

WHITE LEAD PROMOTION PROGRAM**LEAD INDUSTRIES ASSOCIATION**

Grylls Building, 420 Lexington Avenue
New York, N. Y.

May 30, 1942

Bulletin No. 47

Subject: Report on Govern-
mental and Institutional
Field Work.

To Members Supporting the White
Lead Promotion Program

Enclosed please find a summary of the visits our
field representative, Mr. Belden L. Brown, has made in his
interviews with governmental and institutional officials
on point since those reported in Bulletin No. 45 dated
February 26, 1942.

Very truly yours,

H. W. Brown
Secretary



Report of Eldon B. Brown

REPORT ON GOVERNMENTAL AND INSTITUTIONAL FIELD WORK

GOVERNMENTAL

ILLINOIS

Place, Date and Person Interviewed	Is Paint- ing Com- pleted?	Yes Spec.	Paint Used		Remarks
			Ext.	Int.	

Illinois (State)

Mr. Charles J. Lorch

Acting Asst. Fiscal

Supervisor

Dept. of Public Welfare

State Armory Bldg.

Springfield

6/4/48

No

Yes

WL

WL

MP

MP

Under date of Jan. 31, Mr. Lorch sent a General Office letter to all institutions under the Dept. of Welfare to the effect that "it has been proven to all concerned that a good quality of prepared white paint, that is for exterior work and primer, as well as inside gloss and primer, and flat and undercoating, is cheaper than white lead in oil".

In our interview on May 4, Mr. Lorch gave the following reasons for this letter:

(1) The many arguments presented by the mixed paint manufacturers to the effect that mixed paint was cheaper than white lead, and the fact that none of these claims had been refuted by the white lead people. (2) The possibility that white lead would be unavailable in the near future. (3) A general lack of modern data or information on white lead's performance on cost. By means of the L.L.A. paint cost analysis as well as other data on white lead's performance, we were able to convince Mr. Lorch of the advantages of white lead to the extent that he dictated a General Office letter which was signed by W. W. Knoch, Fiscal Supervisor, and sent out on May 7 to all institutions. In this letter Mr. Lorch completely reversed his previous stand and reinstated white lead as the most desirable type of paint to buy.

Harry Nebel
Chief Clerk
Dept. of Public Safety
State Armory Bldg.
Springfield
6/4/48

Mr. Nebel does not recommend to his department like Mr. Lorch of the Dept. of Public Welfare did recently (see report above). Mr. Nebel just checks requisitions and OK's them if they are not abnormal.

Report of Nelson E. Brown

TULSA
(Continued)

Place, Date and Person Interviewed	Is Paint- ing Con- tracted?	Use Spec.?	Paint Used Ext. Int.	Remarks
Illinois (State) (cont.)				
Colonel Edward Davis State Purchasing Agent Division of Purchases & Supplies Dept. of Finance State Armory Springfield 2/4/42	Yes	Yes	WL MP	Colonel Davis said that it was not up to him to change a specification for any particular type of paint unless it was obviously too expensive. WL is definitely an approved pur- chase as far as this depart- ment is concerned.
Mr. E. C. Schmale Bureau of Materials State Highway Dept. 124 East Ash St. Springfield 2/4/42	-	-	MP	After tests this Bureau de- cided that they got better jobs and longer life from their specification white than from WL.
Chicago				
Mr. W. E. Ackerman Specification Dept. Board of Education 228 N. LaSalle St. 2/1/42 follow-up 2/1/42	Yes	Yes	WL	We sent Mr. Ackerman a com- plete set of WL specifications suggested to be incorporated in their general specifica- tions. These were adopted al- most exactly as they were presented. Desire to have us check their specifications for metal painting and make our recommendations.
Mr. W. P. Madden Bureau of Architecture - Repair Division Board of Education 228 N. LaSalle St. 2/1/42 follow-up 2/1/42	Yes	Yes	WL	No change. Very favorable to WL.

MICHIGAN

Dearborn Mr. William Moore City Maintenance Engineer City Hall 4/27/42	No	No	MP WL	MP used for everything but Stippling Coat on interior walls which is WL. The City recently bought a large quan- tity of MP to hold in reserve as a stock pile.
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MICHIGAN

(continued)

Place, Date and Person Interviewed	Is Paint- ing Com- pleted?	Has Spec?	Paint Used Ext. Int.	Remarks
<u>Dearborn (cont.)</u> Mr. John Whitehead Maintenance Supervisor Board of Education 836 Mason St. 4/27/42	No	No	MP MP	The Board of Education gave up using white lead some years ago. They were con- siderably impressed by our WL data and agreed to try it on interiors on the strength of this information. Exter- ior painting small for the next few years.
<u>Eastland</u> Mr. Walter Michalski Maintenance Engineer Board of Education 2380 Wyandotte St. 4/29/42 follow-up 4/30/42	No	Yes	WL MP WL	Mr. Michalski is sold more thoroughly than ever on the use of WL for exterior work. Has not been convinced of the advantages of using WL for small interior jobs. It is used on the larger ones. Since he was interested in immediately having some WL salesmen call on him, we notified L.I.A. members to that effect on May 1.
<u>Highland Park</u> Mr. John E. Smith Business Manager Board of Education 12541 Second St. 4/28/42 follow-up 4/29/42	No	Yes	WL MP	Was very appreciative of the information we gave him last summer. Is completely sold on WL for exteriors and as a result of our data is now ex- perimenting with WL on inter- iors. No school painting this year because of no funds.

MISSOURI

<u>St. Louis</u> Mr. A. J. Simons Paint Technician Board of Public Service Municipal Courts Bldg. 4/1/42	Yes	Yes	MP MP	Board of Public Service was sold on the use of WL till recently when Mr. Charles E. Ellaby took over as its pre- sident. Mr. Ellaby hired a Paint Technician, Mr. Simons who has since written a com- plete set of specifications which almost completely cut WL out of the picture. Simons as well as Mr. Ellaby are thoroughly convinced at this time that their new paint specifications are much better than WL.
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Report of Belden E. Brown

MISCELLANEOUS INSTITUTIONSUNIVERSITIESILLINOIS

Place, Date and Person Interviewed	Is Paint- ing Con- tracted?	Use Spec?	Paint Used		Remarks
			Ext.	Int.	
Evanston Mr. L. A. Anderson Purchasing Dept. Northwestern University 619 Clark St. 8/1/42 follow-up 8/6/42	No	No	MP	MP	Mr. Anderson has recently been changed from the Buildings & Grounds Dept. to the Purchas- ing Dept. He said that every- one in connection with Build- ing Maintenance have become so thoroughly entrenched in the use of MP instead of WL that he had found it very difficult to impress his co-workers with the advantages of WL as por- trayed by us in our call last summer. However, he reiterat- ed that he was more impressed with our data on WL than he had been by WL information given in the last six years. He introduced me to Mr. Elberg who is the new superintendent of Buildings & Grounds, and he suggested I present our infor- mation to him.
Mr. H. L. Elberg, Dept. Buildings & Grounds Northwestern University 619 Clark St. 8/1/42					Mr. Elberg showed considerable interest in our data but said that it was hard to consider using WL again after they had been so thoroughly sold away from it six years ago. How- ever he said that the war time cut in MP qualities which I pointed out to him had put another factor in the case. He asked specific questions on where to get WL paint and said they would definitely bear it in mind for future painting.