

BOARD OF OPERATORS - 1097th MEETING

June 3, 1940

Present:

A. W. Steudel
F. E. Davis
W. E. Van Stone
T. Mills
S. B. Coolidge
L. R. Sieplein
F. A. Stanton
G. E. Griffiths
J. S. Prescott
E. C. Baldwin

Absent:

H. J. Hain
E. E. Ware
T. J. McDowell

Copies To:

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

8846 - REPORT ON FACTORY OPERATIONS:

Sales for the week were 7% ahead of last year with gains in all captions except insecticides. Trade sales had a gain of 10% and retail stores a gain of 16%.

Orders for heavy liquids amounted to 174,000 gallons as compared with production of 188,000 gallons. Shipments amounted to 239,000 gallons with a resulting decrease in stocks of 44,000 gallons.

8847 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

			Operated at 32 hour week			
Chicago	P&V	-	"	"	40	" "
Newark	P&V	-	"	"	40	" "
Cleveland	P&V	-	"	"	48	" "
Oakland	P&V	-	"	"	44	" "
Los Angeles	P&V	-	"	"	42 ¹ / ₂	" "
Dallas	P&V	-	"	"	32 ¹ / ₂	" "
Chicago Lacquer		-	"	"	40	" "
Dry Color		-	"	"	48	" "
Flushed Color		-	"	"	40	" "
Acme		-	"	"	40	" "
Lowe Brothers Company		-	"	"	40	" "
Lucas		-	"	"	40	" "
Martin-Senour Company		-	"	"	40	" "
Chicago White Lead		-	"	"	75%	capacity
Lithopone		-	"	"	0%	"
Tin Can		-	"	"	80%	"
Coffeyville Lithopone		-	"	"	100%	"
Leaded Zinc		-	"	"	66%	"
Cleveland Linseed Oil		-	"	"	100%	"
Castor Oil		-	"	"	0%	"

N 5226

8848 - SUPPLY OF RAW MATERIALS:

The Board discussed the advisability of covering on a few raw materials such as tin and naphthalene of which there may be a war shortage. It was pointed out that in the event of a shortage of tin, its use for containers would probably be limited altogether to foodstuffs. Mr. Davis was asked to recheck the stock that we have on hand and on order. He will also work with Dr. Van Stone in determining whether it would be wise to maintain a substantial stock of naphthalene.

8849 - BRUSH DISPLAY:

The Board approved one of the two brush displays presented by Mr. Hutchison. It will be used for consumer brushes by Sherwin-Williams and for Handcraft brushes by the affiliated companies. The quantity to be ordered was tentatively set at 4000.

8850 - BRUSH PRICES:

The Board was advised that effective June 10th our cost on brushes would be increased approximately 7½%. Mr. Stanton was requested to see that we are given a credit to cover the price increase on the basis of the limits that have been set up.

8851 - INSECTICIDES:

It was pointed out that since sales of insecticides are off badly that stocks must be very carefully controlled.

Mr. Stoudel raised the question as to whether as much as possible of the insecticide tonnage is being shipped with storage-in-transit privileges. Mr. Sanford will be asked to make sure that we are taking full advantage of storage-in-transit rates.

8852 - TECHNICAL MEETING:

Mr. Mills reported that the technical committee on house paint have unanimously approved a vehicle for white and tints of first grade house paints consisting of 60% linseed oil, 10% Dehydrol, 20% soya bean oil and 10% drier. This vehicle will give improved durability. If this vehicle is adopted, it will require an additional 34,000 gallons of Dehydrol a year.

Mr. Stoudel will discuss the proposed change in formula and corresponding revision in label analysis with Mr. Martin.

8853 - NORTH DAKOTA PAINT RATINGS:

Mr. Mills was asked to review the North Dakota law to determine whether it calls for label analysis only or for actual testing. It was pointed out that money cannot be spent for testing unless it is authorized by statute. In the last bulletin that was published SWP Gloss White was given a satisfactory rating but Martin-Senour first grade was rated as best grade but as having poor hiding.

8854 - DEHYDROL:

Factory consumption of Dehydrol amounted to about 92,000 pounds last week.

Mr. Coolidge suggested that we ought to be more independent of the producers of raw oil by crushing beans ourselves or by working out a cost plus arrangement based on the cost of the beans.

On the basis of the current price of beans, the rap oil can be produced for about 9¢.

Mr. Davis will discuss possible arrangements with Berkshire and with Baker and will also get a price on 25 tank cars for delivery after September 1st.

8855 - OVERSTOCKS OF RAW MATERIALS:

Mr. Davis advised the Board that he is finding it difficult to get rid of the tank car of perilla fatty acids which was purchased last December but for which we now apparently have little need.

It was decided that all such orders for oil must go through the purchasing departments.

8856 - CONSUMPTION OF RAW MATERIALS:

Mr. Davis reported that the cost of raw materials consumed to May 1st, exclusive of oils shows a decrease from last year. The increased cost of oils somewhat more than offsets the lower cost of other raw materials.

8857 - NEW STORE REQUISITIONS:

Mr. Stoudel pointed out requisitions for several new stores already in operation have not yet been submitted to the Board for approval.

It was decided that a report should be made weekly on any leases signed for new stores and that an estimate of installation expense should be presented at the same time with formal requisitions showing all details to follow as soon as complete information is available.

Mr. Prescott will see that this procedure is followed and will also see that Lowe Brothers standardize on the store fixtures that we have adopted.

8858 - WHITE LEAD PLANT:

The Board approved a tentative requisition amounting to \$50,000 for changes in the white lead plant which will permit manufacture of H.T.S. lead. A detail requisition is to follow. It was pointed out that our cost of making H.T.S. lead will be \$9.00 a ton less than the cost of making O.D.P. lead.

8859 - NEW YORK WAREHOUSE:

Mr. Griffiths reported that the Franklin Street warehouse in New York has been closed.

8860 - POURING TOP CANS:

It was reported that trade sales and store managers are opposed to filling any of our regular trade sales lines in pouring top rather than double-tite cans.

8861 - RETAIL STORE INVENTORIES:

Mr. Stoudel advised the Board that when the new store inventories and linseed oil are deducted from the current store inventory figures, the comparison with last year is reasonably satisfactory.

8862 - CONSUMERS RESEARCH:

Mr. Stoudel advised the Board that DuPont are supplying Consumers Research with

8843 - FACTORY OPERATIONS, week ending May 28, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received	-	174,484	Total production	-	188,403
Total factory stocks	-	884,793	Inventory dec.	-	45,637
CHICAGO	-	Orders recd. 79,521 Production 78,675 Stocks 432,286 gals.			
NEWARK	-	Orders recd. 49,045 Production 35,389 Stocks 195,163	"		
CLEVELAND	-	Orders recd. 34,515 Production 57,928 Stocks 172,233	"		
OAKLAND	-	Orders recd. 11,403 Production 16,411 Stocks 35,106	"		

TOTAL PLANT OUTPUT

Chicago	P&V	-	101,340 Gals.	Operated at	75%
Newark	P&V	-	54,072 "	" "	64%
Cleveland	P&V	-	84,252 "	" "	88%
Oakland	P&V	-	27,735 "	" "	211%
Los Angeles	P&V	-	16,355 "	" "	72%
Dallas	P&V	-	15,870 "	" "	132%
Chicago Lacquer	-	40,185 "	" "	90%	
Dry Color	-	177,171 <u>Lbs.</u>	" "	83%	
Flushed Color	-	64,764 "	" "	79%	
Chem. Products-			" "	72%	
BOUND BROOK INSECTICIDES	-	Arsenic Acid 123 Tons	Basi-Cop	29 tons	
		Lead Arsenate 112 "	Paris Green	5 "	
		Calcium Arsen. 107 "			
		Dry Lime Sul. 20 "			
			<u>CONTINUOUS OPERATION</u>		
OAKLAND INSECTICIDES	-	4 days 3-3 Hour shifts.			
ACME	-	Produced 76,861 gals. Paint Dept. operated at 57%, Enamel & Lacquer at 29%, and Varnish & Thinner at 19%.			
LOWE BROTHERS COMPANY	-	Manufactured 54,333 gals. with Paint Depts. operating at 86%, Enamel Dept. at 86%, and Varnish Dept. at 38%.			
LUCAS	-	Manufactured 47,791 gals. Operated at 78%.			
MARTIN-SENCOUR COMPANY	-	Manufactured 24,806 gals. Paint Dept. operated at 132%.			

6-3-40.

#8844 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1454 - Macon

1 platform scale 24.00

#1456 - Santa Monica

Plymouth utility sedan 880.00

NO. ATLANTIC DIST.

#427 - Newark

Burroughs calculator 248.90

SOUTHWESTERN DIST.

#391 - Kansas City Whse.

Overhead screen for top of elevator 42.50

WESTERN DIST.

#5797 - Chicago

Desk for Accounting Dept. 45.00

CHICAGO FACTORY

#363 Compressor with 7½ HP motor - Tin Can Dept. 812.35

#379 Table model Oscillating fan 19.18

#385 Fineness gauge - Varnish Lab. 17.00

#393 Electrical furnace - 3000 watts capacity.Varn.Lab. 579.00

#397 Everready continuous voltage transformer-D.C.Lab. 127.25

#398 Ventilation for cooker room - Varn. 1,095.00

CLEVE. ADMIN.OFFICES

#1501 2 Royal typewriters for Gen.Acctg. Dept. 192.12

NEWARK FACTORY

#643 Cure plate for testing Alkyds 72.50

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 4,154.80

#8845 - LARGE EXPENSE REQUISITIONS APPROVED:

RETAIL STORES:

#1455 - Tyler

Reconditioning, - repainting, etc. 207.75

CHICAGO FACTORY

#380 Overhaul and rebuild No. 2 milling machine-Tin Can 550.00

#388 Repair fire doors throughout plant - 248.60

CLEVELAND FACTORY

#3330	Alter and rebuild bins, reinforce floors and paint P&S	544.34
#3331	Brick up 3 - 6 ft. windows, -minor repairs	132.76

CLEVELAND LINSEED OIL MILL

#761	Repairs to 48" varnish Kettle and truck	90.00
#762	Fire hose replacements	73.00
#764	Renewal of grates and refractories of #1 boiler	735.00
#765	Overhaul refinery vacuum pump	335.00

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 2,915.45

Total Plant Requisitions approved to date \$ 944,277.95

Total Expense " " " " \$ 166,136.45

ACME - DETROIT

BE 329	Dodge 1/2 ton express truck for Wichita	427.90
ES 921	New pipe lines to Linx tanks	122.95
ES 944	4 floodlights along cast fence	185.00
ES 962	Paint wash room 1st floor	68.23
ES 1016	62 sets dies for Mathews stamping machine	125.00
ES 1020	Repair driveways by RR tracks	65.00
ES 1022	250 ft. rubber covered cables for conveyors	162.00
ES 1017	Explosion proof starter for ball mill	57.08
ES 1018	Explosion proof starter and new timbers 6 x 5 mill	192.01
ES 1019	Explosion proof starter on 3 x 4 mill	107.01

JOHN LUCAS CO. - Philadelphia

#129	2 typewriters for New York Export Dept.	137.22
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MARTIN-SENOUR CO. - Chicago

#313	1 Plymouth coupe, less trade-in	275.00
#314	2 typewriters, less trade-in	154.60