



Valentine Wurtele

Valentine Wurtele, Chairman Emeritus of the Valspar Corporation, died March 7 in Naples, Florida. He was 86.

The former president of Minnesota Paints, he became Chairman of the Board in 1952 and remained in that position until the company merged with the Valspar Corporation in 1970. A long-time member of the National Paint and Coatings Association, he served on the Executive Committee from 1939 to 1960 and on the Board of Directors from 1958 to 1960. Other NPCA positions included membership on the Budget and Finance Committee, the Technical Board, and the Scientific Section.

Mr. Wurtele was also active in local business and community affairs. He was director of several local business corporations including Northwest Bancorporation, Northwestern National Bank, and the Northwestern National Life Insurance Company.

URGENT!

Your participation is vital, if the Management Information Committee's surveys are to be of any value! It is imperative that you immediately return your current Sales Survey, Compensation Survey and Eleventh Annual Operating Cost Survey forms to our computing firm, Tyson, Belzer & Associates. The urgency of this cannot be overstated!

FDA Proposes Lead Ban

P. V.
 MAR 29 1972

The Food and Drug Administration has published a regulation banning all but trace amounts of lead in household paints by 1974.

The new regulation, published March 11 in the Federal Register, reduces the maximum permissible lead content in certain "paint and other similar coating materials" to .5 percent by December 31, 1972 and to .06 percent by the following year. All household paint products containing greater lead levels will be banned from interstate commerce after those dates.

Stated to take effect April 25, the regulation applies to paint intended for use on residential interior surfaces, toys and other children's articles. The full text of the regulation is as follows:

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191.9 Banned hazardous substances.

(a) Under the authority of section 2(q)(1) (B) of the act, the Commissioner declares as banned hazardous substances the following articles because they possess such a degree of hazard that adequate cautionary labeling cannot be written and the public health and safety can be served only by keeping such articles out of interstate commerce:

(6) (i) Any paint or other similar surface-coating material intended, or packaged in a form suitable, for use in or around the household that:

(a) Is shipped in interstate commerce after December 31, 1973, and contains lead compounds of which the lead content (calculated as the metal) is in excess of 0.06 percent of the total weight of the contained solids or dried paint film; or

(b) Is shipped in interstate commerce between December 31, 1972, and December 31, 1973, and contains lead compounds of which the lead content (calculated as the metal) is in excess of 0.5 percent of the total weight of the contained solids or dried paint film

(ii) Any toy or other article intended for use by children that:

(a) Is shipped in interstate commerce after December 31, 1973, and bears any paint or other similar surface-coating material containing lead compounds of which the lead content (calculated as the metal) is in excess of 0.06 percent of the total weight of the contained solids or dried paint film; or

(b) Is shipped in interstate commerce between December 31, 1972, and December 31, 1973, and bears any paint or other similar surface-coating material containing lead compounds of which the lead content (calculated as the metal) is in excess of 0.5 percent of the total weight of the contained solids or dried paint film.

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In a recent FDA notice published February 19 in the Federal Register, the paint industry was given until April 7 to furnish additional information concerning all heavy metals in paint formulations. FDA Commissioner Dr. Charles C. Edwards said that he may decide later to speed up the ban if this data shows that "lead can be eliminated from paints and other surface-coating materials more rapidly than the implementation dates specified."

"Consideration will also be given in late 1973 to petitions for extension of the implementation date upon a showing that the public health will not be jeopardized and that technological necessity requires additional time to meet the .06 percent maximum lead level," he added.

The Commissioner said he is "prepared" to consider petitions proposing amendments to the regulation. These written objections should be filed within 30 days of the regulation's publication with the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Maryland 20852.

Consumer Research Program Underway

The Paint Consumer Research Program is now a reality! Announced earlier this year, the purpose of this program is to obtain national, regional and local marketing information on family consumption of paint. The program will investigate the purchase and application of paint as well as the motivation for its purchase and use.

Research will be based on a sample of 30,000 respondents matching the U.S. Census Bureau's data in terms of location, population density, age and family income.

Comprised of 54 reports, the program will cover standard metropolitan statistical areas (SMSA); four combinations of SMSA; ten individual States and twenty-three combinations of States; nine census regions; and a U.S. total report. A

national subscriber will receive all 54 reports three times a year at a cost of \$8,500. It should be noted that the national subscriber is getting the equivalent of \$100,000 worth of research were he to buy that research himself. Regional subscribers may purchase any individual report described above at a cost of \$500. They will receive this information three times a year along with a regional and a U.S. total report.

The data emanating from the program becomes the exclusive property of the participating companies. To allow all companies to take advantage of this unique opportunity, subscriptions will be accepted until July 1.

For further information contact Everett Call, Director of Management Information, at Headquarters.

MSDS Workshop

Are your customers requesting Material Safety Data Sheets when you sell them something?

Do you know how to fill out the new MSDS forms?

Do you know what forms are approved?

Learn all about the Department of Labor's new Material Safety Data Sheet at a two-hour workshop in Indianapolis on Wednesday, April 5. Richard Murry, NPCA Assistant Technical Director, will

conduct the session, explaining how to fill out the recently approved and revised form.

The workshop will be held at the Indianapolis Athletic Club, 350 N. Meridian from 3:30 to 5:30 p.m. There is no cost for NPCA members and a \$10.00 charge to non-members.

Make your reservation now through Mrs. Blanche Armstrong, American Can Co., 6100 N. Keystone Ave., Ste. 650, Indianapolis, Ind. 46220.

Gov't. Involved In

Business Relocation

The Federal government is now in the moving business.

To attract new business to the many communities affected by terminated Defense contracts, a special Federal committee—the Federal Inter-Agency Economic Development Committee—was recently established by a Presidential directive. Composed of seven Federal departments, the committee provides assistance to these communities by developing new strategies for economic expansion and by attracting small business firms to their locations.

Since its creation, the committee has been active in 41 communities, replacing well over 30,000 lost jobs. The committee still hopes to replace an additional 16,000 jobs.

Also involved in the project is the Office of Economic Adjustment (OEA). Since 1961, OEA has helped locate new businesses in 42 States and in Puerto Rico.

Any company seeking to expand or relocate its facilities is urged to write to William J. Sheehan, Director of Economic Adjustment, Office of the Secretary of Defense, The Pentagon, Washington, D.C. 20301.

TRADEMARK WATCH

The following new trademark applications have been filed with the U.S. Patent Office and are being published in Coatings as a service of your Trademark Bureau. This is to alert members of marks not yet passed for registration. Members may oppose these marks by writing or phoning directly to the U.S. Patent Office.

Class 16—AGGRE-WALL, CRAFT COLOR, DIAMOND W/DESIGN, EASY WAY W/DESIGN, EASY-WAY, FINAL-GUARD, FIX-IT, FUN FILM, GRANAL IT, RUST/SHIELD, SNOW COAT, STAIN-IT, START WITH A GOOD FINISH, T U W/DESIGN, ULTRA COATING, VINYLGUARD, CHAMPTONE, CHEM-SQUAD, CLEARATHANE HENKEL W/DESIGN, M P R 5, MINGLO SUEDE W/DESIGN, PYROLANE, RESOLAST.

Daniel Strohmeier: Luncheon Speaker

Daniel D. Strohmeier, President of the Society of Naval Architects and Marine Engineers and one-time head of Bethlehem Steel's Shipbuilding Division, will be the featured speaker at the final luncheon meeting of the 12th Annual Marine Coatings Conference. With the theme "The Technical and Environmental Challenges of 1972," the conference will be held April 18 and 19 at New York City's Waldorf-Astoria Hotel.

CREDITS AND COLLECTIONS SURVEY National Paint and Coatings Association

For January 1972

	No. of Reports	Average Days	No. of Reports	Percent of Collections
ANNUAL NET SALES				
Under \$1,000,000				
Trade Sales	12	45	13	82%
Chemical Coatings	5	31	5	77%
All Other	4	30	4	99%
\$1 - \$5,000,000				
Trade Sales	20	50	19	57%
Chemical Coatings	12	43	11	68%
All Other	20	51	20	60%
Over \$5,000,000				
Trade Sales	17	55	14	46%
Chemical Coatings	12	44	7	66%
All Other	16	53	15	64%
Combined Figures				
Total Trade Sales	49	50	46	62%
Total Chemical Coatings	29	39	23	70%
Total All Other	40	45	39	74%
Composites		45		69%

Industry Leaders Object to .06% Lead

Testifying March 9 before the Senate Subcommittee on Health, a panel of industry leaders objected to the .06 percent lead level as an "overkill limit" that won't be achieved without "some very serious economic repercussions."

William E. Hood, Chairman of the Board of Indurall Coatings, began the panel's testimony by explaining the position of the small paint manufacturer. He charged that restricting lead in interior paints to .06 percent "could not be accomplished without permanent damage" to the small company's competitive position. For one thing, he said, the cost of analyzing the lead content in paints could "easily equal" the present total manufacturing cost for small firms and thus wipe out profits. Adding that many small companies use the same equipment for manufacturing all their products, Hood stated that the materials needed to make industrial coatings could "contaminate" consumer paints above the .06 percent level.



Industry panel members (l.-r.) Daniel J. Haley, Jr., Finnaren & Haley, Inc.; Robert A. Roland, NPCA Executive V.P.; and William E. Hood, Indurall Coatings, Inc. testify against the .06% lead proposal.



Senator Harold E. Hughes (Iowa) studies industry statements at Subcommittee Hearing.

Ralph M. Levine, Technical Director for the Dutch Boy Paint Division of NL Industries, reported that even with the technology available to the larger manufacturers, finding substitutes for lead driers will require one to two years' research. Explaining that there are no "off the shelf" substitutes for lead driers, Levine stated that while substitutes may exist, "between one and two years' research will be needed to make the necessary changes."

Levine then challenged the proposed .06 percent standard, claiming that "lead compounds of the types and amounts needed in today's paints do not present a hazard either to today's or tomorrow's children." The Technical Director charged that the .06 percent level "is not based on actual, direct scientific findings of the toxicity of lead in paint," but is rather, "a rationalization from indirect evidence."

This "indirect evidence," Levine said, is based on the work of Robert A. Kehoe. "Regretfully, Kehoe's data and conclusions have been misinterpreted in recent years by those whose arguments are pivotal to the .06 percent limit."

Explaining that Kehoe worked with highly soluble lead acetate in his studies, Levine pointed to the work of two other scientists -- Doctors Gage and Litchfield -- who conducted animal-feeding studies using actual paint films. The work of these authorities, he said, "indicates limits that are conservatively from 4 1/2 to 9 times greater" than the .06 percent level.

Levine then called for additional research "to find answers to the important unresolved questions related to lead poisoning and paint." The industry, he added, is ready to conduct this research or is willing to support an independent research program.

Representing medium-sized paint companies, John De Gregory, President of Standard Brands Paint Co., Inc., spoke for the entire industry when he told the Senate Subcommittee, "we would certainly never trade the illness of a single child for any amount of monetary gain." De Gregory asked for additional time at the 1 percent or .5 percent level to test substitute products and reformulate consumer lines. The research and development costs involved "could amount to hundreds of thousands of dollars," he added.

In written testimony submitted for the record, Daniel J. Haley, President of Finnaren and Haley, Inc., also presented the case of the small paint manufacturer. Stressing that the .06 percent standard

may force many small firms out of business, the industry official warned of increasing unemployment. "Assuming that each small firm employs an average of one hundred persons, our present serious unemployment figures would be increased by more than a million and a quarter," he predicted.

The written statement of Elmer C. Larsen, Vice President and General Manager of the Coatings and Resins Division of PPG Industries, ended the panel's testimony. He proposed the enactment of the .5 percent standard "for the immediate future" and added that the suggestion in late 1971 that lead in paints would be regulated at the .06 percent level "was a shock to an industry convinced that .5 percent was safe with respect to the protection of public health."

Larsen proposed the formation of a joint government-industry research program to "permanently resolve" the question of lead in paints.



Senator Edward Kennedy, Chairman of the Subcommittee on Health, listens to lead testimony.

Legislation: State Alert

(Editor's Note)

We will be keeping you informed of significant pending bills. In so doing, we seek to stimulate individual company action—through testimony or petition—on legislation proposed in that company's State.

Keep NPCA informed of whatever steps you take. We, in turn, can supply you with full copies of proposals listed below and suggest approaches to the legislation.

CALIFORNIA -- S.280 -- PESTICIDES:

To authorize the public health department to prohibit the use of pesticides to the extent necessary to protect health and the environment.

A.713 -- AEROSOL SPRAY PAINTS:

Defines aerosol spray paints as "scheduled 'D' poison" to include the product among certain State laws relating to distribution of poisons.

HAWAII -- H.B.1917 -- HAZARDOUS

SUBSTANCES: Establishes requirements for labeling hazardous substances. A "little" Hazardous Substances Law, patterned after the Federal Act, empowers State officials to require labeling where Federal Act does not, and impose a ban on items deemed particularly hazardous.

KENTUCKY -- H.467 -- LEAD-BASED

PAINT: To prohibit the use of lead-based paint in children's toys or furniture manufactured, sold or distributed in Kentucky; prohibit paint with over .06 percent lead for other purposes, and require labeling as to lead content.

MARYLAND -- S.591 -- PENCIL COAT-

INGS: Prohibits the manufacture, sale or offering for sale of any pencil coated with lead based paint.

S.736 -- HAZARDOUS SUBSTANCES:

Establishes requirements for labeling hazardous substances. A "little" Hazardous Substances Act, patterned after the Federal Act, it empowers State officials to require labeling where Federal Act does not, and permits a ban on substances as the Secretary of Health and Mental Hygiene deems necessary.

H.716 and S.948 -- AEROSOL SPRAY

PAINTS: Prohibits the sale of containerized spray paints to minors under the age of 18 unless such minor is acting solely as the agent of his employer.

MASSACHUSETTS -- H.3613 -- HAZ-

ARDOUS SUBSTANCES: Establishes requirements for labeling hazardous substances. This is a "little" Hazardous Substances Act, patterned after the Federal Law, to empower the State Commissioner of Public Health to require labeling when the Federal Act does not, and impose a ban on the sale of items deemed particularly hazardous.

MICHIGAN -- S.1048 -- AEROSOL

SPRAYS: To require aerosol spray cans, for household use containing volatile hydrocarbons, to carry a warning label stating that "sniffing or direct inhaling may cause death." Violation is a misdemeanor.

MISSOURI -- H.1057 -- LEAD POISON-

ING: Bars the rental or sale of any dwelling, furniture, household appliance, fixture or toy having a lead bearing substance upon any surface. Lead bearing substance is defined as "any paint, plaster on the interior or other substance or material containing one percent or more of metallic lead based upon total nonvolatile content. Physicians suspecting lead poisoning in a patient must notify the State Public Health Director.

NEW YORK -- A.9812 and S.8432 --

CHILD RESISTANT CONTAINERS: Requires that all pharmaceutical and household products which could be harmful to six-year old children must be packaged in a plastic, metal or glass container which is child-resistant.

S.7130 -- HAZARDOUS SUB-

STANCES: Establishes requirements for labeling hazardous substances. A "little" Hazardous Substances Act, patterned after the Federal Act, empowers State officials to require labeling where Federal Act does not, and permits issuance of "stop sale, use, or removal" orders on items deemed particularly hazardous by the Commissioner of Health.

A.1136 and S.774 -- BICYCLE PAINT:

Prohibits sale of bicycles manufactured on or after January 1, 1973, unless coated with non-toxic, luminescent paint or reflective surface of an approved type capable of being illuminated by or reflecting headlights of approaching motor vehicle which shall make bicycle visible from 300 feet when directly in front of upper beam of head lamps on motor vehicle.

A.11318 -- AEROSOL SPRAY PAINTS:

Makes it a misdemeanor to sell aerosol paint container, marking pen, or other instrument using indelible ink, or paint capable of making single stroke mark greater than 1/4 of an inch in width.

PENNSYLVANIA -- H.1574 -- PAINTS

AND SAFETY: Prohibits the use or manufacture of "hazardous paints" for the protection of workers and promulgates and adopts rules and regulations. Hazardous paints are broadly defined as those "causing adverse effects to the user."

TRADEMARKS

The following trademarks will be registered by the U.S. Patent Office unless opposed within 30 days of their publication in the Official Gazette. Details may be obtained from Trademark Bureau, NPCA. **Class 1**—Raw or Partly Prepared Materials; **Class 4**—Abrasives & Polishing Materials; **Class 6**—Chemicals & Chemical Compositions; **Class 12**—Construction Materials; **Class 16**—Protective & Decorative Coatings; **Class 29**—Brooms, Brushes & Dusters; **Class 52**—Detergents & Soaps.

Issue of March 14, 1972: **Class 1**—CASCAMID. **Class 6**—PALMER, Rx PYROL, BLACOSOLV. **Class 12**—PLASTI-PAVE. **Class 16**—FLUORO SURF, EMPHASIZE, "A-1", DESIGN OF PLAID BAND W/CIRCLE, FUN FILM, POLISIGNAL R 29, FOIL ART, JCP. **Class 29**—JCP.

Issue of March 21: **Class 4**—ECONO-FLEX. **Class 6**—LACAMAR. **Class 16**—OCONAGE. **Class 29**—SUPREL.