

BOARD OF OPERATORS - 1090th MEETING

April 15, 1940

Present:

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

Absent:

E. E. Ware
J. S. Prescott
T. J. McDowell

Copies To:

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

8692 - REPORT ON FACTORY OPERATIONS:

Orders for heavy liquids amounted to 170,000 gallons as compared with production of 162,000 gallons and shipments of 180,000 gallons. Stocks decreased 12,000 gallons.

Factories have continued to operate on the basis of a five day week.

Sales for the week were 3 1/2% ahead of last year in spite of a 5% loss in trade sales.

8693 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED.

			Operated at 32 hour week			
Chicago	P&V	-	"	"	40	" "
Newark	P&V	-	"	"	40	" "
Cleveland	P&V	-	"	"	40	" "
Oakland	P&V	-	"	"	48	" "
Los Angeles	P&V	-	"	"	44	" "
Dallas	P&V	-	"	"	40	" "
Chicago Lacquer		-	"	"	41	" "
Dry Color		-	"	"	40	" "
Flushed Color		-	"	"	40	" "
Acme		-	"	"	32	" "
Love Brothers Company		-	"	"	40	" "
Lucas		-	"	"	40	" "
Martin-Senour Company		-	"	"	40	" "
Chicago White Lead		-	"	"	100%	capacity
Lithopone		-	"	"	100%	"
Tin Can		-	"	"	80%	"
Coffeyville Lithopone		-	"	"	100%	"
Loaded Zinc		-	"	"	66 2/3%	"
Cleveland Linseed Oil		-	"	"	100%	"
Castor Oil		-	"	"	100%	"

N 5222

8694 - INVENTORIES MARCH 31st:

The Board discussed the figures submitted by Mr. Stanton on the inventory of March 31st. Since complete figures are not yet available, a further report is to be made next week.

8695 - SALESMEN'S CARS:

Mr. Reese will be asked to review Martin-Senour's cost of operating company-owned sales cars as compared with Sherwin-Williams cost of daily allowances for automobile operation. A check will also be made of allowances for city sales territories and average daily mileage.

8686 - LEAD PRICES:

Mr. Davis reported that the price of lead increased \$2.00 a ton.

8697 - STEEL PRICES:

Mr. Davis reported that the decrease in the price of steel will make a difference of 12¢ on the cost of drums and 1½¢ on pails.

8698 - CHINA WOOD OIL:

Mr. Davis reported that inasmuch as Norwegian and Danish boats have been used to carry China Wood oil, some further difficulty may be experienced in getting oil to this country.

8699 - DEHYDRATED CASTOR OIL:

Factory consumption of Dehydrol amounted to about 91,000 pounds last week as compared with production of 177,000 pounds. Fourteen tank cars are sold but not yet delivered.

Mr. Davis reported that no further supply of raw castor will be ordered in.

It was decided that the present price of Dehydrol would be maintained.

8700 - POURING TYPE CANS:

Mr. Hain reported on our actual cost of quart pouring-type cans as compared with the regular double-tite cans.

Consideration will be given to the use of the pouring-type can on more of our regular trade sales products and also to revision of present transfer prices of these cans. Mr. Sieplein will make a further review of costs and will have some tests made to show whether the pouring-type can is satisfactory for other trade sales lines.

Mr. Coolidge suggested that pouring-type cans be sold to other companies for uses not competitive with Sherwin-Williams.

8701 - MISSOURI TRAFFIC PAINT:

Mr. Sieplein reported that we have been awarded half of the contract for the State of Missouri traffic paint. The formula on which the bid was made includes Dehydrol used with East India gum.

8702 - CHROME YELLOWS:

Mr. Sieplein pointed out that we could get a great deal more bid business if our

cost on chrome yellows were some what lower. He was instructed to use a price of 12 $\frac{1}{2}$ ¢ a pound in figuring costs on bids.

8703 - ARGENTINE LITHOPONE BUSINESS:

Mr. Coolidge was requested to see whether something can be worked out to enable us to obtain some lithopone business in the Argentine.

8704 - PUBLIC BID:

Since September 1, 1939, 1422 invitations to bid have been received. A total of 1198 amounting to \$3,001,811 have been placed and of this total we have received awards on 136 amounting to \$371,913.00.

8705 - NEW GOODS:

Opex Mixing Lacquer Toluidine Red No. 31238 - add to regular Opex Mixing Lacquer line
- Pts. - Qts. - Gals.

Regular Line of O-K Automotive Finishes - the following to be dropped:

<u>Rx</u>	<u>Product</u>
28505	Opex Polishing Compound
28526	Opex Rubbing Compound
28735	Opex O-K Primer-Surfacer (Slate Gray)

Note: Orders for the above materials will continue to be filled until present stocks are depleted.

8689 - FACTORY OPERATIONS, week ending April 9, 1940

HEAVY LIQUIDS - S-W PLANTS

Total orders received	-	170,261	Total production	-	162,184
Total factory stocks	-	1,154,535	Inventory Dec.	-	12,000
CHICAGO	-	Orders recd. 88,788	Production 76,061	Stocks 607,722	gals.
NEWARK	-	Orders recd. 31,527	Production 37,438	Stocks 244,327	gals.
CLEVELAND	-	Orders recd. 34,391	Production 36,852	Stocks 214,928	gals.
OAKLAND	-	Orders recd. 15,555	Production 11,833	Stocks 87,058	gals.

TOTAL PLANT OUTPUT

CHICAGO	P&V	-	114,557 gals.	Operated at	70%
NEWARK	P&V	-	55,385 "	" "	75%
CLEVELAND	P&V	-	62,831 "	" "	78%
OAKLAND	P&V	-	24,903 "	" "	198%
LOS ANGELES	P&V	-	14,122 "	" "	50%
DALLAS	P&V	-	9,365 "	" "	72%
CHICAGO LACQUER		-	51,239 "	" "	100%
DRY COLOR		-	128,638 lbs.	" "	95%
FLUSHED COLOR		-	66,416 "	" "	91%
CHEM. PRODUCTS		-		" "	94%

BOUND BROOK INSECTICIDE

-	Lead Arsenate	117 tons
	Arsenic acid	75 "
	Bordo	30 "
	Dry Lime Sulfur	37 "
	Red River Pot. Mix	20 tons
	Paris Green	16 "
	Rotenone Dusts	14 "
	Basic Copper Sul.	1 "

Continuous operation except Paris Green and A. A.

OAKLAND INSECTICIDE - Operated 5 days three 8 hour shifts.

A.C.E. - Produced 42,555 gals. Paint Dept. operated at 14%, Enamel & Lacquer at 20%, and Varnish & Thinner at 14%.

LOWE BROTHERS COMPANY - Manufactured 51,093 gals. with Paint Depts. operating at 100%, Enamel Dept. at 100%, and Varnish Dept. at 47%.

Lucas
MARTIN-SENOUR COMPANY - Manufactured 52,313 gals. Operated at 80%.
- Manufactured 18,369 gals. Paint Dept. operated at 59%.

4-15-40.

#8690 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1322 - S. Denver

2 - 2½ gal. foam extinguishers 17.00

#1419 - S. Denver

New installation 2,590.96

SO. ATLANTIC DIST:

#641 - Philadelphia

1 sectional bookcase 6.95

SO. CENTRAL DIST:

#213 - Cincinnati

1 electromatic typewriter, less trade-in 222.50

TEXAS DIST:

#501 - Houston Whse.

2 Artility posture chairs 25.00

CHICAGO FACTORY:

#247 Overrun on J.O. #312 - Bg. #500-B - C.P. 12,195.00

#268 1 - 4 drawer file section - P&V Test 18.00

#259 1 stand for #4 Ford Cup - Tech.Service P&V 12.00

#268 2 steel cabinets with 22 roller shelves - Silk Screen 424.00

#279 Pipe cutting and threading machine - Mech. 388.00

#284 5 HP - 900 RPM motor - Mech. 223.03

#288 1 G E Hot Point hot plate - Varnish 6.00

CLEVELAND ADMIN.OFFICES - P & S DEPT.

#1463 2 pieces Wesel base 158.50

CLEVELAND LINSEED OIL MILL: #749 - Ambrose fillin machine 900.00

LOS ANGELES FACTORY

#114 - Los Angeles

2 Colson drum trucks 65.00

NEWARK FACTORY

#626 Equipment for Tech. Service laboratory 7,657.11

#627 Power and light circuit - Power House to Bg. 14 2,493.50

#631 8 Bentwood chairs 26.80

#632 1 numbering machine 14.00

#633 Extension of sample room 198.74

#635 Installation of chain fall 97.50

0007-SWP-000022054

OAKLAND:

#132 1 - 8 bank comptometer 340.00

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 23,377.57

#8691 - LARGE EXPENSE REQUISITIONS APPROVED:

RETAIL STORES:

#1417 - Detroit-Grand River

Refinishing sign 25.00

#1418 - Johnson City

Repainting interior, partition, linoleum in show windows 377.95

TEXAS DIST:

#500 - Houston Whse.

Repainting exterior of warehouse 60.00

#502 Cleaning and repainting sign 14.00

CHICAGO FACTORY:

#227 Lower 1100 gal. mixing tank - Lacquer 152.50

#271 Overhaul and repair six weigh scales - "B" Dept.P&V 164.40

#275 Rebottom 3 copper varnish kettles - Varnish 195.00

#276 Repair fire doors in various departments 248.60

#287 Replacing worn out parts - bronze worm gears, etc.W.L. 503.25

CLEVELAND P & S DEPT:

#1464 Parts and labor for overhauling #2 Miehle press 315.00

CLEVELAND LINSEED OIL MILL

#748 Expeller renewals and repairs 5,000.00

COFFEYVILLE

#620 Ropes and sheaves for air compressor - replacement 260.00

#621 Repair barium sulphide ball mill 215.00

#622 Repair "C" Furnace block 6,950.00

LOS ANGELES:

#113 Repair varnish kettle - copper bottom 72.15

NEWARK FACTORY

#629 Replace shafts and gears in 2 stirrers 54.00

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 11,636.85

Total Plant Requisitions approved to date \$ 843,551.49

Total Expense " " " " \$ 141,318.86

ACME - DETROIT

ES 957	Additional shelving in bins - Label Stock	95.00
ES 950	Repairing clutch pinion, etc.	55.47
ES 952	Replace 15 HP explosion proof switch	132.40
ES 953	Replace 6 leaky varnish lines	139.83
ES 954	1940 Ford panel delivery truck	590.00
BEM 1866	D 6 automatic feed	150.00

JOHN LUCAS CO.

#36	4 new stainless steel varnish kettles	550.00
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MARTIN-SENOUR CO:

#309	1940 Chevrolet tudor sedan, less trade-in	298.07
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