

LEAD INDUSTRIES ASSOCIATION

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

May 23, 1941

Bulletin No. 37

Subject: Survey of Public
Interpretations of Municipal
Practices, Policies and
Statutes and Miscellaneous
Institutions.

To Members Supporting the White
Lead Promotion Program:

Enclosed please find a summary of the visits our
field representative, Mr. Selden B. Brown, has made in his
interviews with city, county and state officials on points since
those reported in Bulletin No. 33 dated December 21, 1940.
In addition, we are also attaching a summary of the visits
Mr. Brown made in his interviews with miscellaneous institu-
tions.

Very truly yours,

J. E. W. W. W.
Secretary.



Report of Beldon S. Brown.

SURVEY OF PAINTING PRACTICES OF
MUNICIPALITIES, COUNTIES AND STATES

MICHIGAN

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used		Steel	Remarks
		Ext.	Int.		
<u>Detroit</u>					
W. C. Gleason, Buyer Dept. of Pur. & Sup. Water Bd. Bldg. February 7, 1941	Yes	MP Main- ly	MP Main- ly	MP Main- ly	Gleason is at present testing a number of paints on the roof of the office bldg. Said WL was showing up poorly as to dirt collection. I pointed out that all paints get dirty rapidly in that kind of atmosphere, therefore the other characteristics of the paints tested are of greater importance. Requested we check test fence with him next summer.
William Collins (P.A.) Dept. of Pur. & Sup. Bd. of Education 1354 Broadway February 7, 1941	-	WL	MP	-	Use calcimine on interiors because they can not afford to tie up classrooms by using a slow drying oil paint.
<u>Grand Rapids</u>					
James Baker Purchasing Agent City Hall February 3, 1941	No	WL Main- ly	MP	-	Says local dealers discriminate against WL by giving more attractive discounts on their MP
E. P. Harrington Purchasing Agent Bd. of Education 143 Beekwick St., N.E. February 4, 1941	Yes	MP	MP	MP	Spec. exterior paint (80% WL, 20% ZnO) has given them good service and they do not desire to change from it. Interested in our data and findings on true costs of interior paint and possible advantages of interior WL over water paints.

NORTH CAROLINA

Place, Date and Person Interviewed	Buy on Spec.	Paint How Used Ext. Int. Stool	Remarks
<u>Charlotte</u> City Hall, Pur. Agent Jan. 9, 1941	No	UP UP -	Believes WL to be best, but has not used it because most of work is done by TPA painters, who, he says know very little about paint and who do not work continuously; they work one day and then not again for a week or so. He says under these circumstances it was too difficult to keep a properly mixed supply of WL on hand. He believes the new ready-mixed WL may solve his problem. Does WL on all jobs where a good painter or a superintendent is present.
C. B. Blackburn Bus. Mgr. of City Schools, City Hall Jan. 9, 1941	Yes	WL UP -	Inquiry of paint purchased through specification by State Div. of Pur. and Contract. Hever realized that WL for interiors was comparable in actual cost per sq. ft. of painted surface to UP of a considerably less price per gal. Requested information on correct formulation of WL for use in their spray equipment used on interior work.
<u>Greensboro</u> C. H. Ingram Pur. Agent City Hall Jan. 9, 1941	No	UP UP -	All paint purchases not under the control of the TPA are subject to approval by the City Council. Ingram believes in WL but needs some concrete evidence and figures to support his claims before the Council who think the cheapest bid must be the best buy. Requested copies of our cost analyses.
K. D. Ferguson, Bus. Mgr. Bk. of Education 601 Ashboro St. Jan. 9, 1941	Yes	WL UP -	All paint bought under yearly contracts held by the State Div. of Purchase. Interested in the new ready-mixed WL because his painters prefer UP. Interested in comparative cost figures for interior paints.

Report of Belden B. Brown

NORTH CAROLINA
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
New Hanover County (Wilmington) Capt. T. J. Cause Bus. Mgr. Public School Adm. County Court House Jan. 13, 1941 (See Report on Wilmington County)	No	MP Main- ly	MP	-	Believes WL is good but has been misled by the old theory that it could not be mixed properly; has even gone as far as to buy the ingredients and have them mixed by a local paint factory. Explained the fallacy of this and also told about the washable qualities of interior WL -- a characteristic he is particularly interested in.
Raleigh U. H. Andrews, Mayor Jan. 13, 1941	No	MP Main- ly	MP	-	The Mayor is responsible for the maintenance of public buildings but knows little about the technical aspects of paint. Pointed out to him why the local dealers to whom he goes for advice always recommend MP. Interested in our information and asked a number of questions about paint and painting. All exteriors and interiors painted by WPA with WL specified by them. Pleased with results and our information confirming savings with use of FL on interiors as well as exteriors. Particularly requested our literature to use as argument against MP dealers who don't relish the loss of MP sales.
J. F. Bryan, Bus. Mgr. Raleigh Public Schools Jan. 16, 1941	Yes	WL	WL	-	
Wilmington J. A. Loughlin City Engineer City Hall Jan. 18, 1941	No	WL MP	WL MP	-	WL used for larger jobs; MP used on smaller jobs of a few gallons. Especially interested in WL for the complete painting of the newly rebuilt interior of the City Hall and wants our literature to help him maintain his stand with other members of the City Government.
J. B. Benson Purchasing Dept. City Hall Jan. 18, 1941	No	WL MP	WL MP	-	Purchasing only is done by this Dept. Specification of the paint to be used comes from the City Engineer. (See report above)

Report of Belden B. Brown

NORTH CAROLINA
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used		Steel	Remarks
		Ext.	Int.		
<u>Wilmington County & (Wilmington)</u>					
<u>New Hanover County</u>					
Captain T. J. Cause	No	MP	MP	-	See Report on New Hanover & Wilmington Counties
Business Manager		Main-	Main-		
Public School Adm.		ly	ly		
County Court House					
January 13, 1941					
<u>Winston-Salem</u>					
Mr. W. J. Hammer	No	MP	MP	-	Main objection to WL was that painters could not mix it prop- erly and were likely to add gaso- line for super spreading ease. After description of new ready- mixed WL, Hammer was more inter- ested, especially in comparative costs.
Purchasing Agent					
City Hall					
Jan. 8, 1941					

Report of Elden S. Brown

OHIO

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Spec.	Ext.	Int.	
<u>Ohio (State)</u> Central Purchase Dept. Columbus Jan. 28, 1941	-	-	-	-	Individual State Institutions requisition type or brand of paint desired from a standard State Spec. list now being revised.
<u>Ohio (State)</u> Dept. of Highways Columbus Jan. 28, 1941	Yes	-	-	-	Standard Materials Specifications includes specification for white paint of: (1) 100% white lead and (2) 75% maximum and 35% minimum of WL.
<u>Cleveland</u> W. A. Harris, Buyer Dept. of Pur. & Sup. City Hall - Rm. 128 Jan. 27, 1941	Yes	WL	MP	-	Able to switch from a requisitioned MP to WL at his own discretion and interested in this possibility after study of the cost figures.
<u>J. O. Bender, Buyer</u> Bd. of Ed. Bldg. Business Dept. 1380 East 6th St. Jan. 27, 1941	Yes	WL	MP Mainly	-	Prefers to buy WL but politics seldom lets him use it for interiors. Our data on comparative interior paint costs will be useful to him in convincing the others of the value of WL.
<u>Arthur P. Baer</u> Chief Architect Bd. of Ed. Bldg. Business Dept. 1387 East 6th St. Jan. 27, 1941	-	-	-	-	A large supply of lithopone paint on hand left over from the WPA. This must be used before purchasing more interior paint. (Also see report on J. O. Bender)
<u>Columbus</u> H. H. Hyland, Sec'y. Bd. of Pur. City Hall Jan. 29, 1941	-	MP	MP	-	Use only MP bought locally. Not interested in our story. Satisfied with present set-up.
<u>E. Kromer, Archt.</u> Bd. of Ed. Bldg. 270 E. State St. Jan. 29, 1941	No	WL	MP	-	Very interested in any information we had, but too busy at time of interview to go into it extensively.
<u>Layman</u> H. A. Maltby Pur. Agent Municipal Bldg. Feb. 1, 1941	No	MP	MP	MP	Maltby says that it would create so much antagonism to switch from local manufacturers MP to WL that it wouldn't be worth it.

Report of Belden B. Brown

OHIO
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Toledo Ward Walts, Buyer Div. of Pur. & Sup. City Hall Feb. 7, 1941	Yes	MP Main- ly some WL	WP	-	Have found that WL saves many purchasing headaches. Planning to use greater quantities in the future.
A. W. Rogers, Dir. Dept. of Housing Bd. of Ed. Bldg. Lindwood & Southard Ave. Feb. 7, 1941	No	WL	MP	-	Mr. Wm. Hallauer, Maintenance Engineer, who is in charge of painting, was out of town.

SOUTH CAROLINA

Place, Date and Person Interviewed	Buy on Spec.	Paint How Used	Ext.	Ints.	Steel	Remarks
Charleston C. H. ROSS Pur. Agent City Hall June 11, 1941	Bo	MP	MP	-	-	Street marking paint is the main item on city paint purchases. Small maintenance work is done with mixed paints. Interested in the new ready-mixed RL because he wants to use RL but doesn't want to have to mix it.
J. A. Johnston Dir. of Bus. Mgmt. Charleston Public Schools 11 St. Phillips St. June 11, 1941	Bo	MP	MP	-	-	Johnston does the purchasing of paint but does not understand the technical end of it which is handled by Mr. Wassenburg who does all the specifying. Johnston, however, especially interested in the cost angle and in our cost figures.
Columbia W. E. Tomlinson City Engineer City Hall June 10, 1941	Bo	MP	MP	-	-	Large jobs are contracted for with no paint specified; on smaller jobs two or three gallons of mixed paint are bought at a time. He had very little to say except for a considerable interest in the cost figures, a copy of which he requested be sent him.
2. Walter, Geo. Wm. Columbia Public Schools 1811 Marion St. June 10, 1941	Bo	MP	MP	-	-	Mr. Walter is in charge of purchasing painting materials which are specified and ordered by Mr. McCullough, Supt. of Bridges.

Report of Belden S. Brown

VIRGINIA

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
<u>Lynchburg</u> E. V. Ogden Pur. Agent City Hall Jan. 7, 1941	No	MP	MP	-	Small quantities of MP generally used -- bought gallon or so at a time from local stores. Believed in WL for larger jobs but thought it necessary to add zinc oxide. Explained disadvantages of this, and relative advantages of pure WL, quoting Consumers' Guide and Dr. F. L. Browne.
A. L. Burger Pur. Agent John W. Wyatt School 11th & Court Sts. Jan. 7, 1941	No	WL	MP	-	Too busy to discuss paint now -- no painting until summer. Asked me to call next spring.
<u>Norfolk</u> W. H. C. Ransome City Pur. Agent City Hall Jan. 18, 1941	No	WL MP	WL MP	-	WL used on large jobs; MP on small jobs of a few gallons. Mr. Ransome not interested in hearing anything about WL because he already knows all that is necessary.
<u>Petersburg</u> M. C. Chandler City Pur. Agent City Hall Jan. 18, 1941	Yes	WL	WL	-	All painting is done with WL. Chandler says that they are not interested in experimenting with the unknowns of MP.
J. B. Andrews Bus. Mgr. Petersburg Public Schools Jan. 18, 1941	No	MP	MP	-	Was thoroughly sold on MP because he thought that the paint manufacturers should be able to mix paint better than the painter. Has always refused paint contractors requests to bid on a WL job rather than the specified MP because he felt that he would only get a poorer job and the contractor a higher profit. Very interested in our story and said that it gave him an entirely new slant on the whole question.
<u>Portsmouth</u> L. C. Brinson City Clerk Municipal Bldg. Jan. 18, 1941	No	WL MP	WL MP	-	WL used for white jobs; MP for all tinted jobs, because experience has shown Brinson that printers are not capable of producing the same tint in several successive batches of paint. Suggested remedy of tinting by formula rather than by eye. Interested in new ready-mixed WLs.

VINDICIA
(continued)

Place, Date and Person Interviewed	Day on Spec.	First few lines Bty. Info. Spec.	Summary
Leedsouth (cont.) as to Unit Fut. of Schools National Assoc. Jan. 16, 1941	Mo	WL LP WL LP	-
Richmond C. Edward Douglas Phys. Inspector City Hall Jan. 6, 1941	Mo	LP LP LP LP	-
U. S. B. Morris School Bld. Admin. Offices 212 North 9th St. Jan. 6, 1941	Tue	WL LP	-
Doyle W. P. Dunbar City Manager Jan. 7 & 8, 1941	Mo	LP LP	-
J. S. MacDonald P. O. Box 1807 Jan. 8, 1941 (chief of the school board)	Mo	WL LP	-

LP used on small jobs and on
WPA before they started having
competent supervisors over the
WPA painters. WL now used on
WPA and on large jobs.

Douglas is in charge of painting
of city buildings. Most of work
by contract generally using LP
because he says that there are
no painters good enough to mix,
tint and match WL to an existing
interior wall color. Very in-
terested to hear of re-painted
WL on the inside.

Not interested in hearing any
more about WL. Says he knows
all about it and did not want to
go into its advantages for inter-
iors.

Mr. Dunbar has been taking WL
for granted and had forgotten
the qualities that make it out-
standing. Interested in all
angles of the subject and par-
ticularly the use of WL on in-
teriors.

WL for exteriors and LP for in-
teriors. MacDonald is thorough-
ly satisfied with results in both
cases. Particularly interested
in and asked for literature on
interior WL.

CONVEYANCE

Place, Date and Person Interviewed	Buy er.	Paint Spec.	How Ext.	For Use	Notes
Bridgport					
First State Bank 1400 State St. Feb. 25, 1941	Bo	-	-	-	No paint is specified - choice of material left up to contractor.
First National Bank & Trust Co. Mr. Kamm, Real Estate Agent Feb. 25, 1941	Bo	Both	Both	-	All bank properties are painted by painting contractors who are depositors or customers of the bank. Several quarters painters chose of materials for fear of losing his responsibility.
Investor's Mortgage Co. Bo 878 Main St. R. P. Crowley, Treas. Feb. 25, 1941	Bo	MP	MP	-	Most of the painting is of an inferior grade.
Johnson & Partners Mortgage Bank 850 Main St. Ralph Kamm, Asst. & Mgr. of Properties Feb. 25, 1941	Bo	TL	MP	-	All work is done by contractors No paint is specified.
City Savings Bank 962 Main St. W. O. Liscow, Real Estate Agent Feb. 25, 1941	Bo	TL	Case-	-	Most of the property held is poor quality, such as commercial
The Bridgeport City Trust Co. 962 Main St. R. J. Bada, Jr., Bldg. Mgr. Feb. 25, 1941	Bo	-	-	-	Properties painted by bank contractors with their own choice of material. Im- ported in our interior coat figures as they may apply to the interior painting of the bank buildings.
Greenwich					
First Federal Savings & Loan Association March 5, 1941	-	-	-	-	No real estate.
Putnam Trust Co. Mr. Bailey March 5, 1941	Bo	-	-	-	Painting is done by contractor with no paint specified.
Greenwich Trust Co. P.O. Hollister, Asst. Patricia Doyle, Greenwich Avenue March 5, 1941	Too	TL	TL	-	Large jobs are by contractors smaller jobs are handled by a maintenance crew. Mixed paint used only on very small jobs.

-2-

Report of Belden B. Brown.

CONNECTICUT
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Greenwich (cont'd) First National Bank Putnam Avenue W. H. Harris, V.P.	Yes	WL	WL MP	-	Painting done by contract with white lead specified in 80% of the cases.
Stanford Stanford Savings Bank Mr. Vail, Real Estate Department March 1, 1941	No	-	-	-	All painting handled by one con- tractor. No paint is specified.
Stanford Federal & Savings & Loan Ass'n Mr. Talbott March 1, 1941	-	-	-	-	Real estate holdings negligible.
Morris Plan Bank of Stanford March 1, 1941	-	-	-	-	No real estate.
Stanford Trust Co. Mr. Kirk, Real Estate Dept. Mr. Rider, Trust Dept. March 1, 1941	Yes	WL	MP	-	Type and quality of interior work varies to such a degree that the bank feels that it is impossible to specify one mater- ial.

Place, Date and Person interviewed	Yes	No	Both	None	Remarks
Two Savings Bank of Baltimore Mr. Holcomb, Asst. Cashier Department March 22, 1941	No	-	-	-	Painting of properties owned by this bank is done through various real estate agents
Union Trust Co. Mr. Kautzsch March 19, 1941	No	-	-	-	This bank used to have its own maintenance crew. Now 60% of the painting work goes to one specialist
Normanville Trust Co. Mr. Schneider March 19, 1941	No	-	-	-	All painting done by outside
Equitable Trust Co. Mr. Herbert Henry March 19, 1941	No	-	-	-	All painting done by outside. No paint is specified.
Baltimore Nat'l Bank & Trust Co. March 19, 1941	No	-	-	-	All painting is done by contract. No paint is specified.
Piedmont Trust Co. Mr. J.M. Herring March 19, 1941	No	BOTH	BOTH	None	Some of the painting is by contract, some by day labor, with the bank furnishing the paint. Mr. Herring was interested in knowing about paint and paint life and asked a number of questions on this subject.
Central Savings Bank March 19, 1941	No	-	-	-	Real estate holdings small. Painted by H.L. Ferguson & Co., agents.
Davis Hill Federal Savings & Loan Ass'n. Mr. J.M. March 19, 1941	No	-	-	-	Only doors or so painted of property owned by G.H. Lindsay & Sons, agents.
Real Estate Trust Co. March 20, 1941	No	W.L.	W.L.	W.L.	Specify white lead in oil for exterior work and some interior work.
Loyola Federal Savings & Loan Association March 20, 1941	No	-	-	-	Property handled by H.L. Ferguson & Co., agents.
State Mutual Bldg. Association Mr. Dubell March 20, 1941	No	-	-	-	All painting by one trusted painter. No paint specified.

Place, Date and Person Interviewed	By Agent	Place	Date	Time	Remarks
Baltimore (cont'd) 1031 Oct 1941 Blacks Ave Mr. Marshall March 21, 1941	Bo	-	-	-	Boat system neglected
Providence Savings Mr. Corbett March 20, 1941	Bo	-	-	-	Properties maintained by John E. Marshall & Sons, agents
First National Bank Mr. Graham Reed March 20, 1941	-	-	-	-	No properties to maintain
Maryland Trust Co. March 20, 1941	Bo	-	-	-	Boat system small and handled by Ben Ferguson & Co., agents
Safe Deposit Trust Co. Mr. Zilberstein March 20, 1941	Bo	-	-	-	This entity has one of the largest real estate departments in the city. They own 8,000 parcels of property. 60% of the parking through J.E. Marshall & Sons, agents; the other 40% own rented, with no specifications, or even by resident building managers
Liberty Federal Savings and Loan Association Mr. Waller March 20, 1941	-	-	-	-	Five houses only
The Baltimore Federal Savings & Loan Ass'n Mr. Eddy March 21, 1941	-	-	-	-	None no properties
The Federal Land Bank of Baltimore Mr. Lait March 21, 1941	Bo	-	-	-	Boat to maintain a large mil- itary area. For all military area has been decentralized and is handled by individual field offices
Baltimore Life Ins. Co. Bo Mr. Colburn March 21, 1941	-	-	-	-	Boat of their real estate build- ings are in Atlantic City. All plant maintenance is handled by agents. No plant specified.
J.E. Marshall & Sons, Agents March 21, 1941	Bo	-	-	-	Plant by contractors. No plant to specify

MAITLAND
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint How Used	Ext.	Int.	Remarks
Baltimore (cont'd) Geo. W. Lindberg & Sons March 21, 1941	No	-	-	-	All painting work is sub-jet. No paint specified.
B.J. & C.H. Frederick, Inc. Mr. H.L. Hansen March 21, 1941	No	-	-	-	Painting of property sub-jet. No paint is specified.
W. E. Ferguson & Co. Mr. Gelling March 21, 1941	PAINT	WT	WT	-	White lead is used on all jobs of more than a few gallons. Very large jobs are executed out -- no specializations.
B. J. Stakehouse & Sons March 21, 1941	No	-	-	-	All painting work by contract. No paint specified.
W. C. Plummer & Co. March 21, 1941	PAINT	BOTH	BOTH	-	Sometimes paint jobs are con- tracted for with specializations (usually mixed paint); sometimes with no specializations. Some- times painting is left in the hands of the local building managers.

Place, Date and Person Interviewed	Boy Spec.	Next Door Bldg. Ltr. Front	Remarks	
Quaker Street Co. 1014 Federal St. Mr. W. B. Doreling March 12, 1941	Bo	W.	Bo	All painting by contractor. No paint is specified. Choice of materials left up to the contractor.
The City Bldg. & Loan Ass'n The Franklin Bldg. & Loan Ass'n The Peoples Bldg. & Loan Ass'n The Cottage Bldg. & Loan Ass'n The Investment & Mortgage Bldg. & Loan Ass'n	Bo	-	-	All of these associations operate out of one office. However, there is no general contract of maintenance and painting, what little there is of it, is done without specifications.
Pratt The Edward Savings Institution March 8, 1941	Bo	-	-	All properties maintained by agents; 30% through Patrick & Forman, Inc., 347 Washington St.
U. S. Savings Bank March 8, 1941	Bo	-	-	Polst & Polst, 80 Park Place are agents for bank and handle maintenance of all their properties.
Dime Savings Institution March 8, 1941	Bo	W.	W.	White lead specified for all work exterior and interior. Mr. Polst says that they are almost all poor quality jobs, but that even so it wouldn't pay them to use cheap paints.
The Branch Street Bldg. & Loan Ass'n The Pullman Bldg. & Loan Ass'n March 8, 1941	Bo	-	-	Properties maintained by Foremost Dampier, agents.
The Carver Savings & Loan Ass'n 445 Broad St. Mr. Wright March 8, 1941	Yes	BOTH	BOTH	All properties are painted by contractor with a choice of several high quality paints specified (white lead included).
U.S. Trust Co. March 8, 1941	-	-	-	No property.

-7- Report of Seldon S. Brown

NEW JERSEY
(continued)

Place, Date and Person Interviewed	Day on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
Bowery, (cont'd) Edtown Bldg. & Loan Ass'n March 8, 1941	-	-	-	-	No property.
Merchants & Bowery Trust Co. Mr. Kane March 8, 1941	Yes	WL	BORE	-	White lead specified for exter- iors. No specification for interiors.
Fidelity Union Trust Co. (this is the main bank for which there are about 10 branches) 755 Broad St. W.F. Day, Real Estate Dept. March 8, 1941	Yes	MP	MP	-	All work by contract through various agents who supply the specifications. Mainly mixed paints are used. Day says that white lead was generally dropped from exterior work because they found that a great many of the painters were of poor ability and intended to gy the job when white lead was used. They were subject to the same thing with mixed paint but to a less degree. Was very interested in our literature and figures of cost and asked for 1/2 dozen copies of each, saying he would use them to advantage among their agencies.

Place, Date and Person Interviewed	Day on Spec.	Paint Bk.	How Int.	Used Steel	Remarks
Brooklyn Firecoat Light Co., Inc. 80 Court St. Mr. Kilman Dec. 28, 1949	Mo	-	-	-	Through a demonstration of the true costs of WL as compared to HP for interiors, Mr. Kilman plans to use WL on several jobs and probably on all future work.
Larchmont Larchmont Federal Savings & Loan Ass'n 146 Chatsworth Ave. Mr. Collins March 4, 1941	Mo	HP	HP	-	All small jobs done by own maintenance crew. Few with trouble to mix white leads.
Trust Co. of Larchmont 114 Chatsworth Mr. Miller, Paul Berthe Doyle March 4, 1941	Mo	-	-	-	All work is by contract and no paint specified.
W. St. Croix William Savings Bank Larchmont Ave. March 4, 1941	Tue	WL	WL	-	White lead is generally specified on exteriors and interiors.
Mr. Cornell, V.P. Larchmont Federal Savings & Loan Ass'n 144 Larchmont Ave. March 4, 1941	Mo	-	-	-	All painting by contract. No paint specified.
Mr. Boehlke Kew-Boehlle Trust Co. 642 Main St. Mr. Bank March 4, 1941	Tue	WL	WL	-	Part of work by contract, part by maintenance crew.
People's Bank for Sav- ings 277 North Ave. Mr. Kirschhoff March 4, 1941	Tue	WL	DOIT	-	White lead specified on large jobs, otherwise no specifications. All work by contract.
Larchmont Trust Co. 310 North Ave. Mr. Dolgans March 4, 1941	Tue	HP	HP	-	Work by contract with specifications calling for "high quality paint".
Mr. Boehlle Federal Savings & Loan Ass'n Mr. Chandler, Paul Private Doyle March 4, 1941	Mo	-	-	-	All work by contract with high quality paint the only specifications. White lead used in a number of cases.
Central National Bank 518 North Avenue March 4, 1941	-	-	-	-	No real estimate.

Place, Date and Person Interviewed	Buy on Spec.	Paint Ext. Int. Steel	Remarks
New Rochelle (cont'd) First Nat'l. Bank of New Rochelle 401 Main St. March 4, 1941	-	-	-
New York City Consolidated Edison Co. Inc. Loring Place Paint Division Mr. L. B. Deane Nov. 4, 1940	IP	IP	IP
Painting staff consists of all around handymen who mainly trim gas plants which shut down in the summer. All ready mixed paint is used; painters are not allowed to alter it in any way, and just open can, fill paint and start painting. Very much interested in new ready mixed white lead because he prefers lead if he could get away from mixing it.			
Portchester First Nat'l. Bank 6 First Co. 122 North Main St. E. A. Russell, Bank Executive Dept. March 3, 1941	IP	IP	IP
Russell has always favored white lead, but has never had economic argument for it. He said that, using our points on white lead, as contrasting argument, he will definitely use white lead on the next job.			
Portchester Savings Bank Trust 133 North Main St. Bank Executive Dept. March 3, 1941	IP	IP	-
Interiors unpainted, mixed paint generally used. He was interested in our story on im- porters and requested the im- porter cost figures when complete.			
Marshall Street Co. Main Street Mr. Norton March 3, 1941	IP	-	-
Required painting is small and done by local contractors. No paint specified.			
Dye Dye Trust Co. March 3, 1941	-	-	-
Bank executive holdings negligible.			
Dye Trust Co. March 3, 1941	-	-	-
No real estate.			
White Plains First Savings Bank Main Branch Area Mr. Kullberg, Bank Executive Dept. Feb. 26, 1941	IP	IP	-
Standard specifications call for a white lead on exteriors and interiors except for a few cheap jobs.			

-10-

Report of Eldon B. Brown

NEW YORK
(continued)

Place, Date and Person Interviewed	Buy on Spec.	Paint Now Used			Remarks
		Ext.	Int.	Steel	
White Plains (cont'd) The Citizens Bank of White Plains M. B. Sliter, Real Estate Manager Feb. 26, 1941	No	WL	BOTH	-	All work is contracted. No paint is specified.
The Peoples Nat'l. Bank & Trust Co. Hamaroneck Ave. Mr. Brown Feb. 26, 1941	-	-	-	-	No real estate.
<u>Yonkers</u>					
Peoples Savings Bank Real Estate Dept. 20 South Broadway Feb. 26, 1941 D. E. Christie, in Charge of main- tenance and real estate.	No	LP	LP	-	All work is done by competitive bidding among contractor de- positors with specifications calling for "a white lead paint"
Yonkers Savings Bank South Broadway John J. Dulaney, Operating Manager Feb. 26, 1941	Yes	WL	BOTH	-	White lead specified for prac- tically all exterior work and some for interior work.
Yonkers Savings & Loan Association 28 North Broadway F. W. Diller, Real Estate Manager Feb. 26, 1941	Yes	WL	WL	-	White lead, for exteriors and interiors, is the standard specification. They operate their own maintenance crew.
First National Bank Feb. 26, 1941	-	-	-	-	No real estate or properties.