

BOARD OF OPERATORS - 1100th MEETING

June 24, 1940

Present:

A. W. Steudel
F. E. Davis
N. E. Van Stone
V. Mills
C. B. Coolidge
F. A. Stanton
G. H. Griffiths
E. C. Baldwin

Absent:

H. J. Hain
E. E. Ware
W. R. Sieplein
J. S. Prescott
T. J. McDowell

Copies To:

G. A. Martin
H. D. Whittlesey
L. F. Wolcott
K. H. Wood
C. A. Campbell
Z. E. Martin
W. M. Stuart
D. A. Kohr
W. A. Correll
P. C. Grigsby
D. A. Whittaker
L. C. deMerrall
F. Allen

8908 - REPORT ON FACTORY OPERATIONS:

Although orders for heavy liquids were less than last week, they were substantially ahead of last year. Shipments amounted to 203,000 gallons with a resulting decrease of 19,000 gallons in inventories.

Sales for the week were 14% ahead of last year and included a gain of 13% in trade sales and 20% in retail store sales.

Plants continued to operate on a forty hour week.

8909 - 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	-	" " 48 " "
Los Angeles	P&V	-	" " 40 " "
Dallas	P&V	-	" " 42 ¹ / ₂ " "
Chicago Lacquer		-	" " 40 " "
Dry Color		-	" " 40 " "
Flushed Color		-	" " 40 " "
Acme		-	" " 48 " "
Lowe Brothers Company		-	" " 40 " "
Lucas		-	" " 40 " "
Martin-Senour Company		-	" " 40 " "
Chicago White Lead		-	" " 75% capacity
Lithopone		-	" " 0% "
Tin Can		-	" " 80% "
Coffeyville Lithopone		-	" " 100% "
Loaded Zinc		-	" " 66% "
Cleveland Linseed Oil		-	" " 100% "
Cleveland Castor Oil		-	" " 100% "

8910 - INVENTORIES MAY 31st:

Mr. Stanton reported the inventory figures as under May 31:

S-W Factories and Warehouses	decreased under April	\$	675,109
" Stores	" "	"	28,920
The M-S Company	" "	"	25,225
Acme	" "	"	214,359
Lowe	" "	"	170,125
Lucas	" "	"	104,883
Lawrence	" "	"	19,480

Total decrease during May \$ 1,238,101

Compared with a year ago, there is an increase of \$2,769,646

" " August 31, 1939, the increase is \$5,480,565

8911 - PIG LEAD:

Mr. Davis reported that the price of pig lead is steady with no indication of a change in the near future.

8912 - LINSEED OIL:

The Board decided to postpone taking 20 tank cars of linseed oil due on contract until after September first so that the oil mill can be operated up till the fifteenth of August. Messrs. Davis, Mills, and Coolidge will work together to see that we have enough oil and the right kind of oil. It was pointed out that as last year there is likely to be a shortage of oil near the end of August just before the new crop is available.

8913 - CHINA WOOD OIL:

Mr. Davis reported on the China Wood oil situation and advised the Board that there is very little danger that we will not get all the oil that we need since Universal Trading Corporation has an adequate supply in New York. It is possible, however, that we may have to pay slightly more than the current market price.

8914 - PERILLA OIL:

Mr. Davis reported that we have only 5 tank cars of perilla oil so that there is no chance that we will carry over too much of it.

8915 - SOYA BEAN OIL:

It was reported that the oil mill will clean up all stock on hand before the end of the year.

8916 - DEHYDROL:

Factory consumption of Dehydrol amounted to about 75,000 pounds as compared with production of 154,000 pounds.

Mr. Davis reported that the price of raw castor has been maintained in spite of the reduced price of beans because the oil on the market was crushed from higher

cost beans. No commitment on raw castor will be made at the present time.

It was suggested that an arrangement be worked out with Devoc & Reynolds under which we will supply them with Dehydrol at a definite price rather than having them supply the raw oil for conversion.

Mr. Davis will try to find out the quantity of oil that Armstrong is buying and the price they are paying for it to see whether a deal could be worked out to supply them with their requirements of dehydrated castor.

It was decided that after July first the billing price of Dehydrol to our plants will be 12¢ F.O.B. Cleveland.

The Board asked Mr. Stanton to check sales of by-products of the process of dehydrating castor oil to determine accurately our net cost of conversion.

8917 - OIL CAKE:

It was pointed out that because of European markets being cut off, there will be an unusually large supply of oil cake in this country. Every effort will be made to get rid of any stock on hand before August 31st.

8918 - LITHARGE FOR ARSENATE OF LEAD--OAKLAND:

Mr. Davis reported that there seems to be little chance of getting a lower price on litharge from Fuller.

It was suggested however that we might take a specific tonnage at the regular differential and additional tonnage at a lower differential or that we might split purchases between Fuller and National Lead.

Mr. Steudel outlined to the Board the plan for establishing a special insecticide sales department for selling bulk consumers only which will enable us to do a large volume of business at a low cost and which will improve our competitive position.

8919 - TRUCKING ST. LOUIS TO KANSAS CITY--COOK:

Mr. Steudel advised the Board that Cook is using his own truck for shipments from Kansas City to St. Louis and return at a saving of \$900.00 a month. Mr. Sanford is making an investigation to see whether we could use our own trucks for shipments between any factory or other points.

8920 - OVERSTOCKS:

Mr. Griffiths advised the Board that District and Sales Managers are supplied each month with a list of all overstock for which they are responsible.

It was suggested that value of inventory quotas should be set up for each warehouse as a basis for measuring efficient warehouse operations.

8921 - ATTENDANCE REPORTS:

Mr. Steudel asked the Board to review attendance reports and see that tardiness is

reduced to a minimum.

8922 - SALE OF LINSEED OIL CAKE TO DUTCH GOVERNMENT:

Mr. Coolidge was requested to write Mr. Turner to see whether any claim could be made effective on the sale of linseed oil cake to the Dutch government. He will also discuss the problem with Mr. Schroeder.

8923 - PUBLIC BID:

Since September 1, 1959, 1965 invitations to bid have been received. A total of 1656 amounting to \$4,298,515 have been placed and of this total we have received awards on 204 amounting to \$520,395.

8905 - FACTORY OPERATIONS, week ending June 18, 1940
HEAVY LIQUIDS - S-W PLANTS

Total orders received	-	171,556	Total production	-	191,494
Total factory stocks	-	781,344	Inventory Dec.		19,426
CHICAGO	-	Orders recd. 91,163	Production 86,598	Stocks 353,187	gals.
NEWARK	-	Orders recd. 26,077	Production 44,846	Stocks 187,215	"
CLEVELAND	-	Orders recd. 38,138	Production 45,044	Stocks 163,114	"
OAKLAND	-	Orders recd. 14,178	Production 15,006	Stocks 74,828	"

TOTAL PLANT OUTPUT

CHICAGO	P&V	-	133,194 gals.	Operated at	85%
NEWARK	P&V	-	59,874 "	" "	75%
CLEVELAND	P&V	-	70,782 "	" "	79%
OAKLAND	P&V	-	24,904 "	" "	123%
LOS ANGELES	P&V	-	12,744 "	" "	54%
DALLAS	P&V	-	18,818 "	" "	158%
CHICAGO LACQUER		-	46,677 "	" "	95%
DRY COLOR		-	169,823 <u>Lbs.</u>	" "	82%
FLUSHED COLOR		-	63,917 "	" "	87%
CHEM. PRODUCTS		-		" "	76%

BOUND BROOK INSECTICIDES

- Lead Arsenate	156 tons
- Arsenic Acid	123 tons
- Calcium Arsenate	104 tons
- Zinc Arsenite	20 tons
- Paris Green	20 tons
- Basic Copper Sulf.	6 tons
- Red River Mix	3 tons.

7 days - 3-8 hour
shifts

OAKLAND INSECTICIDES - 7 days - 3-8 hour shifts.

ACME - Produced 102,696 gals. Paint Dept. operated at 83%, Enamel & Lacquer at 38%, and Varnish & Thinner at 24%.

LOWE BROTHERS COMPANY - Manufactured 51049 gals with Paint Depts. operating at 82%, Enamel Dept. at 82%, and Varnish at 34%.

LUCAS - Manufactured 42,942 gals. Operated at 75%.

MARTIN-SENCUR COMPANY - Manufactured 21,743 gals. Paint Dept. operated at 100%.

6-24-40.

#8906 - PLANT REQUISITIONS APPROVED:

RETAIL STORES:

#1487 - Peoria

1 Westinghouse fan 27.00

#1490 - Memphis

1 time clock 16.70

CHICAGO FACTORY

#403 Plows for extraction tub - Fuchsine - C.P. 178.20

#410 Electrical registering equipment for CO₂ recorder-Power 134.00

#418 Steel shelving for storage of 5 gallon 8 and 10 gal.
cans base colors - P&V 144.85

#422 Regulator and filter for CO₂ gas to varnish storage tanks 65.00
P&V

#429 6 spout filling head for 1 and 1/2 gal.cans - P&V 314.60

#447 Low truck and coil holder - C.P.Finishing 19.00

#448 #1 portable tank lifter for lifting oil pans - Mech. 52.80

#453 Westinghouse oscillating fan - Eng. 23.50

#456 Addl. office equipment for Dry Color Dept. 160.13

CLEVELAND ADMIN.OFFICES:

#1504 Royal typewriter for Retail Acctg.Dept., less trade-in 48.56

CLEVELAND FACTORY

#3334 12 - #50 barrel drum trucks plus freight 62.00

#3335 750 ft. fire hose 491.54

NEWARK FACTORY

#648 Two 90° left hand twisters for 1 gal.pails 40.00

#649 4 - 6' park benches 39.60

#650 1 electric fan - 16" 23.16

TOTAL PLANT REQUISITIONS APPROVED - - - - - \$ 1,840.61

#8907 - LARGE EXPENSE REQUISITIONS APPROVED:

CHICAGO FACTORY

#426 Repair bad steam leaks in main steam line - Power 411.00

#427 Remove and regrind rolls on Lehman 3 roll mill P&V 206.60

#430 Repair draft fan back of #1 boiler - Power 82.74

0007-SWP-000022100

#443	replace defective bearing on #1 cooker fan - Varn.	61.80
#446	Repair hopper on #2 five roll mill - Ink	95.25

CLEVELAND LINSEED OIL MILL

#768	replace old ram blocks	165.00
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COFFEYVILLE

#626	Repair #4 roaster	250.00
#627	Repair ore crusher	225.00

DALLAS FACTORY

#43	Overrun on Reqn. #38 for replacing railway bridge with culvert crossing	95.06
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TOTAL LARGE EXPENSE REQUISITIONS APPROVED - - - - - \$ 1,592.45

Total Plant Requisitions approved to date \$ 968,457.57

Total Expense " " " " \$ 172,977.51

Acme - Detroit

ES 956	Replace tank car suction lines	600.38
ES 1036	8 bank comptometer for Gen.Off.	309.00
ES 1045	Necessary changes in Linx filling machine	74.49
ES 1046	Replace plugged pipe line between thinning tanks	55.69