

BOARD OF OPERATORS - 1085th MEETING

March 11, 1940

Present:

A. W. Steudel
E. J. Hain
E. 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. R. 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

8577 - REPORT OF FACTORY OPERATIONS:

With factories continuing to operate on the basis of a forty-hour week, production of heavy liquids amounted to 156,000 gallons as compared with orders of 119,000. Stocks increased 36,000 gallons.

Mr. Mills pointed out that although inventories have been building up, current stocks are equivalent only to a four to five weeks supply on the basis of spring volume. It was decided to continue operating on the present basis at least for another week.

Sales for the week were just slightly ahead of last year in spite of losses in trade sales, transportation, and insecticides.

8578 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

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	-	" " 35 " "
Chicago Lacquer		-	" " 39 " "
Dry Color		-	" " 56 " "
Flushed Color		-	" " 40 " "
Acme		-	" " 24 " "
Lowe Brothers Company		-	" " ? " "
Lucas		-	" " 40 " "
Martin-Senour Company		-	" " 40 " "
Chicago White Lead		-	" " 100% capacity
Lithopone		-	" " - "
Tin Can		-	" " 80% "
Coffeyville Lithopone & Leaded Zinc <u>BOTH</u>		-	" " 100% "
Cleveland Linseed Oil		-	" " 100% "
Castor Oil		-	" " 75% "

8579 - OFF-GRADE LEADED ZINC:

Mr. Mills reported as follows on the consumption of leaded zinc from September 1st to date:

412 dry	3525 tons shipped from Coffeyville
	885 " purchased
511 "	511 tons
413 "	290 "
1526 "	1052 "

As much as possible is being used of 1526 dry by Sherwin-Williams although none has been used by Lowe Brothers and Martin-Senour and very little by Acme. Dr. Van Stone will work with the allies to promote its further use.

8580 - F.H.A. SPECIFICATIONS:

Mr. Mills called to the attention of the Board a letter from Dr. Gardner which takes exception to all the F.H.A. specifications for exterior painting.

It was decided that it would not be necessary to change labels on lead in oil and zilo. Mr. Coolidge will consult Mr. Krimbill on promoting sales of lead for F.H.A. jobs through retail branches.

8581 - LOSS ON REWORKED MATERIALS:

Mr. Mills reported that during the first five months of this year, the write-down on "dumped" materials amounted to \$21,000 at Cleveland, Newark, and Chicago paint factories and the Chicago lacquer plant.

As much as possible salvage material is being reworked and sold as Utility Paint. Because of the similarity in the names of this and R & B. Utility paint, Mr. Griffiths will consult Mr. Krimbill to see that a new name is adopted.

8582 - PRODUCTION OF KEM-NAMEL SNOW WHITE:

Mr. Mills reported that the production of Kem-Namel for the first five months of the year amounted to 12,500 gallons which is at a rate of 30,000 a year.

8583 - SOYA BEAN OIL:

In view of the probable increased use of soya bean oil, Mr. Davis was requested to purchase 10 tank cars and obtain a 30 day option on 15 more.

8584 - OITICICA OIL:

Mr. Davis was requested to sell the tank of oiticica oil that we now have on hand.

8585 - COST OF RAW MATERIALS CONSUMED:

Mr. Davis reported that for the first five months of this year, the cost of raw materials consumed was 10% over the same period last year. Excluding oils, the cost is 0.2% over last year.

8586 - DEHYDROL:

Production of Dehydrol amounted to 200,000 pounds last week as compared with factory consumption of about 59,000 pounds. At the present time there are 16 1/2 tank cars sold but not delivered.

8587 - FING PANEL DISPLAYS:

Mr. Stendel advised the Board that the production cost of Fing panel display sets had been reduced to \$152.00 as compared with the current billing price of \$176.00.

8588 - TOLUIDINE TONERS:

Mr. Davis reported that the price of toluidine toners has been reduced by United Color and Pigment. Mr. Sieplein was requested to advise Chicago and the industrial zone managers immediately.

8589 - TUBES FOR OIL COLORS:

Mr. Davis was requested to see whether by purchasing our requirements of tubes from more than one supplier we can get more in return on tube coating enamels.

Mr. Sieplein was asked to review our transfer prices on tubes of oil colors since costs are now out of line. It was decided that costs must be lowered or production shifted from Detroit.

8590 - EDIPHONES FOR TECHNICAL DEPARTMENTS:

The Board asked Mr. Prescott to have a survey made to determine where ediphones can be used to good advantage in technical departments.

8591 - SHIPMENT OF RAW MATERIALS TO HAVANA:

It was pointed out that we should obtain a drawback on all linseed oil shipped to Cuba and that the Cuban factory should be given a preferential price because of the drawback that can be obtained. Mr. Mills will see that this is done. Mr. Davis will send Mr. Rowland a copy of all items in the minutes of the meetings of the purchasing department that might be of interest to them.

Dr. Van Stone advised the Board that it is important that we give them more technical help if they are to be successful in lowering costs and improving quality.

8592 - LEAD CARBONATE AND ZINC OXIDE:

Mr. Coolidge advised the Board that there will be no change in the price of loaded zinc or of zinc oxide during the next quarter.

8593 - TRAFFIC PAINTS:

Mr. Sieplein reported that John Lucas is the successful bidder on 45,000 gallons of traffic paint for Pennsylvania.

Bids for western state requirements amounting to approximately 250,000 gallons are coming up very shortly.

8594 - TECHNICAL COST ON BID BUSINESS:

Mr. Mills reported that our technical costs on bid business amount to \$6.33 per 100 gallons of output. This compares with \$4.27 on industrial materials and 41¢ on trade sales material.

The Board discussed further the proposal to have Sherwin-Williams and allied companies submit bids based on costs figured by the individual companies.

8595 - PUBLIC BID:

Since September 1, 1939, 1185 invitations to bid have been received. A total of 984 amounting to \$2,294,496.00 have been placed and of this total we have received awards on 111 amounting to \$309,025.00.

8596 - NEW GOODS:

The Board approved extensive revisions of the line of furniture finishes. Details of all changes have been given to the stockkeeping department.

3-11-40.

#8575 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1316 - Harlingen

1 - 2½ gal. foam extinguisher 8.50

#1374 - Miami Beach

1 Simpli-rite sales register 10.50

#1375 - Uniontown

2 chairs 10.44

#1380 - Huntington

9 Westinghouse ceiling fixtures 78.75

#1381 - Brownsville

1 portfolio table 12.90

#1382 - Johnson City

1 chair 5.22

#1383 - Stock

15 special Indiana cash drawers @ 23.00 each 345.00

#1384 - Stock

12 - Ridgely wallpaper fixtures @ 18.50 each 220.00

#1385 - Stock

20 skeleton type window signs @ 17.75 each 355.00

MISSISSIPPI VALLEY DIST:

#367 - St. Louis

1 paint conditioner 47.50

SOUTH ATLANTIC DIST:

#640 - Richmond

1 - 12 ft. ladder 6.00

SOUTH CENTRAL DIST:

#210 - Atlanta

1 recording thermometer 98.44

CHICAGO FACTORY:

#138 2 Electric clocks and circuite - C.P. 47.79

#141 1 electric oven - Lacquer 890.15

#163 1 double fume hood - C.P. 2,143.00

#174 Temperature recorder for Beta fusion kettle - C.P. 108.80

#177 Non-sparking tools - Lacquer 96.10

#1178 1 Fade-ometer - Allied Lab. 995.50

#179	Wider belt & larger pulleys on motor drive R&S	114.85
#180	Wall fan to remove fumes - Fuchsine - C.P.	172.10
#181	250 color meters, complete - Sales	7,138.08
#182	1 desk lamp - C.P.Lab	7.00
#183	1 - 2 wheel Colson barrel truck - C.P.	28.00
#185	6 clothes lockers - Varnish	48.00
#186	Transformer - Resin Lab.	193.00
#191	5 HP motor - Azo Dye - C.P.	151.39

CUBA FACTORY - Havana

Varnish manufacturing equipment	1,300.00
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NEWARK FACTORY

#614	Varnish making equipment	1,587.50
#615	Chairs for Recreation Room - Export Finishing Dept.	44.00
#616	5 fire extinguishers, installed	252.20
#617	6 steel lockers @ 8.65 each	51.90

OAKLAND

#130	1 torsion balance	41.00
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TOTAL PLANT REQUISITIONS APPROVED - - - - -	\$ 16,608.61
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#8576 - LARGE EXPENSE REQUISITIONS APPROVED:

RETAIL STORES:

#1377 - Columbus, O.

Repaper and repaint wallpaper sales rooms, etc.	50.00
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#1378 - Detroit-Woodward

Maintenance of store front signs - yearly basis	360.00
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#1379 - Wilkes-Barre

Refinishing set of display panels	80.00
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#1387 - New Haven

Repaint ceiling, walls, fixtures, exterior of building and carpenter work	610.00
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CHICAGO FACTORY:

#77	Replace fusion kettle - Beta - C.P.	731.60
#156	2 lathe chucks - Tin Can	208.00

#165	Reinforced concrete foundation - Tobias Acid - C.P.	1,839.15
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TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - -		\$ 3,878.75
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Total Plant Acquisitions approved to date \$ 741,263.14

Total Expense " " " " \$ 119,541.46

ACME - DETROIT

ES 909	#2 Coulton Combination Tube Closer	535.00
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ES 914	1 A12 desk Dictaphone complete	178.43
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BE 231	Repairs to elevator at Salina branch	57.88
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LUCAS - GIBBSBORO

#31	Repair and rewire burnt-out 30 HP motor	110.00
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#122	Electric wallpaper trimmer for Hutzler Bros. Co., Baltimore	65.00
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