

BOARD OF OPERATORS - 1092nd MEETING

April 29, 1940

Present:

A. W. Steudel
H. J. Hain
F. E. Davis
R. E. Van Stone
V. Mills
S. D. 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. E. Wood
C. A. Campbell
Z. E. Martin
W. E. Stuart
D. A. Mohr
W. A. Gorrell
P. C. Grigsby
D. A. Whittaker
L. C. deMerrall
F. Allen

8727 - REPORT ON FACTORY OPERATIONS:

Although orders for heavy liquids amounted to 194,000 gallons as compared with production of 150,000 gallons, there was no change in total inventory.

The Chicago paint and varnish plant operated on the basis of a thirty-two hour week. Operations at Cleveland and Newark will also be curtailed somewhat.

In spite of a loss of 20% in trade sales, total sales were 2% ahead of last year.

8728 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

Plant	Hours	Notes
Chicago	P&V	Operated at 32 hour week
Newark	P&V	" " 40 " "
Cleveland	P&V	" " 40 " "
Oakland	P&V	" " 48 " "
Los Angeles	P&V	" " 40 " "
Dallas	P&V	" " 45 " "
Chicago Lacquer		" " 40 " "
Dry Color		" " 40 " "
Flushed Color		" " 40 " "
Acme		" " 32 " "
Lowe Brothers Company		" " 40 " "
Lucas		" " 40 " "
Martin-Senour Company		" " 40 " "
Chicago White Lead		" " 95% capacity
Lithopone		" " 0% "
Tin Can		" " 30% "
Coffeyville Lithopone		" " 100% "
Leaded Zinc		" " 65% "
Cleveland Linseed Oil		" " 75% "
Castor Oil		" " 50% "

N 5224

8729 - SILK SCREEN PRODUCTS:

Mr. Mills reported that total production of silk screen products would be about double last year's production.

8730 - RELATIVE VALUE OF OILS:

Mr. Mills reported that a careful evaluation of oils shows the following values based on linseed oil at 9.3¢ and soya bean oil at 5.8¢

China Wood oil	13¢
Perilla Oil for varnish making	10.5¢
Dehydrol	11.0¢
Neofat	8.0¢
Kangaroo oil	12.0¢

It was pointed out that as yet no satisfactory substitute has been found for wood oil in making wrinkle finishes.

8731 - CASTOR OIL:

Production of Dehydrol last week amounted to 103,715 pounds as compared with factory consumption of about 67,000 pounds. At present, there are fourteen tank cars sold but undelivered.

Mr. Davis advised the Board that he had received reports that neither Spencer Kellogg nor Woburn Degreasing are making any new sales of dehydrated castor oil.

8732 - CHINA WOOD OIL:

Mr. Davis reported that in spite of some lower quotations on China Wood oil, the Universal Trading Corporation which controls practically all the oil coming into the country has not changed their quotation of 25¢.

8733 - COMPETITIVE PRICES:

Mr. Steudel advised the Board that Sears-Roebuck have advertised prices as low as \$1.88 a gallon in five gallon cans on Master-Mix House Paint. He pointed out that we can probably look forward to increasingly keen competition from the mail order houses and that the best way we can meet such competition is through offering consumers through our own stores decorative services which the mail order houses are unable to offer.

8734 - WESTERN STATES TRAFFIC PAINT:

Mr. Sieplein reported that competitive bids on traffic paints formulated with wood oil and East India gum have apparently been based on lower than market prices and that little interest has been shown by most of the states in formulations in which other materials have been substituted for wood oil or East India gum.

8735 - FACTORY OUTPUT:

Mr. Steudel advised the Board that factory production to March 31st showed the following increases over last year:

SWP	25%	Total Liquid Oil Paints	27%
Porch. & Deck	23%	Semi-Lustre	1%
Flat-Tone	16%	Enameloid	(4)
Save Lite	32%	Total Varnish Paints	24%

3724 - FACTORY OPERATIONS, week ending April 23, 1940

HEAVY LIQUIDS - S-W PLANTS

Total orders received	-	194,475	Total production	-	149,663
Total factory stocks	-	1,139,336	Inventory Inc. or Dec.	NONE	
CHICAGO	-	Orders recd. 117,001	Production	61,848	Stocks 586,127 gals.
NEWARK	-	Orders recd. 28,822	Production	30,764	Stocks 254,563 gals.
CLEVELAND	-	Orders recd. 36,022	Production	40,976	Stocks 212,477 gals.
OAKLAND	-	Orders recd. 12,630	Production	16,080	Stocks 86,169 gals.

TOTAL PLANT OUTPUT

CHICAGO	P&V	-	121,599 gals.	Operated at	70%
NEWARK	P&V	-	54,911 "	" "	75%
CLEVELAND	P&V	-	62,039 "	" "	82%
OAKLAND	P&V	-	27,818 "	" "	221%
LOS ANGELES	P&V	-	15,920 "	" "	65%
DALLAS	P&V	-	15,762 "	" "	89%
CHICAGO LACQUER		-	42,746 "	" "	100%
DRY COLOR		-	186,625 lbs.	" "	89%
FLUSHED COLOR		-	57,281 "	" "	93%
CHEM. PRODUCTS		-		" "	90%

BOUND BROOK INSECTICIDE	-	Lead Arsenate	135 tons	Bordo Mixture	15 tons
		Arsenic Acid	85 "	Paris Green	7 "
		Sodium Arsenite	35 "	Dry Lime Sulfur	1 "
		Safe-N-Lead	30 "	Calcium Arsenate	1 "

Continuous operation.

OAKLAND INSECTICIDE	-	5 days--three 8 hour shifts
ACME	-	Produced 43,387 gals. Paint Dept. operated at 13%, Enamel & Lacquer at 18%, and Varnish & Thinner at 18%.
LOWE BROTHERS COMPANY	-	Manufactured 49,185 gals. with Paint Depts. operating at 95%, Enamel Dept. at 95%, and Varnish Dept. at 37%.
LUCAS	-	Manufactured 48,213 gals. Operated at 31%.
MARTIN-SENOUR COMPANY	-	Manufactured 13,960 gals. Paint Dept. operated at 79%.

#8725 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1424 - Springfield, Ill.

40 yds. corrugated rubber runner 36.00

#1425 - Colorado Springs

2 drawer cash cabinet 46.00

#1426 - Erie

New installation 3,541.70

#1428 - Altoona

New installation 2,144.70

#1429 - Cleveland - E. 46th St.

New installation 3,082.97

NORTH CENTRAL DIST. - Pittsburgh

#713 Wardrobe cabinet, 2 side chairs 1 swivel chair 75.72

CHICAGO FACTORY

#9649 5 Tandem mills - "D" Dept. 1,576.00

#164 Ediphone equipment for Furn.Tech.Service. 509.10

#260 Concrete walk to Lacquer Plant and pipe tunnel 10,120.20

#261 Metal furniture for C.P. Office 192.50

#273 Laboratory autoclave with electric heating jacket
C.P. Lab. 334.10

#303 600 gal. cast iron fuchsine melting kettle - C.P. 873.05

#314 2 drawer steel letter file - R & S 27.00

#326 Safety pressure switch for hot lacquer - Lacquer 103.00

TITANIUM FACTORY - GLOUCESTER CITY

#37 Additional office furniture 70.94

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 22,942.98

#3726 - LARGE EXPENSE REQUISITIONS APPROVED:

RETAIL STORES DEPT:

#1427 - Lancaster, Pa.

1 - 18" electric wallpaper trimmer (replacement) 60.00

NORTH CENTRAL DIST.

#714 - Buffalo

Changes to warehouse to accommodate Painter Dept. 110.00

CLEVELAND LINSEED OIL MILL

#752	Rewinding 50 HP motor	200.00
#753	Repair parts for Vacuum Pump	110.00

CHICAGO FACTORY

#309	Rebuild ramp for R & Stores	66.40
#315	1 set of parts for #176 curling machine - Tin Can	208.20
#317	Replace bearings on vacuum pump motor - Beta - C.P.	107.35

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 861.95

Total Plant Requisitions Approved to date \$ 869,623.14

Total Expense " " " " \$ 144,184.36

ACME - Detroit

#ES 967	1940 Model N 8 bank comptometer	320.20
BE 300	L.C.Smith typewriter for Topeka branch	68.56
BE 301	Ford pickup truck for Topeka branch	441.03
BE 302	Ford tudor, less trade-in	390.41

JOHN LUCAS CO. -

#126	1940 Plymouth coupe for Buffalo store	498.25
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MARTIN-SENOUR CO. - Chicago

#311	Royal typewriter for Brooklyn office	97.81
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