

WHITE LEAD PROMOTION PROGRAM

LEAD INDUSTRIES ASSOCIATION

Greybar Building, 420 Lexington Avenue
New York, N. Y.

January 18, 1941.

BULLETIN NO. 32

REPORT OF T. L. FRASER

To Members Supporting the White
Lead Promotion Program:

Enclosed is a summary of W. L. Fraser's reports
to us which cover the period of November 22 to December 31,
1940, and concludes the series of reports we have made cover-
ing his activities for the year 1940.

Very truly yours,

J. W. Johnson
Secretary.



LEAD INDUSTRIES ASSOCIATION

480 LEXINGTON AVENUE

NEW YORK, N. Y.

Report of W. L. Frasse
Nov. 22 to Dec. 31, 1940.COLORADO

Denver, Colo.

December 11, 1940. I attended the thirtieth annual convention of the Western Tri-State Council of Painting and Decorating Contractors. I just can not see the lead companies spending any great amount of money with this organization. I have attended only a few of their conventions. It looks as if all this organization is looking for is to have someone give them something. The organization as a whole has only 3,000 members and at no time have I heard or seen anything constructive brought up at one of their meetings. It is generally that some certain person wants a lot of back patting. Knowing a number of the contractors as I do, I was well received. Immediately some of the men started a move to get me on the program. Everything ran smoothly until they ran into Henry Alfama. Knowing Henry for a number of years, he agreed until he found I was connected with the Lead Industries Association and then he put thumbs down. He came to me and said the reason was because the Association had refused to become National associate members of their organization and had in no way contributed to their organization. He said it wouldn't do to have me introduced to the convention in view of my connection with the Lead Industries Association so I told him to drop the whole thing. I got busy at once working on the contractors, selling them on white lead. I was able to get as many as twelve to fourteen in my room at a time and talk white lead to them. When Henry Alfama saw what I was doing, he came to me and asked me to go on the platform, but he sandwiched me in between eight speakers which caused me to limit my talk to a great extent. I was introduced as the "one man who was a friend of the painters and the painting trade" and spoke about twenty minutes.

I am not sorry that I attended this convention but hope I won't have to attend very many more of them. There were at least 125 or 135 registered, of whom about 65 per cent were material men.

ILLINOIS

Belleville, Ill.

November 17, 1940. During the day, I made a number of calls on contractors. That night I attended the union meeting. This town is about 80 per cent organized, both contractors and journeymen belonging to the local. I was introduced by an old friend of mine. This was a fine bunch of men with whom to talk, as most of them are very good craftsmen. I talked for about forty minutes. After the meeting, most of the boys stayed and we talked about paint. I was fortunate as this was a special meeting and everyone attended except three.

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Report of W.L.P. 1940

ILLINOIS

(Continued)

Duquoin, Ill.

November 27, 1940. I did not go to Duquoin for the purpose of calling on the Union as much as for the purpose of seeing some of the leading contractors. I also wanted to see if they were still using white lead on the hospital as I succeeded in having them change to white lead early this spring. I also wanted to look at several jobs that had been done with white lead. I found most of the boys still busy and everyone thinks there will be a nice lot of work this winter.

Marion, Ill.

November 28, 1940. Here I attended the Painters Local Union meeting and found all the boys busy and looking forward to a lot of work. The Ring Construction Company just started work on the new \$3,000,000 U. S. Veterans Hospital. The specifications on this job are favorable to white lead. The painting contract has not been let but you can rest assured it will be let to a cheap outfit because the Ring Company is not a general contractor but more or less brokers. I was given the floor at the union meeting and talked about 40 minutes. This is a fine bunch of men and I spent considerable time after the meeting talking white lead to a dozen or more of the boys. There were 21 present.

KANSASLawton, Kan.

December 11, 1940. I called on Mr. Burchette who has charge of the painting at Camp Funston for the Defense Program. Mr. Burchette is foreman painter for the Lawton Construction Company of Muskogee, Okla. This firm has the building contract but do all their own painting and always have. One does not have to talk white lead to them.

MISSOURIBennett Springs, Mo.

December 11, 1940. This place has become an outstanding fishing resort and there are a number of new jobs coming up. I had the pleasure of talking to the man in charge of this resort and towards spring there should be a little business.

Cape Girardeau, Mo.

November 14, 1940. I made some very good contacts here.

Report of W.L. France

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MISSOURI
(Continued)

Carthage, Mo.

December 17, 1940. This city is about in the same condition as Joplin. Just visited with some of the local boys.

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Joplin, Mo.

December 18, 1940. Everyone is working and laying plans for work this winter and quite a lot this spring.

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Kansas City, Mo.

December 14, 1940. While here I attended the Painters District Council which is composed of 11 different local unions of the trade. This was my first visit there since coming with the Association. I was given a wonderful greeting. I was given the floor and talked about 30 minutes. This city has a lot of work coming up. A number of the boys have been sent to Camp Funston and with all the other government work now under construction, there will be a shortage of painters this spring.

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December 18-21, 1940. Not having a car at this time made it more or less difficult to get around but at that I did not lose any time. I called on a number of the contractors as well as the Superintendent of the School Board of Kansas City, Kansas, Mr. Charles Salzman, whom I have known for a great many years. I made some samples with white lead for him some three years ago and they have been using lead for the past two years and will use it again this year. They use it entirely on their interior wall work and are having wonderful luck.

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Moberly, Mo.

December 17, 1940. I visited with a number of the boys. Work is somewhat slow here but no one seems to be down-hearted as they are all looking forward to considerable work coming up in the near future.

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Hawthorn, Mo.

December 31, 1940. I stopped here and had a visit with Mr. Myers. As you know how this material will be bought, I don't think I did any harm by making this visit. There has been a new Painters Local Union formed with about 18 members, getting ready for the new Army Camp, but there will also be a lot of new privately owned work done in these small towns in the near future. I visited with the ring leaders of the unions.

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Report of Mr. W. L. France

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MISSOURI
(Continued)

Poplar Bluff, Mo.

November 25, 1940. Making myself known to the owner of the leading hotel, which the Manager of the Mojave Hotel in Little Rock, Ark. had requested me to do, he informed me that he had seen the white lead job in the Little Rock hotel and was now having the entire interior of his hotel painted with white lead, and had also started to redecorate his hotel at Sackton, Mo.

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Holla, Mo.

December 21, 1940. This is where the Army is building their new camp and these small towns around here are really going to boom. It is the biggest boom that ever hit this part of the state and I am looking forward to a lot of building. Mr. Myers has been made First Assistant Purchasing Agent for the Government on this new camp, but I found out that his office has been moved to Newburg, Mo., and that all the agents were in Kansas City for a few days instruction on buying.

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Springfield, Mo.

November 22, 1940. This is one of the best paint towns in this section of the country. There have been a lot of new homes built in the past few years. On my last trip here, I promised the boys that I would help them set up their new agreement for the coming year, which I did, meeting with some of the leading contractors as well as the boys from the Local Union.

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