

# BOARD OF OPERATORS - 1076th MEETING

January 8, 1940

## Present:

H. J. Hain  
F. 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:

A. W. Steudel  
E. E. Ware  
T. J. McDowell

## Copies To:

G. A. Martin  
H. D. Whittlesey  
L. W. Wolcott  
K. H. Wood  
W. A. Miller  
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

## 8375 - RESUME OF FACTORY OPERATIONS:

Orders received and production of heavy liquids each amounted to 128,000 gallons. Shipments were somewhat smaller with the result that total stocks increased 17,000 gallons. Plants are continuing to operate on the basis of a 40 hour week.

Total sales were 41% ahead of last year, with substantial gains in all departments and including an 18% gain in trade sales.

## 8376 - REPORT ON FACTORY OPERATIONS:

|                       |     |   |                          |
|-----------------------|-----|---|--------------------------|
| Chicago               | P&V | - | Operated at 40 hour week |
| Cleveland             | P&V | - | " " 40 " "               |
| Oakland               | P&V | - | " " 32 " "               |
| Los Angeles           | P&V | - | " " 40 " "               |
| Dallas                | P&V | - | " " 34 " "               |
| Chicago Lacquer       |     | - | " " 35 " "               |
| Dry Color             |     | - | " " 40 " "               |
| Flushed Color         |     | - | " " 40 " "               |
| Acme                  |     | - | " " 32 " "               |
| Lowe Brothers Company |     | - | " " 32 " "               |
| Lucas                 |     | - | " " 32 " "               |
| Martin-Senour Company |     | - | " " 32 " "               |
| Chicago White Lead    |     | - | " " 100% capacity        |
| Lithopone             |     | - | " " 50% "                |
| Tin Can               |     | - | " " 90% "                |
| Coffeyville Lithopone |     | - | " " 100% "               |
| Leaded Zinc           |     | - | " " 100% "               |
| Cleveland Linseed Oil |     | - | " " 100% "               |
| Castor Oil            |     | - | " " 100% "               |

8377 - SALES OF SWP:

It was pointed out that sales of SWP have showed substantially larger increase than the rest of the trade sales line. It was suggested that a comparison should be made between Sherwin-Williams and affiliated company sales by lines in order that each company may profit by the experiences of the others.

8378 - CHINA WOOD OIL:

Mr. Davis reported that the supply of China Wood oil is still extremely limited and that it is impossible to know how much will be available throughout the spring.

8379 - PERILLA OIL:

Mr. Davis reported that a serious shortage of perilla oil seems inevitable since there is no free oil on the market and no prices quoted on the new crop which will probably not be available before March 15th or April 1st. Our supply must be conserved as much as possible since we have only two tanks undelivered on contract.

Mr. Mills advised the Board that additional formula changes reducing the use of perilla would be issued shortly.

8380 - LINSEED OIL:

Mr. Hain advised the Board that the linseed oil mill will reserve the highest iodine value oil for special uses of which high iodine oil is particularly necessary.

As much as possible of the lower iodine oil being obtained from outside sources is being shipped to the trade.

It was decided that it would probably not be necessary to get Pacific Coast linseed oil through trades.

Mr. Mills pointed out that we will need some high iodine oil for making linseed oil fatty acids as well as for making (44) and (5091) which must have an iodine value of at least 177.

In another two weeks, more will be known about the new Argentine crop which recent reports have indicated may run 180. If this is true, it will take care of all special requirements for high iodine oil.

8381 - CASTOR OIL:

Production of Dehydrol amounted to 187,000 pounds last week as compared with factory consumption of about 74,000 pounds.

Mr. Coolidge suggested that in order to facilitate the movement of Dehydrol it should be shipped with linseed oil in compartment tank cars. He will see that a schedule for doing this is worked out. The price of Dehydrol has been increased to 18 $\frac{1}{2}$ ¢ in tank cars. This will not affect the cost to our own plants.

8382 - COAL FOR CHICAGO:

Mr. Davis reported that the contract for coal for the Chicago plant gives us a cost of 8¢ a ton under our cost last year.

8383 - LARGE VARNISH KETTLES:

Mr. Stanton was requested to have a report made up on the comparative cost of operation of large and small varnish kettles.

8384 - BRUSH STOCKS AT THE FACTORY:

Mr. Griffiths reported that unfilled orders for brushes had been drastically reduced during the month of December.

8385 - TRAFFIC PAINT SPECIFICATIONS--WESTERN STATES:

Since it will be impossible for western states to buy traffic paints containing as much China Wood oil and East India gum as is called for in their specifications except at much higher prices, the Board asked Mr. Sieplein to see that our district managers are instructed to recommend a lower cost formula approved and in use in one of the eastern states. It was pointed out that no further research is necessary since the quality of products meeting eastern state specifications is definitely known.

8386 - TRADE AGREEMENT WITH THE ARGENTINE:

Mr. Coolidge reported that negotiations for a reciprocal trade agreement with the Argentine have been broken off and consequently there will not be any reduction in the tariff. It was pointed out that this will probably result in a drop in price of Argentine flax.

8387 - CHICAGO LITHOPONE:

Mr. Coolidge reported that the price of lithopone had been reduced from 3.75¢ to 3.6¢ a pound for the first quarter of 1939.

Inasmuch as the freight rate on lithopone was established on the basis of a price of 5¢ a pound, an effort is being made to get a reduction in the rate so that the cost of shipping it will be more in line with the value of the product.

Mr. Hain advised the Board that the Chicago lithopone plant would probably be completely closed down within 45 days.

He asked that the factory use up all stock of special lithopones which are to be discontinued before formulas are changed.

8388 - WHITE LEAD PRODUCTION:

In spite of the fact that stocks of white lead are accumulating, it was decided to continue setting the stacks for full operation since stacks that are set now will be ready when we will most need lead for the paint plant. If the plant is to be shut down at all, it will be done later in the spring when the peak factory production has passed.

8389 - CADMIUM:

Mr. Hain reported that reciprocal arrangements have been made with Kentucky Color to take our total output of cadmium at market prices.

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8390 - PUBLIC BID:

Since September 1, 1939, 780 invitations to bid have been received. A total of 641 amounting to \$1,520,727 have been placed and of this total we have received awards on 75 amounting to \$112,689.00.

8391 - NEW GOODS:

One Coat Galvanized Iron Paints--the following are to be reinstated into the Plant Maintenance Price List:

26243 - Green

26245 - Gray

26244 - Red

These colors are to be filled in one and five gallon cans.

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8372 - FACTORY OPERATIONS, week ending January 2, 1940

HEAVY LIQUIDS - S-W PLANTS

|                       |           |                     |                 |
|-----------------------|-----------|---------------------|-----------------|
| Total orders received | - 128,325 | Total production    | - 128,933 gals. |
| Total factory stocks  | - 843,966 | Total Inv. Increase | - 17,000 "      |

CHICAGO - Orders recd. 69,594 Production 63,879 Stocks Inc. 3,000 gals.

NEWARK - Orders recd. 21,463 Production 30,452 Stocks Dec. 16,000 "

CLEVELAND - Orders recd. 23,691 Production 24,869 Stocks Inc. 10,000 "

OAKLAND - Orders recd. 13,577 Production 9,733 Stocks Inc. 20,000 "

TOTAL PLANT OUTPUT

|                 |     |                   |                 |
|-----------------|-----|-------------------|-----------------|
| CHICAGO         | P&V | - 104,377 gallons | Operated at 75% |
| CLEVELAND       | P&V | - 46,058 "        | " " 88%         |
| OAKLAND         | P&V | - 15,949 "        | " " 169%        |
| LOS ANGELES     | P&V | - 9,609 "         | " " 47%         |
| DALLAS          | P&V | - 12,921 "        | " " 140%        |
| CHICAGO LACQUER | -   | 39,816 "          | " " 90%         |
| DRY COLOR       | -   | 172,726 lbs.      | " " 113%        |
| FLUSHED COLOR   | -   | 62,122 "          | " " 95%         |
| CHEM. PRODUCTS  | -   |                   | " " 100%        |

BOUND BROOK INSECTICIDES - Manufactured 102 tons arsenic acid  
 90 tons arsenate of lead  
 59 tons arsenate of calcium  
 29 tons dry lime sulfur  
 2 tons paris green  
 2 tons basic copper sulfate  
 Operated 5 days.

OAKLAND INSECTICIDE - Operated 5 days - two 8 hour shifts.

ACME - Produced 59,198 gals. Paint Dept. operated at 57%,  
 Enamel & Lacquer at 30%, and Varnish & Thinner at 14%.

LOWE BROTHERS COMPANY - Manufactured 38,771 gals. with Paint Depts. operating at  
 71%, Enamel Dept. at 71%, and Varnish Dept. at 30%.

LUCAS - Manufactured 27,278 gals. Operated at 40%.

MARTIN-SENOUR COMPANY - Manufactured 12,052 gals. Paint Dept. operated at 57%.

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1-8-40.

##3373 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1308 - Wheeling

1 tape sealing machine 9.95

#1309 - Niagara Falls (Jenns)

New store installation 1,446.12

NEW ENGLAND DIST.

#123 - Boston

1 Eduphone, less trade-in allowance 210.00

NORTH CENTRAL DIST:

#703 - Cleveland

1 Royal typewriter 76.06

TEXAS DIST.

#494 - Houston

11 Venetian blinds 56.10

BOUND BROOK:

#37 2 new Stokes & Smith duplex packers and weighers 4,656.00

#42 5 No. 2-B Trerice blast traps 142.18

CLEVELAND ADMIN.OFFICES:

#1453 Tape machine for Decorative Dept. 9.95

#1455 4 transfer file drawers for G.H.Robertson's office 15.28

#1457 2 Du-More chairs - Retail Acctg. 25.00

CLEVELAND LINSEED OIL MILL

#728 Insulation of platforms at Castor Plant 214.50

#733 Overrun on Reqn. 659, 634 and 704 24,500.00

CHICAGO

#9972 25 Color Meters 3,987.12

#9940 Dip tank - P&V Testing 8.75

#9969 4 clothes lockers - Tech.Service 39.04

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 35,396.05

#8374 - LARGE EXPENSE REQUISITIONS APPROVED:

#726 - CLEVELAND LINSEED OIL MILL

Removing old still, platform, heaters, etc. 220.00

#729 Regrinding rolls, etc. 5,000.00

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Cleveland Linseed Oil Mill (Cont'd)

|      |                               |        |
|------|-------------------------------|--------|
| #730 | Rewinding 50 h.p. motor       | 200.00 |
| #734 | Cage renewal for Stedman mill | 400.00 |

CHICAGO

|       |                                                      |       |
|-------|------------------------------------------------------|-------|
| #9959 | Cleaning and retaping 24 Venetian blines-Allied Lab. | 36.00 |
| #9960 | Repair 600 gal. base lacquer storage tank            | 87.00 |

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|                                           |    |          |
|-------------------------------------------|----|----------|
| TOTAL LARGE EXPENSE REQUISITIONS APPROVED | \$ | 5,993.00 |
|-------------------------------------------|----|----------|

|                                           |               |
|-------------------------------------------|---------------|
| Total Plant Requisitions approved to date | \$ 509,343.99 |
|-------------------------------------------|---------------|

|               |         |              |
|---------------|---------|--------------|
| Total Expense | " " " " | \$ 82,928.58 |
|---------------|---------|--------------|

ACME - DETROIT:

|         |                                               |        |
|---------|-----------------------------------------------|--------|
| No. 857 | Repair 3 stainless steel thermometers         | 63.58  |
| 858     | Replace bent shaft                            | 179.20 |
| 859     | Inspection of Monorail conveyor               | 93.76  |
| 860     | Install 4 pipe drops from 2nd floor tanks     | 56.20  |
| BE 128  | Red Devil paint conditioner, with rugged base | 53.50  |

JOHN LUCAS & CO.

|      |                     |       |
|------|---------------------|-------|
| #113 | 1 wallpaper trimmer | 65.00 |
|------|---------------------|-------|