

Service Committee's Resolutions

Following resolutions were adopted by the War Service Committees of the Paint and Varnish Manufacturers at a meeting held at Atlantic City, December 3d to 6th inclusive:

1. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That we recommend the passage of a law providing for the incorporation of Trade Associations under federal charter, supervision by a federal agency; such associations to be organized under their charters, to prevent unfair competition and to eliminate trade abuses.

2. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That we recommend the passage of a law providing for the incorporation of the United States into the war voluntarily suggest the Commercial Economy Board certain measures for conservation and economy for these industries, to be later put into general practice through the recommendations of that Board, and

3. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the Capital Issues Commission be continued as a federal agency, with its jurisdiction limited to the supervision of new issues of stock or the protection of the investing public against speculative and irresponsible enterprises.

4. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That these economies, insofar as they have been found to be practicable and desirable, should be permanently adopted by co-operative consent of the industries concerned.

5. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the organization of related local industries regional Chairmen, has proved effective in the dissemination of information and in the promotion of co-operation.

6. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That these organizations should be continued and developed under the guidance of trade associations, under the general supervision of a properly authorized national agency.

7. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That a proper cost accounting system is the only basis for the conduct of any business and the only restraint for ignorantly destructive competition.

8. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the Federal Reserve Banks insist on proper cost accounting methods as a condition for financial credit.

9. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That our U. S. Patent law be so revised as to require the manufacturer to file within a reasonable period of time for which a patent has been granted.

10. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That earnest effort should be made to secure national uniformity and reciprocity in patents and trademarks.

11. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the prompt and extensive use of such activities is a national duty and a national necessity.

12. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the attention of the Federal Government should be specifically directed to that unfair form of competition involved in the sale of commodities at prices below the cost of production.

13. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That in the cancellation of contracts government departments full consideration be given to the rights and interests of contractors and subcontractors.

14. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the acceptance at contract price of all goods coming in process under legitimate orders and in conformity with contract stipulations.

15. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That proper adjustment to provide in full against loss of material on hand or under contract to meet government requirements.

16. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That acceptance at full cost of such materials which have been purchased to meet government requirements for which the owner has no use in the conduct of his regular business.

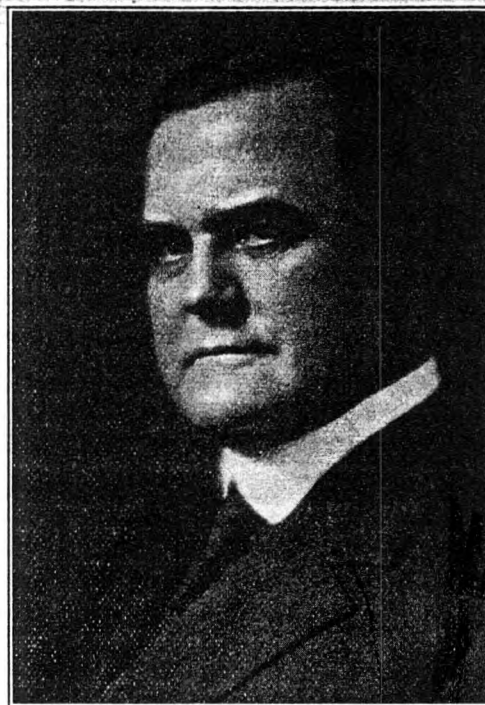
17. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That providing in cancellation notices, forms to be filed with affidavit, within a given period, of stating the reasons for the foregoing items.

18. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That the issue within a reasonable time of shipping of materials specified under paragraph (d); provision for prompt payment of claims arising under paragraphs (b) and (c), when approved by authorized personnel for the purpose.

19. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That inclusion of claims of sub-contractors' claims, certified with the claims of direct contractors.

20. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That SIEGLE Co., color manufacturers, Roseton Island, N. Y., has been reorganized with a capital stock of \$1,500,000. The incorporators are W. E. Coffin, M. J. Murphy and F. B. Murphy.

21. *Resolved, by the War Service Committees of the Paint and Varnish Industries,* That SH GUMS will be handled at Buffalo, N. Y., by the Synthe-Conal Co., incorporated with a capital stock of \$50,000 by H. F. Morloch.



EDWARD J. CORNISH,
President,
National Paint, Oil and Varnish Association.

EDWARD JOEL CORNISH, who was elected President of the National Paint, Oil and Varnish Association, is a western man, having been born in Sidney, Iowa, on December 15, 1861. He was graduated from the State University of Iowa, collegiate department, in 1881, and the law department in 1882. He practiced law in Omaha, Neb., until 1906. From 1903 to 1906 he was attorney for and acting president of the Carter White Lead Co. of Omaha. For a short time he was Assistant City Attorney of Omaha. While president of the Carter Co. he built the lead corroding works in Canada at Montreal, but later sold his holdings to the National Lead Co. Since 1906 Mr. Cornish has been in the service of the National Lead Company—from 1906 to 1908 as president of the Carter White Lead Company; from 1908 to 1910 as a member of the Board of Directors and manager of its Chicago branch, and from 1910 as vice-president and member of the Executive Committee, with offices in New York. In 1916 he succeeded W. W. Lawrence as president of the National Lead Co. He has had general charge of manufacturing and is on the directorate of all the subsidiary companies of the National Lead Company and is thoroughly conversant with all its varied activities.

The Association is to be congratulated in choosing a man of Mr. Cornish's ability to guide its affairs at this critical period, a period fraught with many dangers. Mr. Cornish promised to give the Association his best, and those who have the privilege of intimate acquaintance with Mr. Cornish know that this promise means a great deal.

AT A MEETING of representatives of paint manufacturers and painters, held at the Hotel Astor, New York, on December 9th, the following resolution was formed. The resolution was adopted by the Paint Manufacturers' Association and the National Varnish Manufacturers' Association at their annual meetings:

WHEREAS, The character of public advertising affects the public regard for the paint and varnish manufacturer and the master painter, we believe it to be imperative that the public advertising properly represent these joint interests; be it

Resolved, That the best interests of this Association will be promoted by constructive advertising, selling to the public the necessity and fundamental economy of painting and varnishing, with due emphasis on its protective as well as its

scrupulous care be observed in avoiding misrepresentation either as to the quality or wear of the product or as to its ease of application, leading to the elimination of duly skilled labor."

REMOVALS FROM CONSERVATION LIST.—The War Trade Board announces the removal of the following products from the export conservation list: Tin chloride, tin bichloride, tin oxide, all tin salts, China wood oil, muriatic, formic and hydrocyanic acid, bismuth salts, cobalt compounds, copper salts, epsom salts, ether, bleaching powder, blanc fixe, cadmium compounds, manganese and its components, sal soda, sodium compounds, strychnine, varnishes, zinc oxide and zinc salts, menthol, sugar of milk, tolu balsam and barium peroxide.

RESALE PRICES.—The Federal Trade Commission has submitted a report to Congress recommending legislation permitting manufacturers to fix resale prices with certain limitations.

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OSCAR ROSENBERG

Oscar Rosenberg, President of the Standard Cooper-Bell Co., Chicago, died at Henrotin Hospital on November 30th, 1918. Mr. Rosenberg was born June 10th, 1857, in Lafayette, Ala. When he was quite a lad his parents moved from the South to New York City, where he was raised and educated. He attended the public schools and later was graduated from the University of New York. He was then taken into his father's business, D. Rosenberg & Sons, in the manufacture of varnishes, where he soon developed remarkable ability as a salesman. He thought of the great possibilities and future of the West and soon established the large western branch of the Standard Varnish Works, of which he was head for many years. Under his guidance this branch grew by leaps and bounds. In 1907, Mr. Rosenberg became vice-president and general manager of the Standard Varnish Works, was made president in 1914 and retired from that office in 1916. He then bought the plant of the Cooper-Bell Varnish Co., which he operated successfully. In April of this year Mr. Rosenberg merged the interests of the Cooper-Bell Varnish Co. with the western business of the Standard Varnish Works, the new institution being known as the Standard Cooper-Bell Co. Mr. Rosenberg was a natural leader; possessed great business ability—a man among men—loved and admired by the business fraternity, were they associates or competitors. He was ever ready to help the less fortunate and never turned down an appeal for assistance. His high integrity, lovable characteristics and unusual devotion to his friends were among his numerous sterling qualities and a host of friends deeply regret his death. He was a member of Sinai Congregation, Standard Club and Lake Shore Country Club. He is survived by a widow and three sons, the eldest of whom, Richard D. Rosenberg, has been associated with him in business for a number of years, being at present vice-president of the

R. J. Clemens; Save the Surface, A. D. Graves; Sustaining Membership, D. W. Figgis; Trade-mark, Carl H. Black; Western Zone Executive Committee, J. G. Reynolds.

American Paint and Varnish Manufacturers' Association. Constitution and By-Laws, Frank P. Cheesman; Cost Accounting, Clare H. Hall; Educational Bureau, E. T. Trigg; Fire Prevention, G. D. White; Lacquer and Synthetic Gum Products, L. H. Conklin; Membership, Elmer F. Hopper; Naval Stores and Petroleum Products, E. W. Fasig; Plant Managers, Ralph H. Everett; Tung Oil, Ludington Patton; Unfair Competition, Ludington Patton.

Joint Committees. Arbitration, E. J. Cornish; Chamber of Commerce, U. S. A., S. R. Matlack and R. McC. Bullington; Clean-up and Paint-up, R. A. Plumb; Code of Ethics, H. S. Chatfield; Export and Foreign Trade Development, Ralph E. Plowman; Flax Development, L. P. Nemzek; Legislation, A. S. Somers; Management Details, H. S. Chatfield; Rosin Marketing Methods, R. C. Walker; Simplification, Chas. R. Cook; Tariff, Ernest T. Trigg; Traffic, E. A. Leveille; Time and Place, 1930 Convention, H. S. Chatfield; Vocational Education, Edgar S. McKaig.

The United States Shellac Importers' Association, at its annual meeting held at the Drug and Chemical Club, New York, elected the following officers: William Zinsser, president; L. J. Calvocoressi, of Ralli Bros., vice-president; L. W. Babbage, of Henry W. Peabody & Co., were also chosen: James W. Byrnes Shellac secretary-treasurer. The following directors Co., Inc.; A. F. Lerdner, of Alfred Kramer & Co.; Morris Rosen, of the Mantrose Corporation; Ralph W. McClintock, of the Mac-Lac-Kasebier-Chatfield Corporation, and Guy Carleton, of Carleton & Moffat.

The Ohio Varnish Co., Cleveland, has opened a Pacific Coast branch at 480 Hoyt St., Portland, Oregon, with J. E. Haynes, who has been with the company for twelve years, in charge.

Williams-Lewis Bowling Match. John T. Lewis & Bros. Co., Philadelphia, on February 22d, sent twelve of its representatives to Easton, Pa., to test the skill of C. K. Williams & Co.'s bowling team. In the first game, the total number of pins knocked down by C. K. Williams' men was 3111 against 2997; in the second game, 2543 against 2498, and these scores were made by different teams. The C. K. Williams teams not only put up a good game but were generous in their hospitality, and good fellowship reigned supreme during the dinner which followed the afternoon game.

Naval Stores Statistics. According to the Bureau of Chemistry and Soils, industrial concerns in 1928 consumed 5,304,099 gallons of turpentine and 947,387 barrels of rosin. The paint and varnish industry was the largest consumer of turpentine: 4,306,483 gallons in 1928 against 4,701,166 during the previous year. The total consumption of rosin was 245,157 barrels against 228,776 in 1927. The paper trade continues as the largest consumer of rosin, with the paint industry second on the list. Exports of both turpentine and rosin declined: Turpentine 13,859,327 in 1928, and 16,494,551 in 1927; rosin, 1,278,721 against 1,373,411.

The Lucas Fire. Two buildings of the paint and color manufacturing plant of John Lucas & Co. at Gibbsboro, N. J., were destroyed by fire recently, the loss amounting to \$400,000. Three cars loaded with paints and varnishes, which were standing on a siding, were also burned. Twenty-five engine companies from neighboring towns brought the fire under control after several hours of fighting.

The U. S. Gutta Percha Paint Co., Provi-

expert, Bass-Heuter Paint Co., San Francisco. "The sole reason," he says, "a sailor seeks a blonde, when he reaches port after a long cruise, is because he is satiated with the blue and blue-green of the ocean and his nerves demand a rest in the form of softer, richer colors." Now that this problem, which long baffled the ordinary psychologist, has been solved, perhaps we shall soon learn why "Gentlemen Prefer Blondes," but who as a rule, marry brunettes. We may also procure some needed information as to why it is that over seventy-five per cent. of the inmates of insane asylums are of the blue-eyed blonde type. It will hardly be possible to blame the sailors for the predicament of all of these unfortunate people.

The United Carbon Co., Charleston, W. Va., has opened an office at 250 Park Ave., New York, and has appointed William W. Higgins as sales manager. It will hereafter sell direct instead of through sales agents. Mr. Higgins is well known in the paint and rubber trades, having been identified with the Binney & Smith Co., and the Kosmos Carbon Co. for over twenty-five years.

The National Lead Co.'s Profits in 1929 were greater than they were in 1928 and as a consequence the directors at a meeting held on February 19th, declared an extra dividend of \$3.00 on the common stock. The annual report showed a net profit of \$10,222,897, equivalent, after preferred dividends, to \$25.49 a share earned on the 309,831 outstanding common shares. The earnings were slightly less than double the \$5,872,496 reported for 1928, which was equivalent to \$11.44 each on the common shares. The net profits were the largest in the history of the company. The non-recurring profits were due to the sale of the company's interest in William Harvey & Co., Ltd., of England, and the lending of money in the call money market when interest rates were high and the sale of one of the company's subsidiaries at a good price, after it had been written off on the books as a bad asset. President E. J. Cornish said that the management is of the opinion that current decreased interest rates will stimulate building and react favorably upon business. The directors continued the usual quarterly dividends on the common stock of \$1.25 a share in view of the exceptional earnings of the company last year, and the strong cash position, also declared the extra dividend. Last year the company purchased about 20 per cent. of the outstanding stock of the Associated Lead Manufacturers, Ltd., of England, and organized the National Lead Co., of Canada, Ltd. It also formed the Shawinigan Products Corporation and the Midwest Carbide Corporation and consolidated its foreign holdings for the manufacture of titanium products, under the Titanium Co., Inc.

An Anti-Spray Bill has been introduced into the Kentucky legislature. Its adoption would

prevent the use of the spray gun for applying paint, lacquer, etc.

The Carlisle Paint & Varnish Co., has formed at Boston, Mass., by Frank and E. L. Carlisle, of Newton and J. E. Hooper, Brookline, with a capital of \$50,000 for the purpose of dealing in paints, etc.

The Earnings of the Commercial Solvent Corporation, Terre Haute, Ind., in 1928 amounted to \$3,667,402 against \$2,929,192.

The Pet Argument used so often that trial alcohol is being diverted for beverage purposes is refuted by W. R. Carnegie, Detroit, Berry Brothers. In a Detroit newspaper appears a defense of the users of industrial alcohol by Mr. Carnegie in connection with arguments in Congress of Congressman Doran, of Michigan, and Dr. Sirovich. The defense was made that the industrial plants were sources of supply for alcohol for domestic purposes. He points out in the article that forty per cent. of all industrial alcohol is for anti-freeze solutions, eleven million gallons by the paint and varnish industry, a 44 million gallons goes to various industries in manufacturing products requiring a formula. In pointing out the carefree use of alcohol upon use made by the Federal Government, it was added that the charges against the large firms in the industry, in Parke, Davis & Co., Berry Brothers, Forman, Devos & Reynolds, etc., of booting a contention which was absurd. He defended the charge that industrial alcohol is poisoned by its denaturants. In the case of a drinker of such products would be ethyl alcohol, normal raw alcohol is long before he could consume enough to cause a fatal wood alcohol poisoning, he said.

The Mandis Society, composed of manufacturers' and distributors' representatives, its annual meeting at Minneapolis, the convention of the International Painters' Society and elected the following officers: President, J. G. C. Mc Nair, Lead Co.; vice-president, W. L. Prince, Gypsum Co.; secretary and treasurer, Warner Mfg. Co. Director Schumann and C. A. Woolson. It was decided to continue the gift idea for attendees to furnish an entertainment at the convention.

True's Paint Products will be marketed at 5211—5th Avenue South, Birmingham, by the Robertson Paint Mfg. Co.

Save the Surface on the air. On the first of a series of talks on interior painting was heard from WRNY, at New York. There will be furnished by the Save the Surface in this attempt to make the public conscious."

The C. W. Hess Co., paints, oil moved its office to 6434 Anston, Detroit, Mich.

**Best
For Structural Steel Painting
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OXIDE
RED**

To Paint or Not to Paint. (This story comes from Ireland, of course, by way of the "Irish Oil & Colour Trades Review.")

At a previous meeting of Clare Health Board, Miss Murphy, Matron of Raheen Hospital, reported that the ambulance driver, Michael Tuohy, knew nothing about painting, and it would be necessary to engage a man to do some painting and other jobs of that character about the institution. The Board then pointed out that nothing very elaborate was required and that Tuohy should be asked to "try."

A further report was now received from the Matron stating she had again asked Tuohy to do the work but he declined, stating that when he wanted his own ambulance painted he put his hand in his pocket and paid a man to do the work.

Mr. Garry Burke asked if it was part of the duty of the ambulance driver to do the painting.

The secretary said that each ambulance driver was supposed to fill in his spare time by doing odd jobs about the hospital with which he was connected.

The chairman said that any "gom" at all could handle a paint brush the way they wanted. All he had to do was to dip it in a paint pot and rub it over some article or other.

The secretary thought that the real reason for Tuohy's refusal to undertake painting was that he did not want to turn out bad work and have the local people laughing at him.

Mr. Fahy—If he gets off, all the other drivers will refuse to paint, too.

Mr. Hayes—He won't know whether he is a good painter or not until he tries. He might be a good painter for all he knows.

Chairman—He might be a regular Leonardo da Vinci or Raphael. Let him make an effort anyway.

Mr. Hayes said that Tuohy was a good man at his work and the Board would not be too critical of his work as a painter.

An order was made that the Matron request Tuohy to make a really earnest effort to paint the woodwork, etc., of Raheen.

NEWCOMERS

The Crown Diamond Paint Co., Limited, has been incorporated at Montreal, Canada, with a capital stock of \$50,000.

The McDonald Paint Co. recently purchased the plant at Omaha, Neb., that was formerly operated by the Barker-Evans Paint Co. and is moving from Kansas City to Omaha. The company expects to produce about eight thousand gallons of paint a day and will employ fifty persons.

The Merrill Paint Co. will deal in paints, etc., at Oshkosh, Wis. It has been incorporated with a capital of \$5,000. Incorporators are: O. H. Adams, I. Parker, Jr., and O. A. Kellner.

Changes Hands. The paint business conducted for thirty-three years at 100 Eighth Ave., Altoona, Pa., by W. M. McClure, has been purchased by W. Floyd and T. B. Seese. The Lewis Paint & Glass Co., Washington, Pa., has been sold by Frank Lewis to Russell Smith.

Store Changes Ownership. J. W. Tengblad

stock of \$10,000 for the purpose of manufacturing paints. Those interested are A. R. H. Hewett, Edna Hewett and H. O. Flakne. Offices have been opened at 539 East Liberty Street.

The Fond du Lac Paint Co. has been organized at Oshkosh, Wis. Orlo H. Adams, William Keilberg and Ira Parker, Jr., are the incorporators.

The New London Paint Co. has been formed at Oshkosh, Wis., and will make and handle paint products. Orlo H. Adams and Ira Parker, Jr., are also interested in this concern.

CURRENT LITERATURE

Tariff Act of 1930 Relating to the Paint and Varnish Industry, Compiled at the Gregg Memorial Laboratory and published jointly by the American Paint and Varnish Manufacturers' Association, Inc., and the National Paint, Oil and Varnish Association, Inc. This is a very timely and valuable bit of service for the industry, and will avoid much waste of time in the search through the bulky schedules of the Act for items in which individual manufacturers may be interested. The only possible improvement would be the addition of an index.

Construction and Operation of Pyroxylin Manufacturing Plants—Regulations of the National Board of Fire Underwriters, effective July 1, 1923. Copies may be obtained from the Board, 85 John St., New York.

Useful Publications. A Paint Catechism for Paint Men, by G. B. Heckel; A Varnish Catechism for Varnish Men, by G. B. Heckel; Paint and Varnish Sellers' Catechism, by G. B. Heckel; Why Paint Peels, by G. B. Heckel; The Materials of Paint Manufacture, by G. B. Heckel; Painting with Prepared Paint, by G. B. Heckel. Price post paid, 25c each. Reduced prices for quantity lots. DRUGS, OILS AND PAINTS, 1002-04 Public Ledger Building, Philadelphia, Pa.

"Why We Maintain Our Plants on the Sherwin-Williams Standardization Plan," by R. S. Howland, of the Kendall Co., "makers of Curity Products." This, though an advertisement, is an exceedingly interesting and suggestive pamphlet. It is the best argument we have seen for standardized painting practice in industrial plant maintenance. Not only every plant owner but every paint manufacturer selling industrial paints will find it full of suggestions as to the right way to go about such things.

INTRODUCING —

"Dutch Boy Wall Primer." This new product of the National Lead Company is "a wall primer made with a special long oil vehicle of varnish type." It is offered as a decided improvement on "the old-time white lead and boiled oil primer, making possible, when required, a satisfactory two coat job with white lead." The principle is certainly right and the product well worth investigation.

Solvents from Rye. The Commercial Solvents Co., Terre Haute, Ind., has developed a new process by which rye is used to replace corn in the manufacture of solvents.

The new process, which requires only three per cent. more rye than corn to produce a similar quantity of products, has been placed in successful operation at the company's plants at Peoria and Terre Haute. Although the company has benefited by the low price of corn prevailing in the first half of this year, the utilization of rye will effect further important economies in production costs. Rye is selling at a price that is 30 per cent. less in the prevailing market than corn.

Resins from Sugar. The Industrial Sugar Products Corporation has been formed under Delaware laws for the purpose of utilizing a process by which plastic resins will be manufactured from sugar.

The bulk of present-day resinous materials are made from phenol and formaldehyde, but the quest for cheaper raw materials and processes has been pursued with energy in other lines.

The expansion of the synthetic resin industry in this country within the past few years is shown by figures recently issued by the United States Tariff Commission. These show that sales of synthetic resins rose from 13,084,000 pounds in 1927 to 20,778,000 pounds in 1928, and then to 30,263,000 pounds last year. Last year's production was 31,471,000 pounds.

Butyl Alcohol and Acetone from Potato Pulp. The managing director of the microbiological department of the Dutch agricultural experiment station at Groningen has perfected and patented a process for the utilization of the waste pulp of potato-flour factories as a raw material for the bacteriological production of butyl alcohol and acetone. It is stated that the Dutch process overcomes the difficulties caused by the fact that the potato pulp is putrescent, usually strongly soured residue product of varying composition. As millions

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