

BOARD OF OPERATORS - 1080th MEETING

February 5, 1940

Present:

A. W. Steudel
H. J. Hain
F. E. Davis
V. Mills
S. B. Coolidge
F. A. Stanton
C. H. Griffiths
E. C. Baldwin

Absent:

E. E. Ware
N. E. Van Stone
W. E. Sieplein
J. S. Prescott
T. J. McDowell

Copies To:

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

8441 - RESUME OF FACTORY OPERATIONS:

Orders for heavy liquids amounted to 102,000 gallons as compared with total production of 173,000. Stocks increased 12,000 gallons.

With factory production on the basis of a forty hour week, stocks are being built up to meet spring requirements.

Sales for the week were $1\frac{1}{2}\%$ under last year, the only large loss being shown in trade sales.

8442 - REPORT ON PLANT OPERATIONS:

Chicago	P&V	-	Operated at 40 hour week
Newark	P&V	-	" " 40 " "
Cleveland	P&V	-	" " 40 " "
Oakland	P&V	-	" " 40 " "
Los Angeles	P&V	-	" " 40 " "
Dallas	P&V	-	" " 40 " "
Chicago Lacquer		-	" " 38 " "
Dry Color		-	" " 56 " "
Flushed Color		-	" " 40 " "
Acme		-	" " 40 " "
Lowe Brothers Company		-	" " 40 " "
Lucas		-	" " 40 " "
Martin-Senour Company		-	" " 40 " "
Chicago White Lead		-	" " 100% capacity
Lithopone		-	" " 50% "
Tin Can		-	" " 80% "
Coffeyville Lithopone		-	" " 100% "
Loaded Zinc		-	" " 100% "
Cleveland Linseed Oil		-	" " 100% "
Castor Oil		-	" " 100% "

8443 - WEST COAST SALES MEETING:

Mr. Steudel advised the Board that the sales meeting held in San Francisco for the three Pacific Coast districts was extremely successful and that the west coast sales organization is confident that substantial gains in sales will be made before the end of the year.

8444 - DISBURSEMENTS FOR JANUARY:

Mr. Stanton reported Disbursements for January as follows:

January 1940 Month	\$3,393,801	Year	\$17,946,365
1939	2,109,570	"	13,263,331

8445 - OPERATION OF WHITE LEAD PLANT:

The Board considered the advisability of continuing to operate the white lead plant at capacity. Mr. Coolidge stated that lead in oil business for the industry declined in 1939 from 1938 and Mr. Davis pointed out that the price of lead has declined and there is possibility of further decline. Further consideration will be given to this problem during the week.

8446 - LIGHTNING MIXERS FOR MANUFACTURE OF ALKYDS:

The Board approved Mr. Mills' suggestion that we install a maximum of eight lightning mixers for making alkyd varnishes at Newark, Gibbsboro, Oakland and Los Angeles. This will save freight on varnishes from Chicago and will cost in total about \$1500.00

8447 - COST OF RAW MATERIALS CONSUMED TO DECEMBER 31:

Mr. Davis advised the Board that from September first to December thirty-first, the cost of raw materials consumed was 8.6% over the same period last year. If the cost of China Wood oil is eliminated, this year's costs would have been slightly lower than last year.

Consumption of China Wood oil for the first four months was six tank cars under last year. Total consumption of perilla oil amounted to 40 tank cars and consumption of Dehydrol to date has amounted to 19 tank cars.

8448 - PERILLA OIL:

Mr. Davis reported that no quotations are available either on perilla oil or on seed.

8449 - DEHYDROL:

Production of Dehydrol amounted to 254,000 pounds as compared with factory consumption of about 49,000 pounds. Mr. Coolidge was requested to sell seven more tank cars of Dehydrol in addition to those sold in the last ten days, and Mr. Hain was requested to offer from five to ten tanks to the government. No further commitment is to be made at present on raw castor oil.

8450 - LINSEED OIL:

The Board decided that an effort should be made to sell more linseed oil further

consideration will be given to our position on oil during the week.

8451 - CHINA WOOD OIL:

Inasmuch as our consumption of China Wood oil has decreased, no further commitments will be made at least for the present.

8452 - COLOR METER--PITTSBURGH WAREHOUSE:

The Board approved Mr. Griffiths' recommendation that the Pittsburgh warehouse be permitted to keep a color meter which was taken back from an automotive jobber in order to service the Pittsburgh trade.

8453 - KEM REFRIGERATOR ENAMEL:

The Board approved stocking a small quantity of Kem Refrigerator Enamel Pure White, Rx 40821, at the Kansas City warehouse.

8454 - WEST COAST DEALERS:

Mr. Stoudel advised the Board that our problem of getting satisfactory dealers on the Pacific Coast is more difficult than elsewhere due to the large number of factory owned paint stores and relatively small number of independent dealer accounts. Consequently, it will probably be necessary to establish more of our own stores in order to maintain and improve our representation.

8455 - ALLEN PATENT--CASEIN PAINT:

It was reported that the New England Whiting Company has assured us of protection against possible infringement of the Allen patent on casein paint.

8456 - PAINT AND COLOR STYLE GUIDE:

Mr. Davis was requested to increase the order for completed Paint and Color Style Guides by 5,000 and the number of sample sheets by 10,000.

8457 - NEW GOODS:

Approval was granted for the addition of Fort Motor Co. new color Acadia Green to the automotive line in Opex and in Kem Transport qualities. New goods slip will be submitted later.

8458 - PUBLIC BID:

Since September 1, 1939, 955 invitations to bid have been received. A total of 784 amounting to \$1,715,718 have been placed and of this total we have received award on 89 amounting to \$132,423.00.

8438 - FACTORY OPERATIONS, week ending January 30, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received	-	102,144	Total production	-	173,124
Total factory stocks	-	978,619	Inventory Increase-		12,000

CHICAGO	-	Orders recd. 45,612	Production 82,556	Stocks 462,592	gals.
NEWARK	-	Orders recd. 22,938	Production 42,576	Stocks 227,986	"
CLEVELAND	-	Orders recd. 24,325	Production 36,930	Stocks 191,438	"
OAKLAND	-	Orders recd. 9,269	Production 11,062	Stocks 96,603	"

TOTAL PLANT OUTPUT

CHICAGO	P&V	-	119,370 gals.	Operated at 80%
NEWARK	P&V	-	65,203 "	" " 75%
CLEVELAND	P&V	-	57,592 "	" " 83%
OAKLAND	P&V	-	18,348 "	" " 167%
LOS ANGELES	P&V	-	10,468 "	" " 40%
DALLAS	P&V	-	14,311 "	" " ?
CHICAGO LACQUER		-	32,115 "	" " 75%
DRY COLOR		-	245,652 lbs.	" " 126%
FLUSHED COLOR		-	66,438 "	" " 84%
CHEM. PRODUCTS		-		" " 94%

OAKLAND INSECTICIDE - 5 days - three 8 hr. shifts

AC.E - Produced 73,611 gals. Paint Dept. operated at 46%, Enamel & Lacquer at 35%, and Varnish & Thinner at 14%.

LOWE BROS. COMPANY - Manufactured 44,235 gals with Paint Depts. operating at 85%, Enamel Dept. at 85%, and Varnish Dept. at 29%.

LUCAS - Manufactured 39,310 gals. Operated at 65%.

MARTIN-SENOUR COMPANY - Manufactured 17,286 gals. Paint Dept. operated at 63%.

2-5-40.

#8439 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1331 - Uniontown - Kaufman's

1 gummed tape machine 9.95

#1333 - Cincinnati

Royal typewriter, less trade-in 83.56

#1336 - Harlingen, Tex.

Carpenter and fixture work, linoleum, etc. for new store 2,851.00

#1337 - Appleton

Plymouth Roadking utility sedan 699.00

#1338 - Quincy, Ill.

1 Type R sign 169.90

#1339 - Detroit-Woodward

Office partitions, cabinets, wallpaper display furniture 312.18

#1340 - Greenville

Ford CC pickup truck, less trade-in 495.90

#1343 - Higbee's

2 S-W #1 easels for wallpaper 25.80

PACIFIC COAST DIST.

#598 - Salt Lake City

Warehouse and retail store installation 1,527.95

#599 - Yakima

1 Leitz microscope for laboratory 107.64

BOUND BROOK:

#43 Secondary water supply for fire protective system 6,407.00

CHICAGO FACTORY

#9902 #56 Hose portable platform scale - D.C. 39.90

#35 Change contacts on starter and clean motor on
#1 Lehmann mill - C.P. 77.80

#45 Increase in price of end plate regulator - P & V 30.70

#48 Self closing valves with chains on thinning tanks P&V 176.15

#61 1 - 3 section file case - Tech.Service 26.00

#64 100% more sprinkler heads under Gr.Arts paper rolls P&V 218.40

#65	Install motor and fan - Q.P.W.L.	123.20
#66	Bars for exposure racks - Allied Lab.	95.25
#67	Totally enclosed motor required on account of dampness C.P.	167.48
#73	1 Kewanee steel apparatus case, etc. Allied Lab.	154.20
#74	Comb. file and bookcase and 2 arm chairs - Supt.Off.	168.50
#75	Overrun on Reqn. 9842 - Tobias Acid	197.59
#78	Compensator and switch for 15 HP motor - P&V	314.87
#86	Timeclock (rebuilt) Factory Office	100.00
#97	2 solvent lines and tank car grounds - Varnish Dept.	499.70

CLEVELAND LINSEED OIL MILL

#741	New hood for laboratory	154.00
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NEWARK FACTORY

#612	1 - 6 drawer steel cabinet for Supt.'s Office	65.00
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TOTAL PLANT REQUISITIONS APPROVED - - - - - \$		15,298.62
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#8440 - LARGE EXPENSE REQUISITIONS APPROVED:

RETAIL STORES:

#1332 - Mobile	Repainting walls and ceiling	65.83
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#1334 - Baltimore	Replace sign work on window	23.00
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#1335 - Charleston, W. Va.	Repainting ceiling, walls and fixtures	375.00
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#1341 - Cedar Rapids	Replace display window glass caused by cold weather	56.16
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#1342 - Lexington	Rearrange store to provide studio for decorator	75.00
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CHICAGO FACTORY

#9989	Replace worm gears, etc. on 5 roll mill - C.P.	132.00
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#13	Repair elevator - Fuchsine	107.15
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#36	Replace filtros stones in 2 tubs - Tobias Acid	253.56
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#59	Replace dies on stamping machine - P&V	118.00
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#71	Replace cast iron lead melting kettle - O.D.W.L.	256.38
#93	Repair circuit and elevator controls - Lith.	57.70
#94	Repair frozen water lines - W.L.	107.60

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 1,627.38

Total Plant Requisitions approved to date \$ 562,975.59

Total Expense " " " " \$ 95,109.84

ACME Detroit

ES 889	Overhauling of 2 Worthington pumps	160.00
ES 890	#742 Howe platform scale for weighing rage, etc.	63.60
ES 892	3 file units	269.22
ES 897	1 Ditto duplicator and roll rack, complete	770.96
BE 166	Ford truck for Oklahoma City branch	452.00
BE 172	1 gas heater for Wichita store	72.00
BE 185	1 Hilco sander for Durham branch	159.60