

WHEREAS, Experience has taught the manufacturers of lead and paints that the use of white lead under proper conditions is not detrimental to health; therefore, be it

RESOLVED, That the National Paint, Oil and Varnish Association, in convention at Atlantic City, October 21-27, 1921, go on record as being opposed to any prohibition against the use of white lead, or against prohibiting lead in any form when manufactured and used under sanitary conditions.

The secretary of this Association is instructed to send a copy of this resolution to the International Labor Conference.

RESOLVED, That the National Paint, Oil and Varnish Association, in convention assembled, at Atlantic City, October, 1921, favor the adoption of Bill No. 848, introduced by Senator James E. Watson, of Indiana, and the bill in the House which reads identical, known as Bill No. 2894, introduced by Congressman Julius Kahn, of California, which proposes to amend Section 22 of the Interstate Commerce Act by permitting the issuance of interchangeable mileage tickets on railroads to be sold at the rate of 2½ cents a mile, and urge upon Congress to pass these bills.

The secretary of this Association is instructed to send a copy of this resolution to Senator James E. Watson and Congressman Julius Kahn, and the proper committees in Congress.

The Chicago Club presented the following resolution, which, after a slight amendment was made, was adopted:

WHEREAS, The manufacturers and jobbers represented in this organization have made an earnest effort to meet the great popular demand for lower prices and have offered to the dealers of the country mixed paints at large discounts from previous prices, reducing their own profits to a minimum; and

WHEREAS, A certain proportion of the retail dealers of the country apparently not appreciating the importance of the effect on the general public and the actual loss due to restricted future trade have maintained their prices at war-time rates; now, therefore, be it hereby

RESOLVED, That the National Paint, Oil and Varnish Association, in convention assembled, urges on its members to endeavor in all proper ways through their regular trade representatives to induce these retailers to share in the lowering of prices for the benefit of the general public and help bring about better business relations and future conditions in the trade, and that dealers be urged to advertise their reduced prices in show windows and other ways.

WHEREAS, We believe in the importance of full and free discussion at our conventions as the best means of educating our members in important matters affecting the interest of the trade and arriving at the most satisfactory conclusions for all concerned; and

WHEREAS, It has been the custom of the Board of Directors to select and report the resolutions submitted by the various clubs through the secretary, practically without comment; now, therefore, be it hereby

RESOLVED, That the National Paint, Oil and Varnish Association, in convention assembled, requests that hereafter each resolution submitted by the board to the members be formally presented by a member of the board with a brief statement of the reasons for or against its adoption with a view to stimulating discussion and arousing a greater personal interest among the members of the association at large.

WHEREAS, The committee of local arbitration of this club has been found very useful in settling differences between different groups of members; and

WHEREAS, There are some questions of disputed territory between the different clubs which occasionally lead to misunderstandings and differences not for the best interests of the business; now, therefore, be it

RESOLVED, That the National Paint, Oil and Varnish Association, in convention assembled, believes that it would be highly desirable if an understanding could be reached on such matters between the Arbitration Committees of the different clubs in each zone and would suggest that the vice-presidents of the different zones call conferences of the various committees for this purpose.

WHEREAS, There is an apparent tendency on the part of many state legislators to use their leisure moments in devising new and horrible methods of annoying the paint trade by legislation which is not only comparatively useless to their constituency and the general public, but also necessarily adds to the expense of paint and hence discourages its general use; and

WHEREAS, The only method of meeting this difficulty is by educating the legislators and having some properly qualified representative to do this when the legislation is first proposed; and

WHEREAS, The members of the local paint clubs should be the best posted men on the subject of proposed paint legislation in their own state; now, therefore, be it hereby

RESOLVED, By the National Paint, Oil and Varnish Association, in convention assembled, that the suggestion to the different clubs which are members of this Association that standing committees on legislation be appointed regularly in each club, whose duty it shall be to maintain bureaus of information to the secretary of the National Paint, Oil and Varnish Association of all such proposed legislation at the earliest possible moment.

A vote of thanks was tendered to the Mayor of Atlantic City, Rev. P. J. Petrie, H. J. [unclear] Committee;

Trade to Mankind." The paper entitled "Timely Suggestions to Make 1922 the Greatest Paint and Varnish Year," submitted by Gilbert Little, of Atlanta, was awarded the third prize. (These papers, which were read by Frank P. Cheesman, will be printed in a subsequent issue.—Editor.)

The following resolution, presented by the Buffalo Club, was referred to the incoming Board of Directors:

RESOLVED, That the National Paint, Oil and Varnish Association views with alarm the interference with shipments of Tung oil by Chinese rebels and consequent danger of serious disturbance to our industry; we therefore

RESOLVE, That the Department of State of the United States be urged to facilitate by all diplomatic means the production and movement of this oil destined to our ports, and that a copy of this resolution be sent to the Secretary of State and the Secretary of Commerce.

J. Sibley Felton, President, Philadelphia Club, moved that the Secretary be instructed to send greetings and hearty good wishes to F. T. Glidden, William Waterall and other ex-Presidents who were unable to be present. Carried.

The committee, consisting of H. S. Chatfield, chairman; Allen W. Clark and J. B. Keister, appointed to consider the President's annual address, which had been approved by the Board of Directors, reported that they considered the report the most concrete and statesmanlike one ever submitted to the Association. The committee concurred in all of the recommendations made therein, particularly the one referring to the proposed prohibition of the use of white lead and suggested that the President's views be transmitted to the Geneva Conference.

The following resolution was adopted and carried to the Geneva Conference:

The National Paint, Oil and Varnish Association, assembled in its annual convention, today unanimously directed its Secretary to transmit to your Conference its earnest protest against the proposal to prohibit the use of white lead in painting.

The Nominating Committee made its final report, selecting the following candidates for the ensuing year, all of whom were elected when the Secretary cast a ballot. The committee favored Colorado Springs as the place for the 1922 meeting, but in view of conditions in business, left the final selection in the hands of the incoming Executive Committee:

President: Ernest T. Trigg, Philadelphia; Zone Vice-Presidents: Eastern Zone—March G. Bennett, Boston; Southern Zone—R. S. Wessels, Atlanta; Central Zone—R. V. Thomas, Chicago; Western Zone—F. M. Brininstool, Los Angeles; Canadian Zone—George Henderson, Montreal; Treasurer: D. E. Breinig, New York; Board of Directors: Atlanta—S. L. Rhorer; Baltimore—Leon S. Harline; Birmingham—W. A. Currie; Buffalo—A. D. Graves; Central New York—F. P. Collins; Chattanooga—K. Y. Benson; Chicago—Frank L. Sulzberger; Cincinnati—W. H. Crawford; Cleveland—Guv S. Gardner; Colorado—Frank A. Traylor; Columbus—L. E. Wemple; Dallas—T. S. DeForest; Dayton—John G. Lowe; Detroit—H. S. Boutell; Duluth—Frank R. Beaty; Fort Worth—C. A. Bennett; Houston—H. J. Kuhn; Indianapolis—F. W. Gunkle; Jacksonville—J. H. Gay; Kansas City—Ferdinand Hauck; Los Angeles—F. M. Brininstool; Louisville—J. F. Kurfees; Memphis—Finley Calhoun; Milwaukee—G. W. Patek; Minneapolis—St. Paul—J. W. Daniels; Nebraska—T. F. Coleman; New England—F. W. Nutting; New Orleans—A. Dousson; New York—W. E. Harmon; Philadelphia—Howard Waterall; Pittsburgh—R. F. Rainey; Portland, Maine—L. M. Forbes; Portland, Oregon—R. D. Timms; Richmond—R. McC. Bullington; Rochester—W. C. [unclear]; St. Louis—



ERNEST T. TRIGG

When Ernest T. Trigg went to Atlantic City purpose of presenting to members a carefully paper entitled "A Great Industry Realizing It tunity," he never for a moment believed that return to Philadelphia with the highest honor the gift of the National Paint, Oil and Varnish Association. He became the logical candidate for dency when the committee sought a leader of and energy—a man whom all members could, their efforts to "Make 1922 the Greatest Paint Varnish Year." A man is judged by his record with Mr. Trigg's record in mind the committee, the value of its selection. Inexhaustible energy, resourcefulness and thoroughness, coupled with and an innate capacity for visualizing and foreseeing their sequence are his outstanding teristics.

He was born on a farm near Aurora, Ill., and is therefore forty-four years of age. He removed to Chicago, where he received his He left school when he was fifteen to enter of the late E. H. Haines as a manufacturer with whom he remained about three years, with the Heath & Milligan Mfg. Co. in 1897 years later was made general manager of known paint house. In 1908, he came to P assuming the position of sales manager of & Co., and a short time later he was president and general manager, which office retains.

Endowed with a mind of the unrelenting, sooner accomplishes one task than he is seek other outlets for his energy. It was not surprising to find Mr. Trigg taking interest in the rehabilitated Philadelphia Commerce. For two years he was president organization and is at present chairman of trial Relations Committee—a committee endeavors to foster amicable relations between and employees. He was a member of the tries Board and has been active in the Chamber of Commerce, U. S. A., of which director and chairman of its Industrial Committee. He is president of the National Construction Industries and is one of the sentatives on the Directorate of the Philadelphia Transit Company. He is at present the member of the Permanent Committee of appointed by Secretary of Commerce He was for two years president of the Paint, Oil and Varnish Club, and during as the chief executive of the Paint Manufacturers of the United States. He is chair Advisory Committee, "Save the Surface" it is due to the farsightedness of Mr. T habits of an entire nation are to be changed they will be after the public vinced that paint is a necessity rather. He is a member of the Manufacturers' C League and the Overbrook Golf Club, fers to spend what little leisure he has cows and chickens on his Malvern farm roam over the golf links. The National and Varnish Association has chosen a and is to be congratulated on the wisdom selection.

George L. Gould, who was pre-

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Paint Legislation Again

Virginia has once more broken out with a paint law, sponsored by the State Hardware Association and backed by a petition signed by some 600 members of that association.

Since its first introduction it has been amended and reamended so that it has been hard to keep track of its metamorphoses, but, at last accounts seems to be the familiar formula labeling bill, with its provisions restricted to house paints, paste paints (not colors in oil) and similar materials.

In this form it was found acceptable by the Richmond Paint, Oil and Varnish Club, which seems to have been "frightened stiff" over the situation.

Meanwhile, in the Hardware Association itself a backfire has been started by some of the wiser members who recently sent the following letter to all their fellow-members over their joint signatures:

Charlottesville, Va.,
February 9, 1922.

SENATE BILL No. 159, KNOWN AS THE "PURE PAINT LAW," NOW PENDING BEFORE THE VIRGINIA LEGISLATURE.

We, the undersigned hardware and paint dealers and members of the Virginia Retail Hardware Association, are opposed to this bill for the reasons hereinafter given and urge our representatives and friends in the Legislature, as well as dealers and consumers throughout the State, to spare no effort to DEFEAT this bill.

We are aware of the fact that Mr. Thomas B. Howell, secretary of Virginia Retail Hardware Association, and Messrs. Fulton & Wicker has sponsored this bill, and that Mr. Howell, in his official capacity, has secured endorsements of it in the form of a postal prepared by himself and self-addressed and asking the members of the Hardware Association to sign at once and return to him. It was MOST NATURAL for them to do this without taking time to digest it. They knew that Mr. Howell's intentions were good and probably never dreamed that he had fallen into the error he has done.

We not only do not object to any fair law which will be beneficial to the public, but will do all in our power to help frame one. This one should be defeated like its predecessors of a similar nature have been defeated several times before, notably in 1916 when such high class men as Senators Kenneth N. Gilpin, Geo. L. Browning and the late S. M. Page and a number of others put themselves to much trouble to help kill it.

We object to this bill—
First.—Because it subjects the innocent dealer to heavy fine and even imprisonment if

paint, turpentine, oil, etc., which is not strictly pure, or incorrectly labeled, or with letters of a wrong size or on paper of a wrong color. Such a requirement would be unjust in the extreme, for it is admitted that the catalogue houses and irresponsible manufacturers outside the State CANNOT BE REACHED under this law, but could continue to do as they are now doing. Even if the guilty party could be reached, which would be rarely, if ever, done, it would surely be a glaring wrong to make an innocent one a joint criminal with him.

Second.—This law does not restrain any irresponsible or deceptive painter, for he can adulterate the very best class of goods and apply them at such a time that he could not be detected. It lays the foundation for him to claim that the goods were sold him in adulterated form and to cause endless controversies. For example, suppose he were sold turpentine substitute as a turpentine substitute and afterwards claimed it was sold him as pure turpentine.

Third.—This law would necessarily INCREASE PRICES. It would narrow down competition and the tax and red tape incident to its enforcement would necessarily be reflected in each one's costs and no one would be benefited but the schemer who could not be reached and would continue to flood the country with worthless goods, reaping a harvest, while the already burdened merchant within the State would suffer. Is this any time for piling prices on the customer?

There are other objections, but these are enough. Let your representative know that you want the bill killed and ask Mr. Howell to acknowledge the mistake, for it was a mistake and withdraw his support of the bill.

Charlottesville Hardware Company, Inc.,
J. Edwin Wood Co., Charlottesville, Va.
R. F. Harris & Co., Charlottesville, Va.

What effect this letter may have is at present unknown, but we do know that the reasoning is sound.

Just why, how, or by whom the Virginia dealers were persuaded to attempt "hari kari" we have no means of guessing; but that is what it amounts to for them. That painters should advocate and back such measures is quite understandable, but that dealers should fall into the trap is incomprehensible. Perhaps, after they wake up they will find that they have been sitting on the wrong end of the limb while plying the saw!

Any honest man may advocate a law such as that of Massachusetts, Illinois, Pennsylvania, Ohio, Georgia and Colorado, penalizing misbranding and misrepresentation and requiring a statement of net weight or measure and a responsible name and address on the package, whether of paint or of any other commodity. Such a law, if enforced, protects the public against fraud and enables him to buy what he wants or thinks he wants; but laws that go beyond that limit simply facilitate the task of the hot-air salesman and instill in the public a false sense of security.

The formula on the can may mean something to the man who knows what it means, but of itself it certainly does not mean either good paint or bad paint; and from the point of view of public service, it is vicious in that it sets up a false and misleading standard.

Formula laws are now on the statute books of North Dakota, South Dakota, Minnesota, Nebraska, Iowa, Wyoming and Mississippi. In the last named two states they are new, in the rest, of eight or more years standing. In some of them they are enforced. In some of them they are spasmodically enforced. In none of them are they strictly enforced. A law unenforced is infinitely

had these laws been enforced there would have been only one kind of paint available in the states concerned, and this one kind of paint would have afforded but little comfort to the dealer.

In those states, as soon as the laws were safely on the statute books the wide-awake salesmen promptly began to liven the business by carrying their competitors' formulas in their pockets and pointing out the superiority of their own. It was no longer a question of service or reputation or quality, but simply a matter of composition without regard to workmanship or technical experience. Then was there and then will there always be, in like circumstances, weeping and wailing and gnashing of teeth for those dealers who happened not to be the agents of the preferred formulas.

The weak point in the paint industry is the distributive machinery. Between the manufacturer and the consumer stand the salesman, the jobber, the retailer, and often also, the painter, each of whom requires his modicum of lubrication that the machine may function. Between the maker of lead in oil and the consumer stands only the painter (the dealer doesn't count because if he doesn't keep and sell the commodity at the right price, the painter will buy direct). Between the mail order house and the consumer stands only the printed catalogue.

In the year of our Lord, 1921, it cost the consumer less than \$2.00 to make a gallon of lead and oil paint (not counting his labor), while the dealer sold him high-grade prepared paint at from \$3.50 to \$4.00. And now, in Virginia behold him backing a measure that, whatever else it may do, must inevitably increase the cost of prepared paint. There may be logic in it, but the logic is not apparent to a plain outsider.

Painters back such measures for reasons well understood by themselves and by those who know the painting business. Anything that hampers or retards the prepared paint industry is clear gain to them—for the present.

Finally a state paint law is not merely a law unto itself. "Behold how great a forest a little fire kindleth." North Dakota is sire to all the rest of the brood, some of which, if closely examined, would show the bar sinister. We confidently predict that if this Virginia bill becomes a law, even in its mildest form, it will promptly prove as prolific as a guinea pig and that its progeny will bear little resemblance to their mother. Any manufacturer who, from mistaken motives of self-interest, may now contemplate this measure with complacency will find that he has been indulging in day-dreams in close proximity to a hornet's nest.

U. S. Senator W. S. Kenyon of Iowa, author of the Kenyon paint bill, now pending in the Senate, has been appointed a Federal Judge, U. S. Circuit Court of Appeals, Eighth District, by President Harding. The appointment on the Federal bench has long been the Senator's ambition and was made by President Harding as soon as the vacancy occurred. It is predicted that the ultimate failure of the "Agricultural bloc," of which Kenyon was the virtual leader, will soon follow.