

BOARD OF OPERATORS - 1088th MEETING

April 1, 1940

Present:

A. W. Steudel
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:

H. J. Hain
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
B. A. Gorrell
P. C. Grigsby
D. A. Whittaker
L. C. deMerrall
F. Allen

8639 - REPORT ON FACTORY OPERATIONS:

In general, factories have continued and will continue to operate on the basis of a forty hour week.

Orders for heavy liquids amounted to 141,000 gallons as compared with production of 148,000 gallons and shipments of 149,000 gallons.

Sales for the week showed a loss of 4 $\frac{1}{2}$ % from last year with small losses in most captions and including a 5% loss in trade sales.

8640 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

Chicago	P&V	-	Operated at 32 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		-	" " 48 " "
Flushed Color		-	" " 40 " "
Acme		-	" " 32 " "
Lowe Brothers Company		-	" " 40 " "
Lucas		-	" " 36 " "
Martin-Senour Company		-	" " 40 " "
Chicago White Lead		-	" " 100% capacity
Lithopone		-	" " -0- "
Tin Can		-	" " 80% "
Coffeyville Lithopone & Leaded Zinc <u>BOTH</u>		-	" " 100% "
Cleveland Linseed Oil		-	" " 100% "
Castor Oil		-	" " 75% "

N 5220

8641 - DISBURSEMENTS FOR MARCH:

Mr. Stanton reports General Accounting Department Disbursements for March were as follows:

March 1940 Month	\$2,428,247	Year	\$22,857,663
March 1939 "	1,992,869	"	17,142,496

Increased items are:

Titanium, Natural Gums, Synthetic Resins, Phthalic Anhydride, Chinawood, Perilla and Soya Bean Oils, Mineral Spirits and Naphthas, Dry Colors, Pig Lead, Tinplate, Flax Seed, Castor Oil, Brushes, Paper, Shellac, Bichromate of Soda, Acetic Acid, Nitrocellulose & Cotton, Napthalene, Paranitraniline.

8642 - OAKLAND INSECTICIDE OPERATIONS:

Mr. Mills reported that the Oakland plant has produced 1350 tons of Arsenate of Lead so far this year. It was decided that the rate of operation would not be changed.

8643 - PAINT AND COLOR STYLE GUIDE:

Mr. Steudel asked the Board to consider the problem of how best to get Style Guides in the hands of large corporations for circulation among executives and employees. It was pointed out a large amount of business could be influenced in this way but that the demand for free Style Guides would be unlimited.

8644 - LINSEED OIL STILL BOTTOMS:

It was decided that since we cannot use in production the linseed oil still bottoms that we have at the oil mill that they should be sold to manufacturers of core oil.

8645 - CIRCULAR ON PAINTING ASBESTOS SIDING:

Mr. Mills reported that we will have available shortly a release on painting asbestos siding with No. 450 Undercoater as the first coat and SWP or Stucco and Concrete Paint as the finish coat. It will be sent out by Mr. Collister as soon as possible.

8646 - SILK SCREENS FOR FURNITURE MANUFACTURERS:

The Board approved writing off the \$1540.00 book value of silk screens made up for the furniture trade. No more screens are to be made up except on specific approval of Mr. Robertson.

8647 - STICKERS FOR WHITE SHELLAC CONTAINERS:

It was called to the attention of the Board that South Atlantic District has been using stickers on shellac cans which warn buyers against accepting anything over six months old. Inasmuch as it is good for a much longer period than this and inasmuch as we have had no complaints on white shellac, Mr. Jarden has been asked to have use of this sticker discontinued immediately.

8648 - SALES OF COLOR-METER EQUIPMENT:

Mr. Stanton reported that during the first six months of this year sales of color-meters and color-meter equipment have amounted to \$18,000 at a gross profit of 17%.

8649 - CHINA WOOD OIL:

In view of the slight softening in the price of China Wood Oil, Mr. Sieplein was instructed to use a price of 23¢ for figuring bid business.

8650 - OITICIA OIL:

Mr. Davis reported that the one tank of oiticia oil that we had has been sold.

8651 - DEHYDROL:

Production of Dehydrol amounted to 185,000 pounds as compared with factory consumption of about 71,000 pounds. There are still 15½ tank cars sold but not delivered.

8652 - LEAD AND ZINC ORE CONCENTRATES:

Mr. Davis reported that arrangements are being worked out to have St. Joseph Lead supply us with our requirements for lead and zinc ore concentrates. Messrs. Davis and Mills will also work out a plan to get our requirements of zinc oxide from companies that can give us something in return.

8653 - SHELLAC:

Mr. Davis suggested that we might permit stores to buy shellac direct and thus be in a better competitive position to get big volume business. Although further consideration will be given to this proposal, no change will be made at the present time.

8654 - ZINC SULPHIDE:

The Board approved Mr. Coolidge's suggestion and asked him to work out arrangements for buying zinc sulphide since it has been worked into a number of our formulas.

8655 - HOUSE PAINT VEHICLE:

Dr. Van Stone suggested that since we have made adequate exposure tests on house paint formulated with a substantial soybean oil content we should seriously consider changing our SWP formula. Sample labels are to be made up showing "processed oils" rather than the specific amount of each oil. Decision will be made on the basis of exposure panels, labels, and state requirements for label analysis.

8656 - AUTOMOTIVE STOCKS:

It was pointed out that with increased sales of Opex and Kem mixing colors, stocks of ready-mixed matches must be very carefully controlled. Mr. Griffiths was asked to follow Mr. Gemberling on getting rid of obsolete automotive materials.

8657 - LITHOPONE STOCKS:

Mr. Coolidge reported that stocks of lithopone are in satisfactory condition.

8658 - ORDERS FOR HEAVY LIQUIDS:

Mr. Griffiths reported that Chicago and Newark orders for heavy liquids for the first 30 weeks of this year showed the following increases:

<u>Chicago</u>		<u>Newark</u>	
Warehouses	7%	Warehouses	(43.4%)
Customer Direct	31%	Customer Direct	39%
Retail Branches	22%	Retail Branches	22%

8659 - HISTORY OF THE AMERICAN CHEMICAL INDUSTRY:

Dr. Van Stone was requested to decide what contribution is in order to make possible the completion of the, "History of the American Chemical Industry", now in the process of being written.

8660 - A.S.T.M:

Dr. Van Stone was requested to decide whether we will continue with our present membership in A.S.T.M.

8661 - SALES TO FEBRUARY 29, 1940:

Mr. Steudel gave the Board the following figures on sales gains to February 29:

Trade	8%
Opex Jobber	9%
Industrial	31%
Transportation	62%
Insecticide	13%
Total H.V.	19%

8662 - SMOKING:

Mr. Steudel asked the Board to see that there is no smoking in the offices during the noon hour or anytime during office hours.

8663 - DICTAPHONE AND EDIPHONE EQUIPMENT:

A report from Mr. Stanton shows our total investment in Dictaphone and Ediphone equipment amounts to \$30,000. Of this amount \$19,000 is Sherwin-Williams. Mr. Reese will be asked to have the auditors check on the extent to which all equipment is used when audits are being made.

8664 - NEW GOODS:

To be dropped from Trade Sales Line:

PRODUCTION 1938 - 1939

<u>Name</u>	<u>Rex No.</u>	<u>Gallons</u>
Metro-Namel	22686	650
Roof Paint Gray	1620	206
M.P. Flat White	19523	1087
Copper Paint Green	5798	397
Graining Color Mahogany	101	2684
Brick & Stucco Paint		
Sea Green	15523	587
Tan	15522	678

To be added to regular Graphic Arts line - Pints, Quarts, and Gallons:

<u>No.</u>	<u>Color</u>	<u>F.S.C.</u>	<u>Selling Price</u>
45147	Sol-Fast Light Blue	3.06	6.25
45145	" Dark Blue	4.33	7.75
45146	" Light Green	3.89	7.25
45148	" Dark Green	5.65	9.75

* Subject to 40% discount (32% Gross Profit)

8665 - PUBLIC BID:

Since September 1, 1939, 1312 invitations to bid have been received. A total of 1098 amounting to \$2,742,886 have been placed and of this total we have received awards on 128 amounting to \$340,706.00.

8636 - FACTORY OPERATIONS, week ending March 26, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received	- 140,818	Total production	- 147,706
Total factory stocks	-1,181,276	Inventory increase-	3,000

CHICAGO	- Orders recd.	69,117	Production	59,355	Stocks	631,151	gals.
NEWARK	- Orders recd.	28,029	Production	36,777	Stocks	251,753	"
CLEVELAND	- Orders recd.	28,875	Production	37,864	Stocks	208,902	"
OAKLAND	- Orders recd.	14,797	Production	13,710	Stocks	89,470	"

TOTAL PLANT OUTPUT

CHICAGO	P&V	- 100,641 gals.	Operated at	70%
NEWARK	P&V	- 57,844 "	" "	70%
CLEVELAND	P&V	- 63,717 "	" "	84%
OAKLAND	P&V	- 23,721 "	" "	188%
LOS ANGELES	P&V	- 13,371 "	" "	60%
DALLAS	P&V	- 11,374 "	" "	67%
CHICAGO LACQUER	-	43,484 "	" "	80%
DRY COLOR	-	163,302 lbs.	" "	88%
FLUSHED COLOR	-	60,466 "	" "	77%
CHEM. PRODUCTS	-		" "	95%

BOUND BROOK INSECTICIDE	- Ars. of Lead	97 tons	Basi-Cop	15 tons
	Arsenic Acid	87 tons	Ars. Zinc.	9 tons
	Ars. Calcium	81 tons		
	Dry Lime Sul.	28 tons	Operated	6 days

OAKLAND INSECTICIDE	- 5 days-- three 8 hour shifts.
	1350 tons of lead

ACME	- Produced 47,878 gals. Paint Dept. operated at 29%, Enamel & Lacquer at 22%, and Varnish & Thinner at 10%.
LOWE BROTHERS COMPANY	- Manufactured 49,803 gals. with Paint Depts. operating at 87%, Enamel Dept. at 87%, and Varnish Dept. at 44%.
LUCAS	- Manufactured 42,588 gals. Operated at 70%.
MARTIN-SENOUR COMPANY	- Manufactured 17,595 gals. Paint Dept. operated at 57%.

4-1-40.

#8637 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1404 - St. Petersburg

Showcard cabinet 47.53

#1407 - San Antonio

3 window display fixtures 8.76

#1408 - St. Petersburg

Plymouth coupe 668.50

#1409 - Tulsa

New installation 4,033.12

#1410 - Butler

Plymouth sedan 602.75

TEXAS DIST:

#499 - Dallas

1 walnut arm chair for Dist. Mgr.'s Office 23.10

WESTERN DIST:

#5793 - Chicago

Royal typewriter for Western Dist. Office, less trade-in 73.56

CHICAGO FACTORY

#90 Addl. work on job #306, reqn. 9169-Fusion kettle floor CP1,038.60

#168 Install 2 split flanged Duriron stop cocks - Tobias 76.20

#200 Floor plate (metal) in "B" Filling P&V 304.70

#224 Steel file cabinet for cards - C.P. 6.00

#235 Soldering unit, complete - Mech. 24.50

#241 2" fiberglass blanket insulation on 1 & 2 cookers 406.90
Resin-Varnish Dept.

#242 Wood tub with lightning agitator - C.P. 133.89

#243 600 gal. cast iron fuchsine melting kettle - CP 873.05

#245 Westinghouse refrigerator - Tech. Service 115.40

#246 Proving machine - C.P. Lab. 766.80

#262 100 large depth gauges, complete 415.95

CLEVELAND ADMIN. OFFICES:

#1488 - 500 color eyes - Automotive Sales 8,750.00

#1487 1 Noiseless typewriter - Dr. Van Stone's office 100.76

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 18,440.67

#8638 - LARGE EXPENSE REQUISITIONS APPROVED:
RETAIL STORES:

#1394 - Baton Rouge

Repairing and replacing fascia sign 21.00

#1403 - Spartanburg

Repainting store interior 60.00

#1405 - Chattanooga

Refinish show windows 18.72

#1406 - Omaha

Refinish fascia sign - and material 63.75

#1411 - Lincoln

Replace awning 30.00

TEXAS DIST:

#498 - Houston Whse.

Repairing roof 55.00

CHICAGO FACTORY

#206 Floor drains and soil pipe replaced - Azo Dye 147.60

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 396.07

Total Plant Requisitions approved to date \$ 807,066.89

Total Expense " " " " \$ 126,337.49

ACME - Detroit:

934 Portable wash tank for washing roller mill parts 70.25

939 6 lengths steel hose 53.51

*941 Motor driven collapsible tube filler 575.00

BE 266 L. C. Smith typewriter, less trade-in 85.43

BE 26 Ford 1½ ton truck, less trade-in 817.49