

BOARD OF OPERATORS - 1078th MEETING

January 22, 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
J. S. Prescott
E. C. Baldwin

Absent:

E. E. Ware
T. J. McDowell

Copies To:

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

8412 - RESUME OF FACTORY OPERATIONS:

Factories continued to operate on the basis of a forty hour week with extra shifts on ball and roller mill equipment. Orders for heavy liquids amounted to 104,000 gallons as compared with production of 175,000 gallons. Stocks increased 42,000 gallons.

Sales for the week showed a gain of 18% over last year with a gain of 4% in Trade Sales and gains in all other captions except insecticides and district P.C. & C.

8413 - REPORT ON PLANT OPERATIONS:

Chicago	P&V	-	Operated at 40 hour week			
Cleveland	P&V	-	"	"	40	" "
Oakland	P&V	-	"	"	40	" "
Los Angeles	P&V	-	"	"	40	" "
Dallas	P&V	-	"	"	42	" "
Chicago Lacquer		-	"	"	41½	" "
Dry Color		-	"	"	56	" "
Flushed Color		-	"	"	40	" "
Açme		-	"	"	40	" "
Lowe Brothers Company		-	"	"	40	" "
Lucas		-	"	"	40	" "
Martin-Senour Company		-	"	"	40	" "
Chicago White Lead		-	"	"	90%	capacity
Lithopone		-	"	"	50%	"
Tin Can		-	"	"	80%	"
Coffeyville Lithopone		-	"	"	60%	"
Leaded Zinc		-	"	"	100%	"
Cleveland Linseed Oil		-	"	"	100%	"
Castor Oil		-	"	"	100%	"

8414 - DISTRICT SALES MEETINGS:

Mr. Steudel advised the Board the district meetings, which have been completed for all districts except the Pacific Coast, have been extremely successful and that enthusiasm for the Paint and Color Style Guide has grown as it has been put into use. There is evidence to show that it will be effective in getting a large number of new dealers as well as increasing sales of established dealers.

He outlined the work that will be done for next year to follow up the competitive advantage that has been gained.

8415 - STOCK OF SWP:

It was decided that a good stock of SWP should be built up in anticipation of large spring sales volume.

8416 - INTERIOR WATER TANK COATING:

The Board decided that interior water tank coating would be dropped as such from the price list since the sales volume is not large and since there is danger of it being used improperly with resulting complaints and possible suits. When requests are received for such a product, specific recommendations will be given not only on a product but also on conditions under which it should be applied.

8417 - ZINC AND COPPER:

Mr. Davis reported that the price of zinc has dropped 1/4¢ a pound and that the price of copper has declined 1/2¢ during the past week.

8418 - LINSEED OIL:

Mr. Coolidge reported that our stores, and Mr. Davis reported that our warehouses, have been well stocked with linseed oil. Sales to the trade during last week were very small.

8419 - CHINA WOOD OIL:

Mr. Davis reported that the situation on China Wood oil is substantially unchanged and that there is every reason to believe there will be a shortage during the spring.

8420 - PERILLA OIL:

Mr. Davis reported that no quotations are being made on seed or on free perilla oil. Out of a total production of 70,000 tons of seed, Japan and Manchuria are taking 40,000 tons which leaves 30,000 tons of seed or 10,000 tons of oil for the rest of the world. As reported last week, the United States alone took 18,000 tons of oil last year.

8421 - CASTOR OIL:

Last week's production of Dehydrol amounted to 223,000 pounds as compared with factory consumption of about 87,000 pounds. The situation on raw castor is unchanged. Mr. Coolidge reported that we are keeping up well on deliveries to the trade. It was decided that no further large sales would be made but that small quantities would be sold particularly for delivery in territory west of Cleveland.

It is uncertain whether or not any substantial quantity of beans or raw oil will be shipped to the United States from India.

8422 - INDUSTRIAL ZONES:

Mr. Steudel advised the Board that sales increases from our newly established industrial zones have been very satisfactory.

Mr. Mills reported that there have continued to be a lot of requests for special developments for small industrial accounts. Since the cost of this developmental work for small accounts is very high in relation to the sales that are realized, it was pointed out steps must be taken to eliminate as much of it as possible.

8423 - EXECUTIVE COMMITTEE OF THE PAINT, VARNISH AND LACQUER ASSOCIATION:

Mr. Steudel reported to the Board on the following problems discussed at last week's meeting of the Association's Executive Committee:

1. An effort is to be made by the Scientific section to standardize thinning directions for house paint.
2. The Association agreed on two-coat exterior painting specifications pending only objections that may be raised before the end of this week. Mr. Mills will review the specifications immediately.
3. The last-minute change in specifications on a number of projects from wood to asbestos siding or asbestos shingles in order to avoid the cost of painting. The Board decided that comparative exposure tests should be made with wood and asbestos shingles. Mr. Mills reported that we now have asbestos shingles on test and that they need paint to protect against water absorption. Recommendations are to be drawn up for best products and procedure in painting them.
4. Treatment of dehydrated castor oil with chlorine to speed up drying. Mr. Hein will investigate this further.
5. Work done by the government and by individual companies in treating soya bean oil to promote drying.

8424 - AWARDS:

Dr. Van Stone reported on the New York Meeting at which Cottingham merit award was made at the same time that twenty-five year presentations were made.

The Board approved his suggestion that two Cottingham merit awards of \$100.00 each and one award of \$50.00 be granted to technical men at Chicago. These awards will be made at the same time that twenty-five year presentations are made.

8425 - BETA NAPHTHOL:

In view of the increased demand for Beta Naphthol, the Board approved Dr. Van Stone's recommendation that an additional kettle be installed in the Beta Naphthol plant. A requisition for the cost of this installation will be submitted next week.

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Production of Beta Naphthol last year amounted to 5,000,000 pounds as compared with 3,600,000 pounds the previous year. So far this year 5,000,000 pounds have been sold.

8426 - MARTIN-SENOUR AUTOMOTIVE COLORS:

Mr. Sieplein was requested to report by the first of February on the cost and transfer prices of those automotive products made only for Martin-Senour.

8427 - NEW GOODS:

Zinc Chromate Pricer Rx 25996 - to be added to regular O-K Automotive line in quarts, gallons, and 5's.

The following materials will no longer be shown in the new printing of the Petroleum Price List:

Gas & Fume Resisting Paints - 11 rexes dropped

Service Station Paints - 13 rexes dropped

Kem Station Paints - 15 rexes dropped

Drum Enamels - 24 rexes dropped

Kem Pump & Equipment Enamels - 14 rexes dropped

Fast Dri Pump Enamels - 16 rexes dropped

Zone Marking Lacquers - 6 rexes dropped

High Heat Graphite - 22921 dropped

Kem Smokestack Black - 40009 dropped

Smokestack Black #203 - T-303 dropped

<u>Identification Line Paints</u> -	Tartar Red Lt.	17672	)
	Green Med.	17673	) dropped
	Blue Medium	18077	)

Measuring Stick Paint - 26372 dropped

Pure Liquid Red Lead - 27507 dropped

Perfect Method Red Lead Paste - 19 dropped

Basic Blue Lead - 27457 dropped

Bulletin Board Galv. Iron Primer - 26440 dropped

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Red Oxide Primer - 22953 - dropped

Aluminum Line (2 compartment dry bronze) - Alum. Paint #97 02297)
Alum. Paint #95 02295) dropped

Fast Dri Tank Car Paints - 6 rexes dropped

Underframe Black - 22956 dropped

Stencil Colors - 4 rexes dropped

Lyne-Kote Hot Application - T-287 dropped

Lyne-Kote Flux - T-202 dropped

Floor - Dado & Island Paint - Dust Color 469 dropped

Zone Marking Paints - Red 19446 dropped

The following will appear as new items in the new printing of the Petroleum Price list. As a matter of explanation, all of these materials are items that are either regularly stocked for established accounts or else they are items shown in other sections of the general price lists.

Service Station Paints - Imperial Cream 23930
Visual Red 23931
Yorkshire Yellow 23933
Medium Blue 24075
Medium Yellow 24074

Kem Pump & Equipment Enamels - Atlantic Red 44023

Interior Station Paints - Savelite Primer 22127
Savelite White Undercoater 24129
Interior Gloss Enamels
Kem Savelite Gloss White 22128

Floor - Dado & Island Paints - Sand 455

Tank Car Fast Dri Black - 19925

Kem A & A. Resisting Primer and Enamels - Primer 64041
Black 64042
Light Gray 22193
Dark Gray 46513
Green 22192
Ivory 64262
Aluminum 03416
Syn Oxide Primer 64043

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<u>Smoke Stack Paints</u> - Smoke Stack Black	03215
High Heat Smokestack	
Paint Lt. Gray	25815

Interior Water Tank Coating - 02696

<u>Drum Enamels</u> - Visual Red	H 491
Yorkshire Yellow	H 490
Brown	23642
Gray	23641

8428 - PUBLIC BID:

Since September 1, 1939, 868 invitations to bid have been received. A total of 714 amounting to \$1,669,235 have been placed and of this total we have received awards on 81 amounting to \$119,642.00.

8409 - FACTORY OPERATIONS, week ending January 16, 1940

HEAVY LIQUIDS - S-W PLANTS

Total orders received - 104,064 gallons Total production - 174,593 gallons
Total factory stocks - 868,265 gallons Inventory Inc. - 42,184 "

CHICAGO - Orders recd. 48,480 Production 86,879 Stocks 395,617 gallons

NEWARK - Orders recd. 22,777 Production 38,400 Stocks 204,248 "

CLEVELAND - Orders recd. 27,101 Production 38,235 Stocks 172,388 "

OAKLAND - Orders recd. 5,706 Production 11,079 Stocks 96,012 "

TOTAL PLANT OUTPUT

CHICAGO	P&V	- 131,048 gals.	Operated at 80%
CLEVELAND	P&V	- 54,814 "	" " 85%
OAKLAND	P&V	- 18,561 "	" " 185%
LOS ANGELES	P&V	- 18,297 "	" " 50%
DALLAS	P&V	- 15,303 "	" " 200%
CHICAGO LACQUER	-	53,298 "	" " 90%
DRY COLOR	-	235,220 lbs.	" " 138%
FLUSHED COLOR	-	58,062 "	" " 93%
CHEM. PRODUCTS-			" " 100%

BOUND BROOK INSECTICIDES - Manufactured 132 tons Arsenic Acid
101 tons Lead Arsenate
44 tons Bordeaux Mix.
29 tons Dry Lime Sulfur
11 tons Basic Copper Sulfate
2 tons Paris Green
6 days - three shifts of 8 hours each

OAKLAND INSECTICIDES - 4 days - three 8 hour shifts

ACME - Produced 77,168 gals. Paint Dept. operated at 43%,
Enamel & Lacquer at 35%, and Varnish & Thinner at 18%,

LOVE BROTHERS COMPANY - Manufactured 41,833 gallons with Paint Depts. operating at 73%, Enamel Dept. at 79%, and Varnish Dept. at 50%.

LUCAS - Manufactured 19,597 gals. Paint Dept. operated at 80%.

1-22-40.

#8410 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1213 - San Antonio

1 - 2½ gal. foam extinguisher 8.50

#1311 - Huntington

Royal typewriter, less trade-in 73.56

#1327 - Miami

Ford coupe, less trade-in 586.00

#1328 - Miami

Plymouth Road King, less trade-in 550.00

#1330 - Hutchinson

Graphic Arts shelving 26.00

NORTH ATLANTIC DIST.

#421 - Albany

Typewriter, less trade-in 78.56

NORTH CENTRAL DIST.

#710 - Cleveland

1 - 4 drawer file cabinet for Transportation Sales 42.00

EXPORT DEPT.

#384 - Havana

Studebaker Commander - less trade-in 700.00

CHICAGO FACTORY

#7 Addition to reqn. 9814 - C.P. 279.00

#8 Portable lamp - Tobias - C.P. 6.70

#11 6 compartment electric oven - P & V 3,418.60

#14 Fairbanks portable platform scale - C.P. 137.00

#16 Centrifugal pump and sump - C.P.W.L. 111.00

#19 #4160-Y Balance - Furniture Tech Service 52.00

#22 Steno. desk, chair, lamp - P&V 52.50

#23 Lead melting kettle - C.P.W.L. 91.50

#25 Key cabinet - C.P. Lab. 19.32

#26 2 - 3 wheel skid jacks - Rec. & Stores 65.00

Chicago Factory - Cont'd.

#28	1 - #115N - 4Mm strainfree objective - Lith.	23.75
#29	1 Dial scale and 1 lift truck - Varnish	255.80
#30	3 wood warehouse step ladders P&V	114.00
#31	desk and swivel chair to match - Factory Office	110.00
#33	Steel letter file - Tech. Service - P&V	35.00
#9938	Erect office in Bg. 526 - P&V - Rec. & Stores	521.40
#9955	Roto spray hand strainer - "K" Filling - P&V	75.00
#9966	Protection controls on oil superheater - Beta C.P.	501.00
#9968	Barrel rockers - 2 C.P.	13.00
#9971	Pump to elevate material from storage tank - P&V	662.81
#9973	2 aluminum weigh cups - Lacquer	27.50
#9979	Alterations on Karl Kiefer filling machine - P&V	148.50
#9987	Vaporproof lamps and fixtures - P&V	84.27
#9996	Install 6 drop lights - P&V	37.43
#10000	183 ft. wood overhead racks - sprinkler protection P&V	1,041.50

CLEVELAND ADMIN.OFFICES:

#1454	1 Ditto Model S 10 - Tabulating Dept.	650.00
#1460	2 galley cabinets for Composing Room	90.00
#1466	Lumber for stock bin - Ad Service	17.92

* CLEVELAND FACTORY

#3293	Viking pump and 3 " discharge line	1,154.95
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CLEVELAND LINSEED OIL MILL

#731	Inconel Heat Exchanger	1,705.00
#735	Steam Jet Vacuum System	665.00

LOS ANGELES

#104	1000 lb. platform scale	28.65
#105	Fog Nozzle, etc.	45.00

#610	2 sets Mullite block, etc.	384.30
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#8411 - LARGE EXPENSE REQUISITIONS APPROVED:

#1326 - Waco

#1329 - Lancaster

NORTH CENTRAL DIST.

709 - Detroit Whse.

CHICAGO FACTORY

ii9974	Repair bridge wall of tan bark burner - W.L.	136.60
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#9976	Repairs to fire doors - Various Depts.	248.80
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#9976	Repairs to fire doors - Various Depts.	248.80
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#9992	Repair DeLaval separator	99.16
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#9994	Replace worn out Viking pump - P&V	97.48
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CLEVELAND LINSEED OIL MILL

#737	Prepare parking lot	650.00
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#738	Repairs to Pilot Plant Condenser	272.00
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*COFFEYVILLE

#604	Reline 1 section of Barium Sulphide Kiln	175.00
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#605.	Repair small lines on "B" furnace block	1,350.00
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#606	Rubber belt for ore crusher - replacement	105.00
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TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 4,153.04

Total Plant Requisitions approved to date \$ 534,556.03

Total Expense	"	"	"	"	\$	88,666.54
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ACME - DETROIT:

737	New steam coil in 100 gal. mixing tank	55.05
783	Rebuild varnish kettle trucks	164.27
787	Reline pebble mill	384.30
795	Replace rotten planking and replace steel runway	109.91
866	5 stainless steel kettles	900.00
871	3 new lighting fixtures	66.68
877	Dictaphone for general office	172.53
878	Overhaul 2 Jones stokers	171.16
BE 152	Chevrolet truck - Manhattan Branch	317.00
BE 153	New Ford 2 door sedan for Manhattan branch	435.00
872	Tractor with pneumatic tires	1,150.00
BE 136	Repairs to Terraplane	59.55

JOHN LUCAS CO. - Philadelphia

#120	Furniture for Girls' Clubroom	150.00
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MARTIN-SENOUR CO. - Brooklyn

#608	Repairs to chimney, defective skylights, etc.	280.00
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