

BOARD OF OPERATORS - 1086th MEETING

March 18, 1940

Present:

A. W. Steudel
H. J. Hain
F. E. Davis
N. E. Van Stone
S. B. Coolidge
W. R. Sieplein
F. A. Stanton
J. C. Prescott
E. C. Baldwin

Absent:

E. E. Ware
V. Mills
G. H. Griffiths
T. J. McDowell

Copies To:

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

8600 - REPORT OF FACTORY OPERATIONS:

Orders for heavy liquids amounted to 180,000 gallons as compared with production of 163,000 gallons. With shipments about the same as production, there was no change in inventory.

Factories will continue to operate on a five day schedule at least for another week.

Sales for the week were the same as last year in spite of losses in trade and insecticides.

8601 - REPORT ON NUMBER OF HOURS PLANTS HAVE OPERATED:

Chicago	P&V	-	Operated at 40 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		-	" " 33 " "
Dry Color		-	" " 56 " "
Flushed Color		-	" " 40 " "
Acme		-	" " 32 " "
Lowe Brothers Company		-	" " 40 " "
Lucas		-	" " 40 " "
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 5218

8602 - MARCHANT CALCULATOR:

The Board approved getting a Marchant calculator on trial for the Statistical department in order to speed up figuring of percentages.

8603 - DEHYDROL:

Production of Dehydrol last week amounted to 158,000 pounds as compared with factory consumption of about 53,000 pounds. There are 16 1/2 tank cars sold but not yet delivered.

Since the comparatively high price of Dehydrol is preventing it being used more extensively in trade sales formulas, it was decided to reduce the price to our own factories to 14¢ a pound delivered. This price will apply for all factory uses of Dehydrol.

It will also be used by Mr. Sieplein in figuring bid business but will not affect our price on outside sales.

8604 - LEAD STOCKS:

In spite of rather large stocks of white lead, it was decided to continue full operation of the white lead plant.

8605 - ACME WAREHOUSE SAN FRANCISCO:

Mr. Prescott reported that Acme will plan to do some retail business at their new warehouse location in San Francisco.

8606 - LOS ANGELES FACTORY:

In view of the fact that the Los Angeles plant is finding it difficult to handle the large volume of production now concentrated there, Dr. Van Stone will try to shift that part of the Acme production for the Northern Pacific Coast trade to our Oakland plant.

8607 - COMMERCIAL ELECTRIC RATES--RETAIL BRANCHES:

Mr. Prescott advised the Board that by putting a unit heater in the Los Angeles retail branch, we are able to qualify for commercial rates and thus make a very substantial monthly saving. He will see whether it is possible in any way to make similar savings in other retail branches.

8608 - PLANT REQUISITIONS APPROVED TO FEBRUARY 29, 1940:

Mr. Stanton advises:	To February 29, 1940	\$690,890
	compared with	211,775 last year
With carryover, the figures for this year are		896,444
	Last year	292,125

8609 - SLIDE FILM EQUIPMENT:

Mr. Stanton reported that auditors are instructed to check all such equipment which is carried on the "Salesmen's Outfits" account.

In the future, requisitions for this type of equipment are to be submitted to the Board.

8610 - LINSEED OIL FOR CUBA:

Mr. Stanton reported that approximately 198,000 pounds of linseed oil have been shipped to the Havana plant so far this year but that drawbacks have not been obtained.

Dr. Van Stone was asked to see whether it is not still possible to obtain drawbacks on these shipments.

Rather than having Cuban requisitions handled through Newark as they have been in the past, it was decided to have all of these come to Cleveland to clear through Mr. Davis.

8611 - INVENTORIES FEBRUARY 29th:

Mr. Stanton reported as follows:

S-4. Factories and Warehouses

	<u>January 1940</u>	<u>February 1940</u>	<u>February 1939</u>	<u>August 1939</u>
	\$13,410,059	\$13,998,161	\$11,863,894	\$9,520,595
<u>S-W Retail Stores</u>				
2,736,840		2,901,050	2,416,996	1,939,686
<u>Affiliated Companies</u>				
M-S 718,312		774,542	751,493	563,313
Acme 3,711,404		3,769,217	3,189,719	2,623,289
Lowel 1,519,351		1,524,758	1,472,605	1,142,039
Lucas 1,188,184		1,259,075	1,182,814	945,706
Law- 207,700		215,740	203,118	148,404
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Mr. Steudel will consult with Mr. Robertson about reducing the large stocks of special industrial materials.

8612 - CHINA WOOD OIL:

The Board decided that a price of 23¢ would be used for China Wood oil in figuring bid business provided formulas on which bids are being submitted contain other raw materials manufactured by the Sherwin-Williams auxiliary departments. Request for price protection on bids submitted on this basis must be addressed to Mr. Stanton. Protection will apply only on estimates for new bids.

8613 - MISSOURI TRAFFIC PAINT:

In spite of the difficulty of obtaining East India gum, it was decided to submit a bid on the Missouri traffic paint.

8614 - AUGUSTA, GEORGIA, CHAIN STORE TAX:

Mr. Steudel advised the Board that the Georgia Supreme Court has declared the Augusta Chain Store Tax unconstitutional.

8615 - DOW CHEMICAL PLANT—FREEPORT, TEXAS:

Mr. Steudel asked Dr. Van Stone to see that every effort is made to get the paint

business on the \$5,000,000 plant to be built by Dow Chemical at Freeport, Texas.

8616 - PUBLIC BID:

Since September 1, 1939, 1226 invitations to bid have been received. A total of 1020 amounting to \$2,322,872 have been placed and of this total we have received awards on 117 amounting to \$331,658.00

8597 - FACTORY OPERATIONS, week ending March 12, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received	- 180,446	Total production	- 163,259
Total factory stocks	-1,170,104	Inventory Inc or Dec.	- - -
CHICAGO	- Orders recd. 71,667	Production	80,617
		Stocks	618,615 gals.
NEWARK	- Orders recd. 49,454	Production	35,305
		Stocks	250,666 gals.
CLEVELAND	- Orders recd. 36,699	Production	36,054
		Stocks	206,798 gals.
OAKLAND	- Orders recd. 22,626	Production	11,283
		Stocks	94,025 gals.

TOTAL PLANT OUTPUT

CHICAGO	P&V	- 124,361 gals.	Operated at	80%
NEWARK	P&V	- 59,938 "	" "	75%
CLEVELAND	P&V	- 58,120 "	" "	81%
OAKLAND	P&V	- 22,146 "	" "	191%
LOS ANGELES	P&V	- 16,341 "	" "	60%
DALLAS	P&V	- 10,133 "	" "	55%
CHICAGO DRY COLOR	-	199,769 lbs.	" "	104%
FLUSHED COLOR	-	59,211 "	" "	40%
CHEM. PRODUCTS	-		" "	30%
LACQUER	-	41656 gals.	" "	85%

OAKLAND INSECTICIDE - 5 days-- three 8 hour shifts.

ACME	- Produced 22,260 gals. Paint Dept. operated at 28%, Enamel & Lacquer at 27%, and Varnish & Thinner at 13%.
LOWE BROTHERS COMPANY	- Manufactured 45,898 gals. with Paint Depts. operating at 88%, Enamel Dept. at 88%, and Varnish Dept. at 33%.
JUCAS	- Manufactured 14,454 gals. Operated at 90%.
MARTIN-SENOUR COMPANY	- Manufactured 18,792 gals. Paint Dept. operated at 80%.

3-18-40.

#8598 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1386 - Austin

Shelving and extension of mezzanine 109.00

#1388 - Pasadena

Electric heater 26.30

#1389 - Harlingen

Scale 29.70

#1390 - Galveston

Dodge 1/2 ton panel truck, less trade-in 678.00

#1392 - Ithaca

New store installation 2,790.34

#1393 - Danbury

Plymouth sedan 673.10

NORTH CENTRAL DIST.

#1479 - Pittsburgh Whse.

Overrun on requisition #1401 - moving to new location 1,122.27

SOUTH CENTRAL DIST.

#209 - Cincinnati

Mimeograph #90 98.50

SOUTH PACIFIC DIST:

#694 - Los Angeles

20 wooden file drawers 20.00

WESTERN DIST:

#5792 - Indianapolis

1 paint conditioner 47.00

CHICAGO FACTORY:

#9803 Fill in pipe tunnel #471 and cover with asphalt-C.T. 835.00

#9946 3 King gages - Lacquer 1,416.40

#9949 Extending power line ducts under new platform-Lac. 295.20

#98 Tank room floor drains and air inlets - Lac. 886.60

#100 Drains from storage tank room - P&V 651.00

#119 Sprinkler system in basement of Tech.Service 900.00

#120 3,525 sq.ft. new concrete platform - Lac. 4,149.00

#122 Floor drains in tank rooms and drain line - Varnish 1,167.20

#123 Stone filling around storage tanks, etc.-Varn. 6,558.00

#154 6 Greist lamps complete - Purch. 72.00

Chicago Factory - Continued

#190	Agitator for #1 fusion kettle - Beta - C.P.	78.00
#195	Vapor lamp for organic synthesis - C.P. Lab.	96.50
#201	Steam coil and hot water jacket for nitrocellulose stability test - Lacquer	91.04
#203	1 ton chain hoise - Mechanical	121.00
#204	1 ton hoist with 20 ft. load chain - Mech.	181.00
#205	Light feed to distribution panels Rec. & Stores	225.40
#207	Install motor driven Viking pump - Varnish	221.80
#214	Steel shelving - Tech. Service	129.85
#219	Depth gauges - 150	1,640.06
#222	Electric hot plate - Varnish Lab.	66.00

CLEVELAND ADMIN.OFFICES

#1480	3 Du-More chairs for Decorative Dept.	37.50
#1481	Bates numbering machine	16.20
#1482	Metal case for blueprints	41.00

CLEVELAND LINSEED OIL MILL

#745	Centrifuge discs for Castor Plant	185.00
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CLEVELAND P & S OFFICE

#1461	6 window shades	9.10
#1462	Water cooler	18.50

• LOS ANGELES

#112	1 second hand 3 h.p. paste mixer	125.00
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NEWARK FACTORY

#618	8 rubber coats	49.50
#619	1 locker for use at gate house	9.51
#621	1 row shelving entire length of building-Gr. Arts.	111.84
#622	1 barrel truck for R & S Dept.	28.85
#623	2 barrel trucks for Stock & Finishing Dept.	57.70

OAKLAND FACTORY

#131	Overrun on Reqn. #129 - equipment for Lightning Mixers	78.00
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CONFIDENTIAL

TOTAL PLANT REQUISITIONS APPROVED - - - - - 26,115.31

#8599 - LARGE EXPENSE REQUISITIONS APPROVED:

WESTERN DIST.

#5788 Repairs on Minneapolis elevator 506.00

CHICAGO FACTORY

#121 Install 190 sq.ft. wall board - C.P. Lab. 74.20

#198 Remove cold water paint and brush on 1 coat Casein-P&V 125.00

#208 Replace 3 indicating thermometers 152.00

#209 Replace 30 h.p. motor - Coal Tar 219.15

#210 Replace bottoms on 3 - 38" varnish kettles 224.00

COFFEYVILLE

#616 Replace boiler flues for #6 boiler 350.00

CLEVELAND FACTORY

#3306 6,000# of 1" unpolished steel balls 920.00

CLEVELAND LINSEED OIL MILL

#744 Repair and replace temperature control instruments at
Castor Plant9 565.00

TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 3,135.35

Total Plant Requisitions approved to date \$ 767,378.45

Total Expense " " " " \$ 122,676.81

ACME " Detroit

ES 867 Remove idle mills from 3rd floor 101.91

ES 870 Move 2 - 1000 gal. tanks 182.99

ES 874 Heating unit on platform for Label Stock 144.08

ES 891 Build office partition 12 ft. high 207.31

ES 901 Make 2 stainless steel blowing coils 71.59

ES 904 Cleaning and painting C.C.Burt's office 116.51

BE 228 1 Model "R" Electric trimmer 57.00

MARTIN-SENOUR - Chicago

#306 1940 Ford Tudor Sedan, less trade-in 315.00