting trade and also at the close of my remarks.

Osaka, Iowa

April 29, 1940. I talked to several of the painters here. There is no local union but it is a very good paint town. The weather here is holding back outside work but all the painters are busy on paperhanging or inside painting. Every painter here contracts.

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Report of W. L. France

LOUISIANAShreveport, La.

April 1, 1940. Drove from home to Shreveport, La., to attend the State Federation of Labor Convention, knowing the painters' organizations from over the State would hold a meeting. On my arrival in this city I at once got busy making arrangements that I would be given the floor. As I knew the major part of the delegates as well as the local boys, I had no trouble in making these arrangements.

At the banquet given by the local painters to all the delegates from out of town there were present about 218 guests, 8 temple government officials and about 18 city and county officers. The toastmaster did a swell job in introducing me and letting the guests know who I was and what my business was.

After this meeting I don't think there was a delegate present that did not ask me to visit their local union and make a talk any time I was in the city. I feel sure the contact I made while at this meeting will not hurt the sale of white lead when you give thought to the fact that outside of one local paint dealer we were the only material people at the meeting, and the only one invited.

I did at this convention, as I have always done at all conventions I attended, namely, get a large room at the hotel, having several extra chairs brought in. In this case I did right as it was used as a leaning room for a number of the delegates, giving me a chance to talk to them about white lead and, in a nice way, give poor mixed paint a few upper cuts. I found out from the many painters I talked to that they are getting fed up on the way the paint companies and the stores are kicking the painting trade around and we know the South has more or less been ready-minded for years. I feel sure the time is nearing whereby the painters are going to stand on their own feet in self-defense. If each of the lead companies would start a real drive this coming winter in this State I feel sure it will pay returns. Whoever might be the white lead field man for the Association at that time should be sent into that section of the country and lead the fight with a good follow-up by the lead companies, I say, we can put it over. It is too bad that the heads of some of the lead companies could not have been in my room and heard the remarks and complaints of some of these painters.

MISSOURICape Girardeau, Mo.

April 15, 11, 1940. The meeting I was invited to talk to in this city was somewhat different from regular painter meetings. It seems as though the painters, journeymen and contractors were all more or less at loggerheads with one another. The union was fighting within its own organization and journeymen both union and non-union were at sword's point. Some one conceived the idea of having a general meeting to try to get harmony to prevail by inviting me to talk to them. I will not say my talk changed the conditions but before the meeting adjourned every one agreed to start over and try to meet one another as friends. I feel in no way did I do any harm, if I have to say it myself, I think I did the lead industry a world of good.

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Report of W. L. Frasco

MISSOURI
(Continued)Chillicothe, Mo.

May 2, 1945. The weather was such that I could see there was no use in trying to contact painters so I decided to go into Missouri and contact some of the State institutions. I called at the Industrial Home for Girls but was informed Mrs. Little Griesser was in Washington, D. C. I had a very pleasant interview with her assistant who said in the meantime is in charge of the upkeep of the building. We had a very pleasant talk on paints and he said he was through with ready mixed paint. He told me the office at the State House had informed him to use white lead when and wherever he could. They have a large paint program for this summer and employ painters to do the work. They do not keep a regular painter.

Jefferson City, Mo.

April 8, 1945. I called at the State House and began contacting heads of different departments. I learned that in most every case the purchasing power was in the hands of the Chief Purchasing Agent and his assistant. I then called at their offices. I was given a very cordial welcome. We talked over various paint troubles and other matters pertaining to good and bad paints. I then brought up the subject pertaining to the action taken by the Paint Club of Kansas City, Missouri.

They said it had never been brought up to their office officially or in writing, but they had heard all about it and had heard it was going to be taken up with the Governor of the State but they were sure when this happened he in turn would refer it back to the purchasing agent's office. When that happened he would be ready to tell all of them the nice thing the State has been taking in the past from some ready mixed paint companies. He said they did not have time and money to take each brand of paint and run it through a laboratory to find out if it met with their requirements. In many cases where they had called or specified a brand of paint, or its equal, generally the maker of the equal was the low bidder, and the results are they have been getting rotten jobs of painting. Now as they have started on white lead that trouble is over. They make what they want and use out of white lead and every job is standing up 100% and every one except the ready mixed paint people are happy. He said as long as he stays in office he would use white lead.

He did say he wished it were possible for me to call on all the State institutions and help the superintendent and foreman painters in making up different mixes because in a number of cases the superintendent and foreman think the only place they can use white lead is on the outside, and with a little help from me he could stop the superintendent ordering any ready-mixed paint. I will say if everybody was as sold on white lead as these two men are it would be a beautiful picture.

He said if it could be arranged that some one go and visit the institutions, he thought it would be better if some one like myself, representing all the lead companies instead of just one, therefore doing away with any finger of criticism being pointed at his office. As suggested by the office, I will call on State institutions as time permits.

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Report of W. L. Frasse

MISSOURI
(Continued)

Jefferson City, Mo. (Continued)

April 8, 1940. I thought while I was here I might as well see every one I wanted to, and knowing the highway department is just starting removing all the old paint off their bridges and repainting with one coat of red lead and two coats of white, tinted gray, and that this department is also going to paint a number of their buildings, I figured it would not do any harm to call on them, which I did. I found that the chief had gone to Kansas City and would be there several days. I called him and arranged to meet him there. Will say he was very much pleased that I did so. We had a very pleasant visit. This department has made its own test and are sold on L&D.

Mountain Grove, Mo.

May 6, 1940. I called on Mr. Paul Shepard, Director, Fruit Experiment Station. We have a very pleasant interview. There were several paint questions he asked and said his office had been informed to use white lead by the State House. He said as we had now become acquainted it was more than likely he would be bothering me to death with questions about his paint troubles. I told him I would welcome any questions he might have.

I called on Mr. T. W. Boland, Director, Poultry Experiment Station. Mr. Boland had a number of questions to ask pertaining to paint. This is a very large plant, something like 80 or 90 buildings of various types, all frame construction and painted white. He is one man sold on the use of white lead. He is going to paint his own poultry farm this spring and will use about 700 pounds of white lead. He said that as I lived so close he might have to call on me for help any time I am at home.

Mt. Vernon, Mo.

May 8, 1940. On my arrival here Mr. J. E. Johnston, Steward of the Missouri State Sanatorium could not be located, but when he did appear he wasn't interested in any other paint but ready mixed. I will not try to go into detail explaining our talk but to make it brief, I will say after about a two hour interview, he said, well, Mr. Frasse, you have told me more about paint than I have ever heard and the many ways you have helped me on my many paint problems has sold me on white lead. His first expression was that the thought it was some kind of a political setup that the State was demanding the use of white lead and when I showed him there was no setup he changed his mind. He said he was sorry that his foreman painter was not there to get in on the information. His foreman painter is Mr. Lawrence Duvall, c/o State Hospital, Mt. Vernon, Mo. I do not want to put myself on the back but I do feel this call will go a long way in helping white lead.

Boonville, Mo.

May 9, 1940. Arriving here late in the afternoon I waited until the following day to call at the State Hospital #8.

May 10, 1940. Upon introduction to Mr. Paul M. Culver, Steward of the Hospital, he took the same position the steward did at Mt. Vernon, but it was just a few minutes and he had more paint troubles and was wanting more help than any one I have ever interviewed. After about an hour spent in his office he asked me if I could spare the time to go over the hospital paint problems with Mr. E. A. Donais, Foreman painter and Mr. R. A. Grace, Maintenance Foreman. If I tried to type the whole of this tour

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Report of W. L. Frazer

MISSOURI
(Continued)

Nebraska, Mo. (Continued)

May 10, 1940. and question and answer session I would be all night doing it. While interviewing these men Mr. Culver sent in his secretary asking all three of us to come to his office after 1:00 p.m., which we did. Here is what he had to say to the two employees in the hallway. Now have you fellows asked all the questions you want and is there anything more Mr. Frazer can help you with. They said they had run out of questions. Mr. Culver then said, Mr. Frazer I want to thank you for this call and any time you are near Nevada be sure and stop in. I was a little more than 2-1/2 hours in the interview. I feel sure there was not a minute of lost time as far as white lead is concerned and it will go a long way toward making this a white lead job for a long time to come.

Springfield, Mo.

May 7, 1940. Mr. Lee Morris, Business Manager, South West Teachers College at Springfield is a very hard man to meet. He takes the position that every one who calls has an order book and wants to sell something. When I made myself known and why I was there to help him in any paint problems, he at once invited me to sit down. Well my before the interview was over he had more paint troubles than he thought he had. One question that came up was the painting of the seats in the field house, which he was told he could not paint in the colors the President wanted due to the fact that the different tones in the wood could not get the same color over all the seats. I contended that he could as I offered to make some six or seven samples which I did and proved my point. Before I left him in my first interview he asked me if it would be possible to get the samples ready by Thursday of that week, that the President, Prof. Ellis would be back and he would like very much for me to talk to him. I at once got busy making the samples and submitted the same on said date, meeting Prof. Ellis who I find was a man wanting information on painting. Before I left him he asked me to make recommendations on a number of other paint questions.

Both of these men want and will use white lead. I am sure before they jump into any more painting they will seek the advice of some one who knows at least a little about painting. I feel more than sure this visit will go a long way in stopping the move of the Paint and Varnish Club. As soon as I finished my interview the first day, I at once bought maple-birch and fir plywood, having colors in my car. I bought 18-1/2 lb. of lead, reducing oil, turps and put on my first coat, getting up early the next morning, and applying the second coat. I drove to Mount Vernon, Mo., coming back that evening in time to apply the finish coat so that the sample would be dry for the next morning.

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TEXAS

Yonkers, Tex. and Ark.

April 6, 1940. See report in State of Arkansas.

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