

BOARD OF OPERATORS -- 1198th MEETING

May 18, 1942

MAY 21 1942

J. A. H.
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Present:

A.W. Studel
H.J. Eain
H.E. Van Stone
Y. Mills
S.B. Coolidge
W.R. Sieplein
F.A. Stanton
J.S. Prescott
E.C. Baldwin
J.A. Hornaday
A.J. Millaveo

Absent:

E.E. Ware
F.E. Davis
T.J. McDowell

Copies to:

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

11,335 - FACTORY OPERATIONS:

Mr. Mills reported operations for the week ending May 12th, as follows:

Heavy Liquid Orders	130,051 gals.
Heavy Liquid Production	101,306 "
Total Stocks	958,650 "
(a decrease of 24,011 gals.)	

Stocks are slightly higher at most factories except Kensington. Warehouse stocks are to be tapered off to a limited degree, and all orders watched carefully.

Mr. Mills reported that production for the year ending March 31st was 18% over 1941 on Heavy Liquids, and 36% over 1940; 33% over 1941 on Varnishes and 50% over 1940; 27% over 1941 on Lacquers, and 30% over 1940. Most of the increase has come from Industrial and Railway materials.

Gross Sales reported a loss of 9.8% for the week, in spite of Kem-Tone sales totaling \$84,082. All Departments reported losses except the following:

Auto Product Finishes	48.6%
Transportation	14.3%

11,336 - INVENTORIES:

Mr. Stanton reviewed available inventory figures, and Mr. Studel stressed the fact that inventories must be cut. It may be advisable for many Departments to operate on a "hand-to-mouth" basis insofar as materials are concerned, with the exception of containers. A central stockkeeping control is being established by Mr. Reese to insure efficient use of raw material supplies.

11,337 - RAW MATERIALS:

Resins

The Board agreed that we should buy a quantity of Reichold Resin available that is suitable for Kem Sno-White. Approximately 7500 gallons will be made and this is to be available to both Stores and Dealers on a proportionate basis.

Dehydrol

Production for the week totaled 371,000 pounds. Since last week it is reported that present raw Castor being received from Baker is on a consignment basis. Billing of Dehydrol sales to new contract customers will be held up for at least one week, until Mr. Davis has an opportunity to insure a raw Castor price for us that does not exceed the ceiling. All Dehydrol produced this week will be sent to our factories, with the exception of shipments that can be applied against old contracts. Mr. Hornaday is to check with Mr. McDowell as to progress of legal proceedings against Armstrong, with reference to their infringement of our patents.

Bale Wire

It is expected that the purchase of Bale Wire for use on containers will be restricted. The Purchasing Department is to check on this and improve our position, if possible.

Containers

Mr. Stanton reported that the present supply of drums on hand at all points is ample. Mr. Coolidge reported that black plate now in stock may be used in cans of any size, and will not apply against our quota. However, future shipments of black plate will apply against our quota, and Mr. Cunningham is to use our present stock for tops and bottoms of fibre cans. No packages smaller than quarts may be made after our present stock of black plate is exhausted.

Glass containers are not prohibited as yet, even though metal closures are used. Restrictions are expected on these soon.

Flaxoap packages on hand may be used up, if lithographed, and will not apply against our total plate area. Linseed Oil lithographed cans are to be held for the time being, and not filled until further notice.

Mr. Stanton is to check on our can accounting procedure to make sure that records are complete as to where and when different types of metal cans are used, and when cans are used for priority business.

Containers
(Cont.)

Samples of our fibre cans are being sent to all factories for test. Outside Companies previously buying our materials in S-W manufactured cans must be permitted their proportionate plate area, if they insist upon it.

Most serious packaging problem at present is Kem-Tone, and Dr. Van Stone is to check the use of fibre package for Kem-Tone this week, from all angles.

It must be understood by all concerned in S-W or allies that any containers filled since Jan. 1, 1942, apply against our quota, unless special exemptions are obtained.

Fibre containers will require a revision of our carton sizes, and new labels will be necessary. It is also agreed that a warning message should be printed around the bottom of the label, asking that the container be handled with care, and mentioning that it is a "War Emergency Package".

Mr. Hain is to purchase Air Tester from Continental for \$5000.

Old Dutch Lead

Production is to be cut 50% in view of the increased supply of Titanium at an attractive price. The situation is to be reviewed again in 60 days. No more Lead Carbonate is to be purchased outside and any Pig Lead held for us by other Companies is to be applied against Litharge commitments.

Arsenate of Lead

The purchase of imported Pig Lead is being discontinued because it is now impossible to obtain drawbacks when export shipments of the processed material are made. Without the drawbacks the previous type of operation would, obviously, not be possible.

Canadian
Leaded Zinc

Mr. Steudel is to check with Mr. Martin relative to possible cancellation of our Canadian Contracts. Six months' notice of cancellation is required. Our present stocks are high, and special attention will be given by Mr. Coolidge to marketing 414 now on hand.

1526

The supply on hand is increasing rapidly, and we may have to discontinue its manufacture soon.

421 Lithopone

Mr. Van Stone reports that this material will probably be satisfactory for Kem-Tone.

Crude Turpentine

Mr. Coolidge is to follow Mr. Thomson in Washington re latest developments in our effort to sell Sulphate Wood Turpentine to Lend-Lease. Our present commitments on Crude Turpentine will supply us through this year. We must continue to push the sale of this product.

11,338 - PIGMENT PRODUCTION:

	<u>Produced</u>	<u>Shipped</u>	<u>Stock</u>	<u>OPM Pool</u>
White Lead	292 tons	205 tons	368 tons	
Leaded Zinc	353 "	240 "	600 "	96 tons
414 Dry	173 "	79 "	1865 "	
Lithopons	352 "	432 "	384 "	

11,339 - FLOOR SANDING MACHINES:

The Purchasing Department is to buy fifteen, which are now available from our supplier at a cost of approximately \$160 each. These are for use by our Stores in their rental service.

11,340 - ARMY AND NAVY MUNITIONS BOARD:

Mr. Coolidge reports that this Board has rescinded its previous order prohibiting the use of Lead in their specification materials.

11,341 - EASTERN FACTORIES --- USE OF OIL:

In reply to an inquiry from U.S. Government, Mr. Stanton has reported that conversion of our Eastern Factories from oil to coal-burning equipment can be done only at considerable cost.

11,342 - KEM-TONE:

Demand for this product is still greater than production, but progress is being made. The production at Chicago was in excess of 50,000 gallons last week, and consideration is being given to production of Kem-Tone at another point yet to be selected.

11,343 - 371 CHARLESTON WHITE:

This product is not moving satisfactorily, and report from Mr. Wood is awaited covering sales efforts being made in its behalf.

11,344 - NEW AUTOMOBILES:

Mr. Prescott is to check with Lowe Bros. relative to their recent purchase of new cars on the basis of approvals obtained from Rationing Boards. Similar application may benefit S-W Stores.

11,345 - BID BUSINESS:

Mr. Sieplein reported awards totaling \$63,000 for the week, which included a large sale of Shipbuilding Materials. Unusually low bids continued to provide stiff competition for this type of business.

11,346 - MEN IN SERVICE:

An "Honor Roll" Poster listing S-W men in Service has been prepared. It will be suitably framed and supplied all Stores, Warehouses, Factories and Offices. Samples will be sent to Allied Companies, as it is thought they will wish to prepare a similar Poster. Revisions will be supplied at regular intervals, as conditions may require.

11,347 - MAINTENANCE SHOPS:

Messrs. Prescott and Hornaday are working with Mr. Menz to secure Defense Sub-Contracts that can be handled by our Cleveland Maintenance Shop. It is felt that similar efforts should be undertaken by other Factory points where facilities and conditions make this possible and desirable. All Contracts, however, must be approved by Cleveland before undertaken.

The Board also agreed that no printing should be done on the outside by S-W or any affiliated Company, until it had been turned down by our own Printing Shops at Cleveland, Detroit or Dayton. The obvious reason for this is that we wish to keep our own organizations intact and our equipment running. Our first obligation is, obviously, to our own Plants.

11,348 - DEMURRAGE CHARGES:

Mr. Hornaday is to ask the Traffic Department for a regular monthly report on demurrage charges, as it is very essential that this type of expense be kept to a minimum.

11,349 - COMMODITY PRICES:

For the week May 14th, commodity prices are down .1% under previous week.

11,350 - NEW GOODS:

Board approved the following:

Camouflage Paint - Dry Powder Form, Protein Bound,
Spec. T-1093 B, to be added to Trade Sales Line.
Material to be purchased from Wesco Waterpaints, Inc.,
and sold under S-W label. Is not to be stocked in
S-W Warehouses.

11,332 - FACTORY OPERATIONS, week ending May 12, 1942

HEAVY LIQUIDS - S-W PLANTS

Total orders received	-- 130,051	Total production	-- 101,306
Total factory stocks	-- 958,650	Inventory dec.	-- 24,011
CHICAGO - orders rec'd.	-- 74,109	Production -	55,541
		Stocks -	479,314
NEWARK - orders rec'd.	-- 17,961	Production -	21,356
		Stocks -	191,748
CLEVELAND- " rec'd.	-- 23,389	Production -	18,487
		Stocks -	230,177
OAKLAND - orders rec'd.	-- 14,592	Production -	5,922
		Stocks -	57,411

TOTAL PLANT OUTPUT

CHICAGO PLANT	214,784 gals.	Operated at 85% Capacity	40 hour week
NEWARK	70,272 "	" " 60%	40 " "
CLEVELAND	59,578 "	" " 59%	40 " "
OAKLAND	22,436 "	" " 97%	40 " "
LOS ANGELES			
DALLAS	20,986 "	" " 105%	40 " "
CHICAGO LACQUER	65,347 "	" " 100%	40 " "
" DRY COLOR	177,371 lbs.	" " 64%	120 " "
" FLUKEED COLOR	56,456 "	" " 78%	120 " "
DETROIT	80,807 gals.	" " 50%	40 " "
DAYTON	74,303 "	" " 72%	40 " "
GIBBSBORO - Lucas	25,179 "	" " 72%	41 " "
- S-W	12,314 "		
MARTIN-SEMOUR	28,806 "	" " 143%	40 " "
CHICAGO CHEM. PRODS.		" " 88%	

OAKLAND INSECTICIDE - Operated 6 days @ 3 - 8 hour shifts.

BOUND BROOK INSECTICIDE - (Lead Arsenate	158 tons)	
(Arsenic Acid	127 "	Operated 6 days @ 3 - 8 hour shifts.
(Misc. Blends	105 "	
(Calcium Arsenate	103 "	
(Basi-Cop	22 "	

Chicago White Lead	100% Capacity	Coffeyville Leaded Zinc	100% Capacity
" Tin Can	40 Hours	Cleveland Linseed Oil	100% "
Coffeyville Lithopone	100% Capacity	" Castor Oil	100% "

5-19-42.

#11333 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#2332 - St. Louis

New installation

1,894.51

#2331 - San Antonio

1 Chevrolet special 5 passenger coupe

1,875.13

#2332 - Ann Arbor, Mich.

Studio shelving, wrapping counter and portfolio table

173.90

#2385 - Warren

1 Dayton scale

25.00

#2336 - Dallas-Sanger

Enlarge paint and wallpaper departments

250.00

#2387 - Stores Dept.

50 portfolio display tables

125.00

BOUND BROOK

#122 6 semi-cylindrical insect screens

127.00

CHICAGO

#2056 Additional filter press plates - Bg. 505 - C.P.

37.78

#2217 Laboratory motor-driven vacuum pump - C.P.

164.50

#2244 Replace #2 fusion kettle - Beta

687.86

#2245 Office equipment for new R & S office

148.00

#2257 New hood over chemical table - Resin Res. Lab.

126.55

CLEVELAND ADMIN. OFFICES

#1704 New office equipment for Gen. Acctg. Dept.

185.64

#1705 2-drawer file cabinet for R.L. Sears price co-ordinator

40.00

GLOUCESTER CITY

#110 2" Olivite pump installation, etc.

418.45

NEWARK FACTORY

#963 Install flagpole

205.00

OAKLAND

#216 1 reconditioned Multigraph

420.00

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 5,930.69

#11334 - LARGE EXPENSE REQUISITIONS APPROVED:

BOUND BROOK

#120 Replace coal bin

413.40

#121 Repairs to wall in Bldg. #10

2,074.00

#123 Replace striking tub - Bg. #9

900.00

#124 Replace pump in Acid Plant

275.50

CHICAGO

#2177 Replace basement floor in Bg. 502 - Acetanilid

370.60

#2076 Replace worn-out pump - C.P.

42.60

#2134 Replace worn out belts on extraction tub drive - C.P.

101.00

#2211 Replace worn out spindle in Naphthalene washer

117.20

Chicago Factory

#2223	Purchase of summer coats, trousers and caps for Safety Dept.	174.60
#2247	Replacement valve assembly for Oliver United filters - Beta	72.64
#2248	Re-tieing 150 ft. of track on north side of Corroding shed	WL309.25
#2249	Replace worn out gears on screw conveyor - W.L.	80.00
#2250	Replace wood turbine in #7 Diaco tub - Azo Dye	116.24
#2252	Resurface garage roof - W.L.	80.00
#2255	Replace corroded fixed head on Azo Dye #4 Sperry press	143.93
#2256	Remove rust from steel hydrochloric acid tank-C.P.	88.00

CLEVELAND FACTORY

#3531	Repair #55 ball mill "K"	1,010.00
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CLEVELAND L O MILL

#893	Estimate for repairs to French 3 deck cooker	75.00
#894	Repairs to 12" meal conveyor	1,000.00

NEWARK FACTORY

#965	Reconstruction work of office building	12,692.00
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OAKLAND

#215	Dismantle and remove old cover on old tank and install new cover	190.00
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TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - -	\$	20,325.93
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Total Plant Requisitions approved to date	\$	946,345.41
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Total Expense " " " "	\$	332,853.89
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Acme - Detroit

ES 239	Build foundations for 2 - 6000 gal. tanks in field	425.00
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Lucas - Gibbsboro

#111	Re-lay 636 sq.ft. concrete runway - Varnish	255.00
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Lucas - Philadelphia

#19	Conversion of heating system from oil to coal burner	475.00
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