

In observing the time honored custom of giving an account of stewardship, I shall revert to the conditions and circumstances prevailing at the time of our last meeting in St. Louis. Immediately before that meeting, it was plain to every one that a time of great trial was upon us, and it is of interest now to recall that the formulation of policies to meet the great industrial collapse was held in abeyance by all of us pending the St. Louis meeting. The period of trial from which we are just emerging demanded of many more of strength and endurance than individuals - either persons or corporations - could have withstood, but the united strength of this industry, welded into a solidarity that surprised even the oldest Association members, did suffice. The result was that the storm was weathered without significant fatality.

The stress and strain were such, however, as clearly to indicate the need of unusual effort upon the part of your executives. Meeting these requirements involved much traveling and many conferences in some of our trade centers to the end that, not only should the need of liquidation be realized by all, but that it should take

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absolute animal type of life, and after him became the spiritual place in an orderly and unprecipitate manner.

I believe that the Association has justified its existence and time binding type of life each generation inheriting all the cumulative knowledge of all its predecessors as the records of in this one great emergency and demonstrated its possibility for use- human accomplishment expanded by reason of the enlarged experience, fulness not only in meeting emergencies today unseen, but also in spiritual, mental and physical of each generation, mankind are to developing plans for the further FORWARD movement of our industries.

We are met here tonight not so much with reference to the its present general inheritance of enlarged experience, but to the spiritual vision, enlarged possibilities of accomplishment - all past as to the future. The past is of value to us insofar as pre- resulting from the records of preceding generations which might vious experience may indicate paths that are perilous insofar as it properly be termed progress records of civilization may indicate wise new departures, and insofar as it enables us to hold fast to and be guided by the laws of progress developed to date.

the method of the growth of civilization and that growth was made. It has been truly said that civilization started with the possible solely by the development of the ability to record ^{first primitive} first crude development of the written record. When the ~~first primitive~~ ^{first primitive} savage inscribed upon soft clay a record understandable to his kind, principle has worked through the ages of geologic time, so it he differentiated himself from the animal, originated the art of works in the lifetime of an individual through the record of his communication and initiated the spiritual evolution of man. Until

accomplishment from year to year. So the arts and sciences have his time, every one of our species that was born came into the world been developed, so the great principles of international exchange with inheritance of naught but animal instinct. After him, each have been evolved, so has grown the great complex fabric of our generation inherited all the progress of its predecessor. From an

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absolute animal type of life, man after him became the spiritual and time binding type of life, each generation inheriting all the cumulative knowledge of all its predecessors. As the records of human accomplishment expanded by reason of the enlarged experience, spiritual, mental and physical of each generation, mankind grew to its present complex inheritance of enlarged mental capacity, enlarged spiritual vision, enlarged possibilities of accomplishment - all resulting from the records of preceding generations, which might properly be termed PROGRESS RECORDS OF CIVILIZATION.

"Line upon line, precept upon precept". Such has been the method of the growth of civilization and that growth was made possible solely by the development of the ability to record accomplishment for the benefit of generations yet unborn. As this principle has worked through the aeons of geologic time, so it works in the life-time of an individual through the record of his accomplishment from year to year. So the arts and sciences have been developed, so the great principles of international exchange have been evolved, so has grown the great complex fabric of our industrial activity.

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The record of individual accomplishment long since resulted in the necessitous development of cooperative activity illustrated in the corporation of today. As such cooperative corporate activities displaced the self destructive individual activity with the most beneficent results to consumers, workers and capital, so today we see in process the irresistible force of a life principle seeking to attain a new and higher plane of activity in the gradual development of corporate group activity including in its scope whole industries from original raw materials to ultimate products for the use and benefits of mankind. That at first such development should be opposed, looked at askance and viciously fought is but an index of the fact that understanding and wisdom come not to any of us without effort.

Probably no one will question the value to the farmer of the market reports which give him knowledge of the demand for and the current value of his produce; nor will any person dispute his right to or need of the information as to acreage planted of various staples and the aggregate yield thereof from a national standpoint as to every such staple, nor can there be found anywhere ignorance

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so bold as to say that such information is not of benefit to the consumer as well as to the farmer, and yet we are told by purblind interpreters of legalistic form that such information of the current progress and product of industry for the benefit of consumers as well as of the workers and capital in industry is illegal.

We realize that here a life principle of growth is at stake. Temporarily pinioned, the result for the moment is an impediment to economic progress, an impediment to the ability of producers most effectively and economically to serve the public, with the growing realization on the part of the public that such impediments are a menace. This opposition will rapidly disappear.

The National, Paint, Oil and Varnish Association was among the very earliest to perceive the truth inherent in these things and has constantly year in and year out advocated and fought for its right - understandingly and consciously - by means of the written, freely disseminated record of accomplishment or in the language of production, by means of statistics or progress records - to increase the measure of service which its several groups of industries may render to the public.

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This year through the fortunate entrance into our Government of a large and understanding personality, your officials believed for a time that the battle for the privilege of making available to consumers as well as to ourselves the figures representing the current and aggregate annual production and volume distribution of our several industries had been won. But instead, the issue is only fairly joined. As to the outcome, there can be no doubt. I believe the fight will be won this very year and let none forget when it is all over that our debt will chiefly be to that great American beloved and revered in the hearts of all of us, Herbert Hoover.

In this connection, I wish again to call attention to the Department of Commerce under Mr. Hoover as an instrumentality for the use of our industries. This potential will be made apparent I believe in ever increasing measure. This department of our Government is in a large measure a department which grew out of initiative on the part of the National Paint, Oil and Varnish Association. Now that it is under such competent leadership, it would seem to be the time for us to make it of maximum use. The department early set itself to consider practicable methods ^{for} ~~in~~ the

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elimination of wastes incident to those of our industries afflicted with seasonal consumption of product. Such wastes are not only expensive in the extreme from the standpoint of our corporations, but they bear much more heavily upon labor. The proper development of statistics will ultimately result in greater availability of credit, thereby tending to flatten out the curves and valleys of our production; but elimination of non-productive periods due to seasonal activities will be found in the final analysis to be possible by reason of the development of our export business. To this and Mr. Hoover has only just completed ^a ~~the~~ thorough-going reorganization of the Bureau of Foreign and Domestic Commerce, which is at the disposal of every member of this Association. The opportunity is there for each of us. That this department recognizes our industries as being representative and fundamental in our national activities is indicated by the fact that several times within the last year your officers and members of our Association have been called to Washington for conference and advice on National questions.

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Our industries were quick to perceive the requirements of the period immediately following the war inflation. We may all be proud of the thorough going, orderly liquidation of the industries comprising our Association. The punishment accepted by our corporations in the collapse of values in the autumn of 1920 was most severe and costly. The measures taken to relieve the distress due to unemployment which followed the practical stoppage of production for several months was of an individual character and might easily have been more effective had some sort of collective action been pursued.

I recommend that steps be taken to provide for such collective action in future emergencies of our own, but particularly do I recommend consideration of the extent to which our industry may be utilized by society as a whole in alleviating unemployment conditions as they may from time to time arise. The possibilities in this direction are rather strikingly illustrated by the prompt action of one of our new Clubs following the publication by the President's Unemployment Commission of emergency recommendations.

I congratulate the Savannah, Georgia, Paint Club upon its initiative

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in this respect. It immediately requested the Mayor of Savannah to issue a proclamation to the citizens of Savannah urging them - as a measure of relief to starving labor - to give employment by painting and cleaning every property in Savannah. In this action the Savannah Paint Club displayed leadership of the highest quality in that they served their city and they served their industry. Incidentally, this constructive action illustrated the power of a great idea as applied to a field hitherto untouched, and it constitutes another tribute to the genius of Allen W. Clark of St. Louis.

The coming year will probably witness renewed activity in the several states in the consideration of legislation affecting our industries. During the year now closing efforts of union labor to make illegal the use of instruments necessary and desirable for the successful development of our business and the old, old effort to prescribe what pure paint is also was renewed in several states. The state of North Carolina passed a law requiring formula labeling and stamp taxes upon the products of our industry sold within that state. Foreign interests are moving to secure the legal prohibition of the use of white lead in paint and union labor in America has not

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refrained from interesting itself in this move.

We are not here concerned as to the origin of this proposal, although it may be remarked in passing that it originated in a country whose natural resources do not include lead, and that from this fact many of us interpret the movement purely as an economic offensive. The spirit of American business ethics is well illustrated in the paint industry. We operate in the consciousness of responsibility to give to the public which we serve paint products which will most effectually meet the needs of painting requirements. The American paint industry will continue so to function and in so doing it will use white lead, zinc oxide, lithopone, titanium oxide, or any other pigment best calculated to meet the requirements of the public. We deny the existence of any one pigment containing all the necessary functions of good paint. We recognize each of the basic white pigments as having functions desirable and necessary. The prohibition of the use of white lead in painting would constitute a calamity to our paint industries; this from the standpoint of national economics and from the standpoint of our ability properly

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industry, but would be destructive of a fundamental industry in which America leads the world, namely, the mining and smelting of lead and ^{silver} ~~sulphur~~; an industry which employs hundreds of thousands of men, uses hundreds of millions of capital, and all ^{to be ~~extinguished~~} by means of a propaganda as insidious and evil as anything that ever originated in the cabinet of the erstwhile German war lord.

The human emotion factor sought to be used by these propagandists is the allegation that painters habitually using white lead die prematurely, in great number, from the alleged poisonous effects of white lead. A complete answer to this is to be found in the statistics of our great American life insurance corporations. These statistics enable these life insurance companies to accept risks upon the lives of journeymen painters without any discrimination whatever. I recommend careful consideration and appropriate action on this subject.

Therefore it appears that our Legislative Committee will be called upon for tireless vigilance and considerable traveling in order to place before legislative bodies, who may be considering laws affecting our industries, the full facts to the end that no

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pernicious laws may be placed upon the statute books.

I recommend that provision now be made to take care of these eventualities.

The scope of the activities of the National Association has been a revelation to me. I am sure that a better understanding of our facilities for accomplishment or of getting information would lead to a very much larger use of such facilities by the members of our Association. Local clubs should maintain the closest possible liaison with National Association headquarters. The same is true of Committee Chairmen who might to the advantage of the several interests covered by the several committees make quarterly reports for publication, many of which would be of such importance as to be included in the Association's Bulletin.

The Association has closed another year of gratifying growth; five (5) new Clubs were admitted to the roster of membership - four (4) of these in the southeastern section, and already betterment of trade conditions in the sections organized is reported.

I shall refrain from further detailed account because as is customary, our able Secretary will give us the benefit of complete

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details. The zeal, efficiency, interest and devotion of our Secretary is beyond all praise. I cannot close my report without thanking him as well as all the other officers and committeemen of the Association for their fine, enthusiastic and continuous cooperation. Especially am I proud of and indebted to our trade members. Like the minute-men of old, they are always quick and ardent to defend us from attack and to advocate all measures in the forwarding of our interests. Nor can I close without taking one brief look into the future - at least as far as 1922 - with a reference to the unification of the efforts of all of us to make 1922 IN FACT THE GREATEST PAINT AND VARNISH YEAR; a commendable and a great idea from the minds of that devoted little group of paint men, composing the advisory committee of the "save the surface" campaign, headed by Ernest T. Trigg, of Philadelphia. I welcome the ladies. While upon them the essential movement, of such a noble cause to make the year 1922 a monument of service rendered to the society of our time by the paint, oil and varnish industries. Let none restrain this enthusiasm in this movement. Our industry is unique in that none of their inspiration at this convention.

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the commodities of its manufacture are indispensable if property, the result of human labor, is to be conserved; use of its products constitutes the highest form indeed - the very essence of economy.

Your chairman expresses his conviction that the problems before us for consideration at this convention, the decisions necessary to be reached in respect to these problems, are so vitally important and so far reaching as to require the concentrated study and most careful consideration of every member. I therefore take the liberty of making a special request of every delegate that he fully meet and discharge his responsibility by attending all the meetings, arriving promptly at the designated time. Every session will be called to order and proceedings started at the designated time.

No longer do we perfunctorily welcome the ladies. While upon them the responsibility of the franchise has only been recently imposed, their responsibilities in our Association are of long standing. Not only shall we value the pleasant comradeship which their presence brings to us, but we shall more highly value the contribution of their inspiration at this convention.

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The entertainment committee has provided entertainment for the free periods, but their provision has been with special reference to the ladies; and let me say that this convention is under greater obligation to no one more than to Mr. Harry J. Schnell and his associates on the entertainment committee for the forethought, time and labor put in by them in planning what I believe will be the pleasantest convention in the history of the Association.

Our house is clean and in order. Our products are meet for service. Never have they been offered to the public at comparable, economic values, and if incidentally, we as industrialists achieve greatly as a result of the extreme effort we shall put forth to secure the largest volume of distribution in the history of our industry, who can say that we have failed in any respect to give expression to the highest aspirations of which engagement in the arts and sciences is capable.