



A meeting of the Managers was held in Buffalo, November 28-29, 1967, the following being present:

Mr. Anderson	Mr. Lunden
Mr. Beckman	Mr. Lutz
Mr. Brewster	Mr. Maycock
Mr. Brown	Mr. Mehrhof
Mr. Dilsner	Mr. Meidinger
Mr. Fischer	Mr. Morgan
Mr. Fisher	Mr. Murphy
Mr. Groff	Mr. Rhode
Mr. Harshfield	Mr. Ringle
Mr. Heindl	Mr. Saunders
Mr. Hromadka	Mr. Schmitt
Mr. Hubbard	Mr. Schroeder
Mr. Huettel	Mr. Slauter, Jr.
Mr. Kellaway	Mr. Solly
Mr. Kessler	Mr. Wilkinson
Mr. LeVe	Mr. Willis

Mr. Hardy - Secretary of the Meeting

(Minute 67-52 through 67-90)

67-52 REVIEW OF PRODUCTION

Resins

Supply is good, and price is firm. Phenol remains in short supply because of military demands. Phthalic Anhydride is firm at .14 and the demand still exceeds the supply.

Pigments

Prices are firm, and deliveries are good.

Glycerine

Glycerine is in short supply and on allocation. Prices recently advanced to \$.2575 per pound; our billing cost is \$.2499 per pound.

Containers

Tin cans advanced 3 per cent on October 16, 1967. Steel container prices are firm. Carton prices will advance 3 per cent on January 1, 1968.

Tung Oil

Supply is good; price hit record low. However, due to a recent 50,000,000 pound foreign purchase, the price advanced to \$.1443 per pound (up .012) and is expected to level off around this figure. Our current billing cost is \$.2049 per pound (down .05).

Soybean Oil

Supply is ample. Current market price is \$.1025 per pound (down .016). Our billing cost is \$.1541 per pound.

Linseed Oil

Prices remain steady at \$.1435 per pound, Buffalo (up .010 from June). Our current billing cost is \$.1364 per pound (up .004).

67-53 1968 SALES MEETING

Mr. Hardy reported that it was decided by correspondence on October 23, 1967, to hold a single 1968 Sales Meeting in Buffalo. The dates will be October 28, 29 and 30, at the Parkway Inn, in Niagara Falls, New York. Firm reservations have been made and acknowledged with the Parkway Inn.

67-54 1968 PDCA CONVENTION

Mr. Hardy reported that the 1968 PDCA Convention will be held at the Marriott Inn in Atlanta, Georgia. An excellent corner booth has been reserved at a cost of \$350.00. We will use a ten foot section of our itinerant display to furnish the booth.

It was decided to display at the 1968 PDCA Convention in Atlanta, Georgia. *Arch*

57-55 1968 PWAA CONVENTION

Mr. Hardy reported that a double booth has been reserved for the 1968 PWAA Convention on November 22, 23 and 24, 1968, at the Conrad Hilton Hotel in Chicago, Illinois. The cost is \$1,120 for the two booths.

It was decided to display at the 1968 PWAA Convention.

7-56 1967 NATIONAL HOME BUILDERS CONVENTION

Mr. Hardy reported that it was decided by correspondence on July 18, 1967, not to display at the 1967 National Home Builders Convention in Chicago, Illinois.

7-57 CSI 1968 NATIONAL CONVENTION

It was decided to reserve a booth at the 1968 National CSI Convention to be held on May 27, 28 and 29, 1968, at Denver, Colorado. The rental to be between \$625 and \$665. It was further decided that a small group would man the display with the Western Division making the arrangements. No hospitality suite will be required.

Subsequently, Mr. Hardy reserved booth No. 185 at a cost of \$665.

67-58 ARCHITECTURAL MANUAL ADVERTISING ANNOUNCEMENT

It was agreed that a letter will be sent out under the signature of the President of Pratt & Lambert to the architects on our direct mail list announcing the Eleventh Edition of the Architectural Specification Manual.

67-59 VAPEX HOUSE PAINT BASE NO. 3

Mr. Harshfield reported that the laboratory had been attempting to develop a base in Vapex House Paint that would provide deep colors by machine tinting. Large amounts of colorant have, however, caused consistency changes in the tinted base. The problem has been minimized. All twenty colors chosen by the Color Committee (March 1967 Minute 67-8(f)) are stable for one month or longer after addition of machine colorants.

Mr. Harshfield recommended test marketing of the formula as Base No. 3 and that the label clearly indicate a one month limitation on package life after tinting. He suggested that labels be dated by the dealer at the time of tinting.

It was decided to proceed with the test marketing program of Base No. 3 (and the selected 20 colors) in the San Francisco Bay area. Evaluations of the progress will be supplied to the laboratory by the Western Division. If the testing program proves to be successful, the product will then be adopted.

67-60 P&L FIRE RETARDANT PAINT (INTUMESCENT TYPE) CLEAR OVERCOAT, GZ87

Mr. Ringle reported that Glidden's Latex Glaze Coat 300-C-1 Clear is intended to increase the sheen of flat paints (alkyd or latex) and also to be used as a topcoat over Glidden's block filler, Block Aid. P&L Latex Clear No. 87, GZ87, was developed as an offset for the Glidden product. Panels were displayed at the June Managers' Meeting and samples were later submitted to the Sales Divisions. The Western and Central Divisions expressed interest in GZ87 as a sealer on porous surfaces such as plaster and wallboard but were not interested in GZ87 as a clear overcoat over Z40. Rapid Seal Quick Drying Latex Wall Sealer Clear made by Phelan-Faust is sold for this purpose. GZ87 can also be used as a sealer, but neither it nor the Phelan-Faust product prevents lime burning.

In the P&L laboratory tunnel test, one coat of GZ87 over two coats of Fire Retardant Paint (Intumescent Type) raised the flame spread rating from 26 to 28. This would probably put the system in a borderline of a Class "A" category by NFPA standards.

The Waggener Paint Company reported reasonably good results when GZ87 was used over Tonetic Stain and over Vapex Flat Wall Finish, but did not indicate whether the product was needed.

The Western Division reported reasonably good results over Tonetic Stain and some streakiness and lack of gloss uniformity over Vapex Flat Wall Finish and Lyt-all Flowing Flat, but was in general not favorably impressed.

Mr. Ringle asked if interest existed in any of the areas mentioned. It was agreed that little interest existed, and that the project be abandoned.

Interest, however, was expressed in two entirely different finishes: (1) a pigmented eggshell or semi-gloss finish that can be used in a two-coat system over Z40, and (2) a clear with a "B" rating for use over stains. Fire Retardant Varnish No. 6220, M6220, is not satisfactory for the latter purpose.

67-61 AQUA-SATIN LATEX ENAMEL

A. LABORATORY REPORT

At the June, 1967 Managers' Meeting it was decided to supply samples of Aqua-Satin Latex Enamel White, GZ1126, and Light Base, GZ1121, to the Sales Divisions for evaluation. The reaction was generally favorable to the White samples but unfavorable to the Light Base samples due to consistency increase in the package, poor leveling, and cratering or foaming when rolled.

Mr. Harshfield reported that the laboratory is unable to offer a significantly improved version of Light Base, GZ1121, and that there is no encouragement for hoping that this can be accomplished in the near future.

It was decided not to adopt the Color Committee's recommendation to market the fifteen ready-mixed colors now displayed on the present interior products color card.

It was decided that the laboratory would re-evaluate the Waggener Mayfair Semi-Gloss Latex Bases before December 31, 1967. If this re-examination proves that Waggener has a solution to machine tinting, an attempt will be made to resolve the Aqua-Satin Latex problem.

B. MARKETING PROGRAM

Mr. Hardy reported that the Color Committee had agreed upon adoption of the 15 standard interior product colors. It was agreed to defer any consideration of a marketing program until problem 67-61 A is resolved.

67-62 EFFECTO ENAMEL; MUSHY CONSISTENCY FORMULA

At the December 1966 Managers' Meeting, Minute 66-90, a mushy or thixotropic type of Effecto Enamel was reported.

This has been produced and marketed by the Orange Plant since May, 1967, and customer reaction has been favorable. The only problem has been our inability to dispose of stocks of the prior formula.

The present Buffalo billing cost on the improved White is 9 cents per gallon higher than that of the present formula. The Light Base is up 8 cents per unit gallon. The Deep Base is up 8 cents per unit gallon. The Neutral Base would be up about two cents per unit gallon. Factory-made colors can be formulated and would exhibit a similar cost increase.

The laboratory recommended that Deep and Neutral Bases be added to the line made at the Orange Plant and that the test marketing area be broadened, in order to obtain production experience at other plants.

It was decided to authorize the Orange factory to make Deep and Neutral Bases of Effecto Enamel on the mushy formula. The Central Division and the laboratory will agree on the manufacture of one batch of either White or Light Base, for experimental purposes. The Buffalo factory will limit its production of all present Effecto Enamel items so as to cut down inventories and expedite a formula changeover, if we ultimately decide to adopt the mushy type formula.

The Marketing Department will survey the need for quarter pint packages.

67-63 VITRALITE ENAMEL GLOSS

The laboratory was authorized to develop mushier formulas for Vitralite Enamel Gloss White and Bases, comparable to the mushy Effecto Enamel formula. The laboratory will develop two hiding variations in the White. The hiding improvements will be evaluated in terms of cost.

67-64 VITRALITE ENAMEL EGGSHELL

A. LOWER SHEEN VERSION (DULL)

Mr. Ringle reported that the Eastern, Central, and Western Divisions are interested in extending the Vitralite line to include a dull version. The Canadian Division wishes no Vitralite item in a dull sheen but would like Cellu-Tone in a lower sheen.

The gloss ranges of existing products are listed as follows:

	<u>Initially</u>	<u>After 1 Month</u>
Vitralite Enamel White Eggshell	38-45	25-30
Cellu-Tone Satin White	35-42	21-25
Aqua-Satin Stay-White	18-22	15-20
Proposed Dull	18-22	10-15

Panels were finished with the proposed Dull and exhibited in relation to Cellu-Tone and Vitralite Eggshell.

The Buffalo billing cost of the proposed Vitralite White Dull is \$2.25 per gallon. The White and Light Base cost about the same as the corresponding items in Vitralite Eggshell.

Batches of the proposed Vitralite Enamel White Dull and Vitralite Enamel Dull Light Base will be scheduled for test marketing. Each Division is requested to order the quantity desired and then send its order to Mr. Ringle. The orders are to designate the materials as Vitralite Enamel White Dull - No. 8 and Vitralite Enamel Light Base Dull - No. 2275. Mr. Ringle will consolidate the orders before referring them to the factory.

B. MUSHY CONSISTENCY FORMULA

A spot check of Vitralite Enamel Eggshell batches manufactured during 1965 and 1966 showed that over half had lost some mushiness, although sag resistance had not suffered. Batches made since February, 1967, were released at a higher consistency in order to minimize loss of mushiness.

The laboratory has now found a better solution to the problem and recommends adoption of revised formulas for:

Vitralite Enamel Eggshell White and Black

Vitralite Enamel Eggshell Light, Deep and Neutral Bases

Vitralite Enamel Eggshell Ready-Mixed Colors

The revised formulas have been under study for an average of six months and show a decidedly better viscosity and luster stability. The revised formulas have the same initial gloss, appearance, washability and durability as the current formulas. A panel was exhibited to show a comparison between the regular and proposed formulas. The proposed formulas cost less than the current formulas by the following amounts:

White - 5 cents per U.S. gallon

Black - 6 cents " " "

Light Base - 12 cents, Deep Base - 3 cents, Neutral Base - 3 cents (per U.S. gallon) (unit)

Ready-Mixed Colors - average 13 cents per U.S. gallon

Cost savings may vary slightly from these figures when the formulas are actually put in production. It was decided to adopt the mushy consistency formulas for Vitralite Enamel Eggshell. It was agreed not to identify labels in any special way. Goods numbers embossed on can lids will carry a different code letter so that it will be possible to differentiate between the new and current formulas.

C. PROMOTION

At the June, 1967 Managers' Meeting, Minute 67-38, it was agreed to refer this matter to the Marketing Department. No work has been undertaken because of the possibility that the sheen might be decreased to the 18 to 22 range and that the item might be renamed Vitralite Enamel Dull or Satin.

The Marketing Department would like to delay any special promotion until the laboratory determines that Vitralite Enamel Eggshell can be successfully exploited as an exterior trim enamel. Weather tests are underway and the results should be available by June.

It was decided to defer the subject until the June, 1968 Managers' Meeting.

67-65

CELLU-TONE DULL

0007-PTL-001741

At the June, 1967 Managers' Meeting, Minute 67-41, a proposal was made to market a lower sheen version of Cellu-Tone in the range of 16 to 22. Action was deferred until the laboratory developed a satisfactory latex enamel in the same sheen range.

It was decided to defer any decision on Cellu-Tone Dull until Vitralite Enamel Dull has been evaluated and we decide to adopt or not to adopt the latter.

67-66 VITRA-TILE EPOXY SATIN

The laboratory reported that the difficulty in developing a satisfactory Vitra-Tile Epoxy coating in a satin or eggshell sheen was one of maintaining a uniform sheen over eight hours of pot life. As a result of this, the laboratory was asked to develop a satin glaze coat for use over Vitra-Tile Epoxy. Epoxy Polyester Clear (7098 and Activator 6411) was subsequently developed. Samples were submitted to the Sales Divisions for evaluation, but they were not completely acceptable. Furthermore, the laboratory has reservations as to whether the glaze is sufficiently foolproof. It was agreed to authorize the laboratory to discontinue its work on a Vitra-Tile Epoxy Glaze and to concentrate future efforts in developing a Vitra-Tile Epoxy Satin.

67-67 NEUTRAL BASE COLORS

A. HIDING PROBLEM

The poor hiding of 30 of our 199 Neutral Base Machine System Colors and 8 House & Garden colors was reviewed at the June, 1967 Managers' Meeting, Minute 67-25(b). The problem exists in Vapex Flat Wall Finish, Cellu-Tone Satin, Lyt-all Flowing Flat, Vitralite Enamel Eggshell, and Effecto Enamel. The laboratory was requested to "mush up" the Neutral Bases so that thicker films could be applied and the Label Committee was asked to explore the possibility of minimizing trouble by providing tinting instructions for the primer used under Neutral Base Colors.

Since the June Meeting, only one complaint has been registered on hiding, but complaints have been registered on the low gloss of Effecto Enamel and slow drying of Vitralite Enamel Eggshell and Cellu-Tone Satin when Neutral Bases in these lines were tinted with large amounts of Machine System Colorants.

The laboratory called attention to the following: Lyt-all Double Duty Primer, Primafil, and Vitralite Enamel Undercoating labels state that the items must be tinted to the approximate color of the finish coat.

It was decided that the Label Committee would re-word primer labels where it is possible to improve the tinting instructions.

It was agreed that the laboratory would attempt to improve the hiding, gloss and drying of Effecto Enamel Neutral Base, and the drying of Vitralite Enamel Neutral Base and Cellu-Tone Satin Neutral Base.

B. MACHINE SYSTEM COLOR MATCHES

Mr. Ringle stated that machine system color matches between flats and enamels could not be brought under closer control without seriously impairing production.

C. SPECTRUM COLORS

It was decided that the laboratory could eliminate control of color strength with respect to inter-mixes of Spectrum Colors.

67-68 COMBINATION STAIN & SEALER

Laboratory attempts to produce a stain-sealer by tinting gloss varnish with Machine System Colorants for use on low grade birch doors have resulted in a streaky appearance and grain raising in a two-coat system.

It was decided that the laboratory would develop a clear base for machine tinting (to a variety of toning colors) for use under varnish in a two-coat system (both of these coats to be applied in one day).

Six quarts of the clear base will be sent to each sales office.

67-69 NOXIDE METAL PAINT FAST DRYING PRIMER RED, G35931; MANUFACTURE AND INVENTORY IN BUFFALO

Deferred to the March, 1968 Managers' Meeting.

67-70 CEILING WHITE

A. MACHINE SYSTEM FORMULA

It was decided not to change the color of the present Machine System Ceiling White.

B. CELLU-TONE SATIN AND VITRALITE ENAMEL EGGSHELL

It was decided not to adopt Ceiling White as a standard ready-mixed color in Vitralite Enamel Eggshell and Cellu-Tone Satin.

67-71 HOUSE PAINT MONEY BACK GUARANTEE CERTIFICATE

It was decided not to adopt a guarantee certificate for use in promoting all exterior house paint products.

67-72 HOUSE PAINT STUDY GROUP

A. LOW LUSTER HOUSE PAINT

At the December, 1966 Managers' Meeting, Minute 66-85, Item #7, the House Paint Study Group recommended discontinuance of Low Luster House Paint. A long-term phase-out was agreed upon. It was decided to put our efforts into Vapex House Paint because of its greater potential. It was agreed not to put Low Luster House Paint in new accounts.

The cost of settling Low Luster House Paint complaints during 1965 was \$7,457, and for 1966 \$9,617. The discontinuance date was deferred until the June, 1967 Managers' Meeting and then to the December, 1967 Managers' Meeting.

It was again agreed to phase out Low Luster House Paint over a long-range period. The discontinuance date will be discussed at either the September or December 1968 Managers' Meeting. In the meantime, Low Luster House Paint will be included in the next printing of the price list.

B. EXTERIOR RUSTIC STAIN AND REDWOOD STAIN; ALKYD FORMULA

It was decided to limit the Exterior Rustic Stain line to the following six colors:

48 Autumn Brown
59 Dark Brown
67 Mohave Brown
65 Acacia Green
58 Silver Gray
64 Redwood

The remaining colors will be phased out gradually. The trade will be notified in December, 1967, that the colors will no longer be available when stocks are exhausted. The present color card will be continued until stocks of the discontinued colors are exhausted. P&L Redwood Stain and 64 Redwood will be converted to the alkyd formula. It was agreed that the price for the alkyd formula of the two Redwood Stains will be the same as that of the present higher price group of Exterior Rustic Stains; namely, \$3.51 per gallon (Dealer Confidential). The label copy on the two Redwood Stains will be changed to conform with copy on the Penetrating Rustic Stain label. Factories will begin manufacture of the alkyd formula immediately, but shipments will be delayed until a new price list is distributed.

In Canada, all Exterior Rustic Stain Colors will be discontinued at once.

C. BARN & ROOF PAINT AND BARN & FENCE PAINT

The laboratory has formulated three latex Farm & Ranch Paint colors to replace the present oil base Barn & Roof Paint and Barn & Fence Paint White. Samples have been sent to all Sales Divisions for evaluation.

It was decided to adopt Farm & Ranch Paint White (GZ1130), Hereford Red (GZ353), and Gray (GZ7133) as standard listed items subject to approval of the products by the Sales Divisions.

Costs have been determined. Prices will be established by correspondence.

D. HOUSE PAINT LITERATURE

It was decided to produce a house paint brochure similar to "Which White Is Right?", produced several years ago, at an estimated cost of about \$2,800. The subject matter will guide the user in selecting the proper white paint and the right tools for his job. It will also provide hints on application.

There will be no reference to Low Luster House Paint in the new brochure.

67-73 "38" PALE TRIM VARNISH; NAME CHANGE

Deferred to the March, 1968 Managers' Meeting.

67-74 VAPEX WALL PRIMER; NAME CHANGE

It was decided not to change the name of this item now, but to consider a name change when the next edition of the Architectural Specification Manual is produced.

The laboratory will determine if it is possible to modify Vapex Wall Primer so Vapex Flat Wall Finish can be applied over it, without sacrificing the primer's suitability as a primer under other products.

67-75 PERMALIZE HOUSE PAINT

At the June, 1967 Managers' Meeting, it was decided to adopt the name FULLCOTE for the product heretofore referred to as Enamelized House Paint (see Minute 67-27). Because of possible confliction with W. P. Fuller Company names, the Sales & Advertising Committee decided on August 16, 1967, to adopt the name PERMALIZE HOUSE PAINT, with the subhead Enamelized, as the name for this new product. The Sales Divisions concurred in this action.

It was also decided by correspondence on August 18, 1967, to establish the following prices for Permalize House Paint:

ZONE I GROUP IP

DEALER CONFIDENTIAL

ONES

4903 Chalk Resistant White	\$5.63
4975 Light Base	\$5.57
4990 Deep Base	\$5.34

67-76 SUPR 1 KOTE HOUSE PAINT

On July 12, 1967, the Sales & Advertising Committee adopted the following name for 4901 House Paint:

SUPR 1 KOTE HOUSE PAINT
BRILLIANT WHITE

The face label to carry a subhead - Enamelized.

All Sales Divisions concurred by correspondence.

On October 2, 1967, the following price for Supr 1 Kote House Paint was confirmed by the Sales Divisions as decided by correspondence:

ZONE I GROUP IP

DEALER CONFIDENTIAL

ONES

\$6.67

007-PTL-001745

A suggested retail price of \$10.50 per gallon in ones was also established.

67-77 D.O.F - DANISH OIL FINISH - PRICE

On May 24, 1967, prices for D.O.F - Danish Oil Finish were confirmed as established earlier by correspondence. The price is:

ZONE I GROUP II

DEALER CONFIDENTIAL

ONES

\$4.80

A suggested retail price of \$8.00 in ones was established.

67-78 ADD OIL PASTE PAINT WHITE; DISCONTINUANCE

U. S. factory shipments of Add Oil Paste Paint dropped from 1,675 gallons in 1962 to 522 gallons in 1966, a decrease of 1,153 gallons, or 68.8 per cent, in five years. It was decided to discontinue Add Oil Plaste Paint White as a standard listed item when stocks are exhausted. It is not to be included in the next printing of the price list.

67-79 ACID STAINS; DISCONTINUANCE

It was decided to discontinue immediately the Acid Stain line as a standard listed item and not to include it in the next printing of the price list.

67-80 MULTIPURPOSE TINTING COLOR; SQUEEZE BOTTLES AND RACK

The laboratory was requested to evaluate All-Phase Tinting Colors to determine if they have merit by comparison with Multipurpose Tinting Colors and to develop similar formulas if the All-Phase Tinting Colors are superior. It was agreed that we need improved tinting colors for use with latex paints.

Packaging in plastic bottles will be considered if the laboratory can produce the desired product.

67-81 SEAMLESS FLOORING

It was decided not to market seamless flooring under the P&L label at this time.

It was decided to permit Waggener to market its seamless flooring, made from purchased resins, under the Pal-Cote label as a special. We will continue to study the market, and we can profit from Waggener's marketing experience.

It was further decided that the laboratory would work with Pierce & Stevens in an exchange of ideas on seamless flooring after the merger is consummated.

67-82 COLOR CENTER; REPLACEMENT WINGS AND PAGES

It was decided that the Sales Divisions would replace soiled or damaged wings and pages in Color Centers by breaking up new Centers in their inventories.

It would cost \$6,048 for a new production run of 160 each of wings and pages.

67-83 F. W. DODGE CONTRACT

It was decided to authorize the Central Sales Division to contract for Dodge Reports for 1968 at a cost of \$4,982 per year.

It was decided not to accept the F. W. Dodge offer of a free trial period of one month on a country-wide basis.

It was decided that the United Paint Company would explore with the Central Sales Division the possibility of discontinuing the F. W. Dodge service in Tennessee.

67-84 EFFECTO SPRAY ENAMEL; EVALUATION

The laboratory was authorized to investigate the possibility of developing a rust-inhibitive, lead-free spray enamel to dry to touch in 30 minutes, and to have the same general appearance as standard Effecto Enamel.

The Color Committee will meet sometime after January 1, 1968, to decide on a suitable color range for this line in the future so that the laboratory can develop specific color formulas. The Marketing Department will explore fixture and promotional possibilities. The factory will attempt to run down stocks of Effecto Spray Enamel and Oxide Spray Enamel so that inventory problems will be minimized if we change over to a new line.

It was decided to defer action on discontinuing small package sizes of regular Effecto Enamel until laboratory work is completed on Effecto Spray Enamel. At this same time, consideration will be given to the proposal to include "61" Quick Drying Enamel Gold in the Effecto Enamel line and to phase out the former.

67-85 SOLIDEX; PACKAGE STABILITY

The laboratory reported that no improvement in the package stability of Solidex could be foreseen.

67-86 ROLLER COVERS

It was decided that the laboratory would up date the latest Technical Bulletin on roller covers and specify the proper cover for various types of P&L products.

It was decided not to market roller covers.

67-87 SPORTS FIELD LINE MARKING PAINT

It was decided not to market Sports Field Line Marking Paint in one gallon containers as a standard listed item.

67-88 PAL-COTE BLOCK FILLER 1902 WHITE (GZ1128)

The laboratory reported that an improved block filler, GZ1128, had been formulated at a billing cost of 11 cents per gallon under the present Pal-Cote Block Filler and with filling properties superior to Primafil and Pal-Cote Block Filler. Favorable reports have been received from the Sales Divisions.

It was decided to adopt the new formula (GZ1128) for Pal-Cote Block Filler 1902 White, Z1902. The new formula will be coded ZA1902. The laboratory was instructed to develop an improved Primafil and, if possible, to reduce the billing cost by 26 cents a gallon.

67-89 PALGARD EPOXY CLEAR

At the June, 1967 Managers' Meeting, Minute 67-47, the Western Division proposed adoption of Epoxy Clear No. 6400 as Palgard Epoxy Clear. A decision was deferred until the laboratory could complete serviceability and exposure tests. Stair tread tests proved Epoxy Clear No. 6400 to be slightly better than "61" Floor Varnish Clear Gloss, H65, but slightly poorer than Varmor Gloss, RA10. A nine month Florida exposure test proved Epoxy Clear No. 6400 to be decidedly inferior to Vitralite UVA Spar Varnish.

It was decided not to market Epoxy Clear No. 6400 under the Palgard label as a clear finish.

67-90 MAXIMUM QUALITY LINE

The laboratory reported on its continuing effort to develop superior finishes in the following areas:

Flat Paint

Eggshell Enamel

Clear Finishes, Satin and Dull

The laboratory considers Vitralite Enamel Dull and Supr 1 Kote House Paint as maximum quality products. The thixotropic version of Effecto Enamel and Vitralite Enamel White Gloss might also be put in this same category.

APPROVED BY W. N. [Signature]