

National  
Paint &  
Coatings  
Association

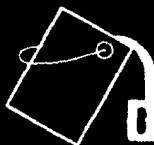
Member  
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73-74  
Directory

# Paint and Davies... a growing relationship

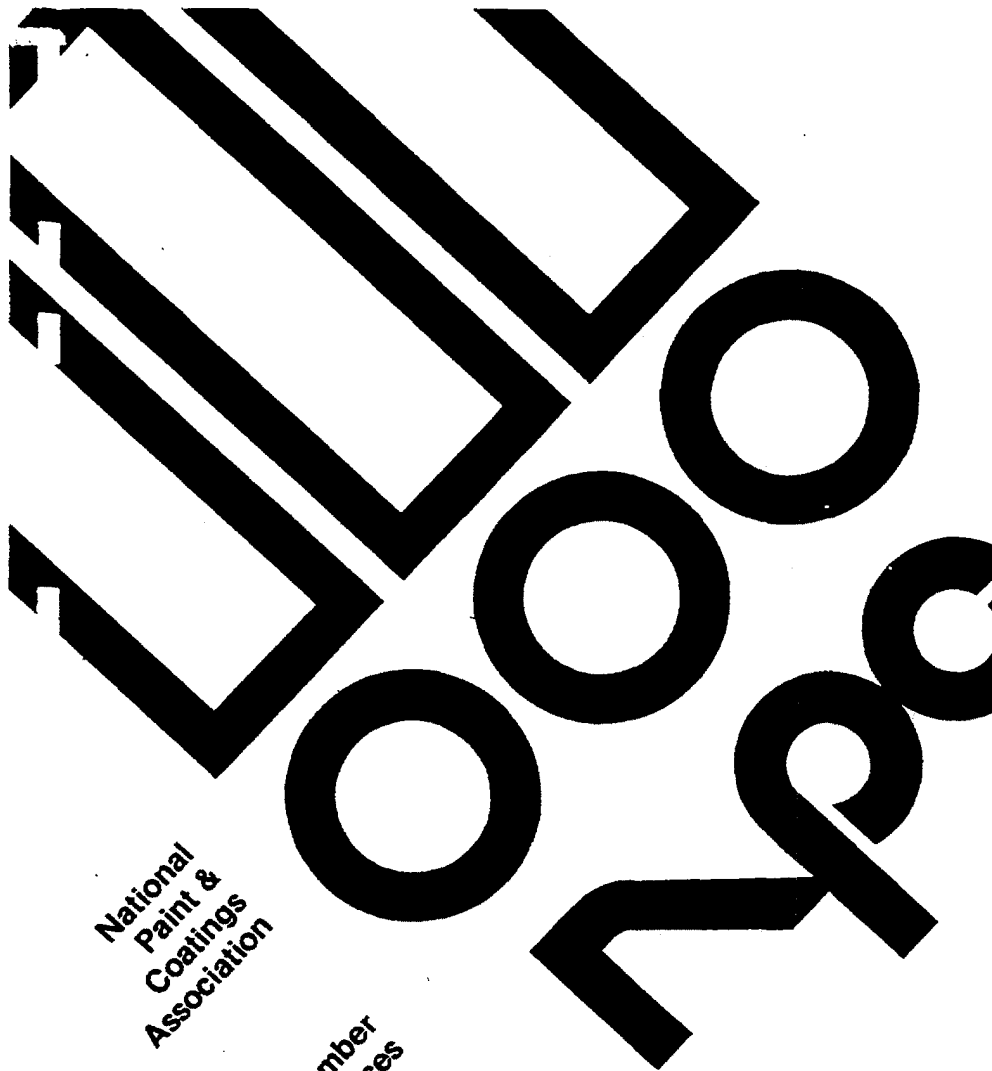
For over 50 years we've specialized in serving the paint industry. When you want cans, we deliver cans. If you want pails, steel or plastic, we deliver pails. We don't know what

you'll want during the next 50 years, but when you know... we'll be ready to deliver. With over fifty years of growth and a brand new plant — we're ready to serve you.



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**National  
Paint &  
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**73-74  
Directory**

**1973-1974 MEMBER/SERVICES DIRECTORY**

National Paint and Coatings Association, Inc.  
1500 Rhode Island Avenue, N.W.  
Washington, D.C. 20005  
(202) 462-6272

**NPCA/RI 017384**

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NPCA/RI 017386

# Code of Ethics

NATIONAL PAINT AND COATINGS ASSOCIATION, INC.

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WE, members of the National Paint and Coatings Association, Inc., recognizing our responsibilities and obligations to promote the public welfare, and to maintain honorable, fair and friendly relations among men, do pledge ourselves:

1. To compete always with fairness and honesty, seeking patronage on merit and service; to refrain from false, derogatory reference, written, oral or printed, to competitors or their products, and from the circulation of harmful rumors regarding such competitors' products or their personal or financial reputation; to strive, by sincere and intelligent cooperation with our competitors, in all lawful ways to increase the efficiency and service to the public of the industry as a whole, to base our advertising exclusively on the merit of our own products and the value of our own service, without false, derogatory reference to the products of competitors or misleading comparisons therewith
2. To be guided by a spirit of justice, honor and fairness, in all our relations with members of the allied trades, realizing that the standard of ethics maintained in our industry must vitally affect the standard observed in associated industries; to encourage the adoption by the allied trades of similar codes as guides to govern their practices, and to discourage unfair trade practices in those trades, even though such practices might at times be to our own immediate advantage
3. To represent our products truthfully in advertising, labeling and branding; avoiding therein all false or misleading statements or descriptions
4. To avoid and actively strive to prevent all forms of commercial bribery or corruption by members of this Association and by the industry in general; and to this end we pledge our support to the Federal Trade Commission in locating and prosecuting individuals guilty of such practices.
5. To recognize the right of employees to use all honorable and reasonable efforts to better their conditions, but to refrain from directly or indirectly soliciting or bidding for the services of the employee of another member; to promote, in light of contemporary hiring practices, high ethical standards in the area of manpower recruitment.
6. To refrain from the unethical practice of taking in exchange for our own products the paints and coatings of another manufacturer.
7. To adhere faithfully to the rules of conduct herein set forth and to inspire our fellow members to do likewise, believing that the Golden Rule is the only safe guide of conduct in the relations among men.
8. Any violation of this Code shall be referred by the General Counsel of the National Paint and Coatings Association, Inc., to the Executive Committee for consideration and action. To ensure fairness, elementary due process requirements will be met throughout these proceedings.

## For 86 Years Progress Through Cooperation

---

The first meeting to organize an association of paint and varnish manufacturers was held at the Grand Union Hotel, Saratoga, New York, on September 11, 1888. There were in existence at that time several paint clubs which were strictly local or regional in scope. Because paint was distributed mainly through drug stores, many paint manufacturers were members of the National Wholesale Drug Association.

The first and oldest paint club was the Paint and Oil Club of New England, organized February 23, 1884. It is still a thriving organization as the New England Paint, Varnish and Lacquer Association. The St. Louis Paint, Varnish and Lacquer Association held its first meeting on December 18, 1885. The first meeting of the Chicago Club was held February 25, 1887. The New York Club was organized February 26, 1887. The Philadelphia Club was organized October 1, 1887 and the Pittsburgh Paint and Drug Club came into being on May 24, 1887. George B. Heckel, in his history of the American paint and varnish industry, "THE PAINT INDUSTRY," calls attention to the fact that the Cincinnati Club also had been organized in 1888.

Delegates of the various paint and oil clubs met in Saratoga and agreed on the organization plan and decided on the name "National Paint, Oil and Varnish Association of the United States."

In the decades following the organization of this association, the manufacturers in the industry, while almost invariably retaining their membership in the National Paint, Oil and Varnish Association, formed separate organizations which developed as follows:

Paint Grinders' Association of the U.S., organized May 8, 1889.

Paint Manufacturers' Association of the U.S. (a change of name by the Paint Grinders' Association) in 1907.

National Varnish Manufacturers' Association, organized November 3, 1903.

American Paint and Varnish Manufacturers' Association, organized October 11, 1926, being a combination of the above two.

Unification of the National Paint, Oil and Varnish Association and the American Paint and Varnish Manufacturers Association was brought about November 1, 1933 at the annual meeting of the industry held in Chicago. At that time the National Paint, Varnish, and Lacquer Association was founded. New conditions clearly demonstrated the interdependence of the various factors of the industry in cooperating with the Government through a single powerful organization of its own, with maximum prestige and benefit for the individual members and the industry as a whole.

At their 84th Annual Meeting on November 9, 1971 the members of the National Paint, Varnish and Lacquer Association voted to change the Association name to the National Paint and Coatings Association (NPCA). It was felt that this new name would broaden the scope of the organization to include all coatings and better represent the Association's dominant part in the industry's progress. Today, in its splendid Washington headquarters, the National Paint and Coatings Association is a highly efficient and well regarded organization which renders valuable and varied services to its members.

---

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WILLIAM E. HOOD	1962-1963
R. S. BENNETT	1964
J. A. HAGER	1965-1966
ARNOLD R. WOLFF	1967-1968
EDWARD A. FOY	1969-1970
B. A. MALM	1971
RALPH J. BAUDHUIN	1972

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1972 - HOWARD L. GERHART	1966 - THOMAS M. STOKES
1971 - EDWARD A. FOY	1965 - RICHARD S. BENNETT
1970 - BURTON F. WILKINSON	1964 - W. H. LUTZ
1969 - ARNOLD R. WOLFF	1963 - WILLIAM E. HOOD
1968 - DR. LEROY W. SHUGER	1962 - B. M. BELCHER
1967 - CHARLES W. FINEGAN and HOWARD HECHT	1961 - JOSEPH F. BATTLE
	1960 - WILLIAM M. STUART

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THOMAS DANIELS	GORDON MARSHALL
JOSEPH A. HAGER	ERNEST T. TRIGG

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ROGER H. HIGGINS HELENE M. SENKER		WILLIAM H. LUTZ
	<b>1971</b>	
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	<b>1970</b>	
HORACE S. FELTON RICHARD J. ECKART THOMAS J. McDOWELL		DAVID H. LITTER JOSEPH B. DIETZ
	<b>1969</b>	
E. E. FOGLE ROBERT H. HILL J. W. WILSON		W. F. H. MATTLAGE R. S. SOLINSKY
	<b>1968</b>	
PAUL CEFALU O. J. S. deBRUN		S. U. GREENBERG LLOYD W. MILLER
	<b>1967</b>	
H. C. McCLELLON HARRY E. STONE		LEO SILVERSTEIN EUGENE F. COX
	<b>1966</b>	
WELLS MARTIN WILLIAM C. STOLK DR. F. G. WEED		MAURICE VAN LOO WILLIAM M. STUART
	<b>1965</b>	
J. A. MARTINO ROY ANDERSON BERNHARD MAUTZ		ALEX DUNCAN JAMES BECKETT
	<b>1964</b>	
VAL WURTELE ARTHUR STEUDEL LATHROP BACKSTROM M. J. MERKIN FRANK SULZBERGER		E. S. NICKERSON VIN THOMPSON H. A. GARDNER CHARLES J. ROH A. E. HORN

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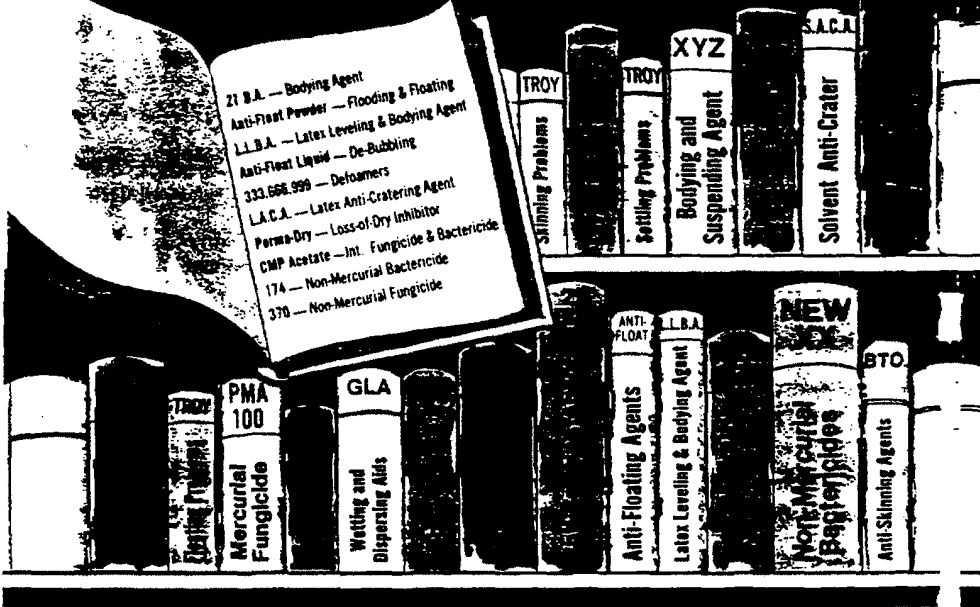
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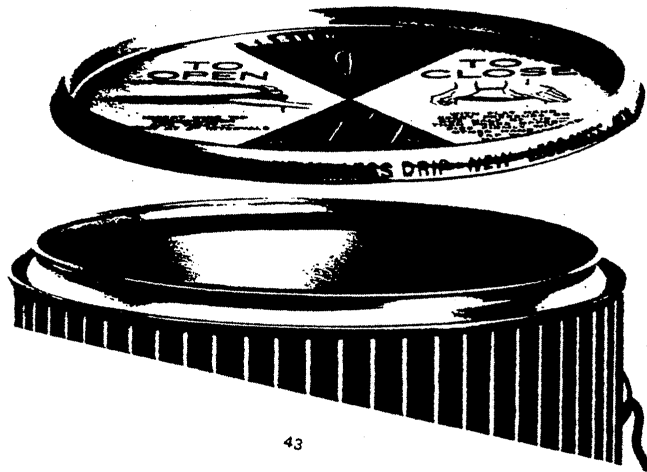
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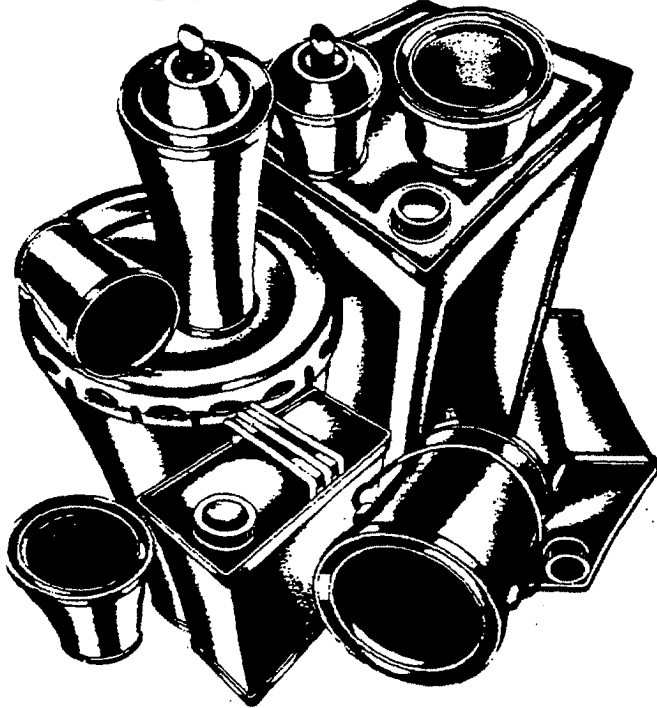
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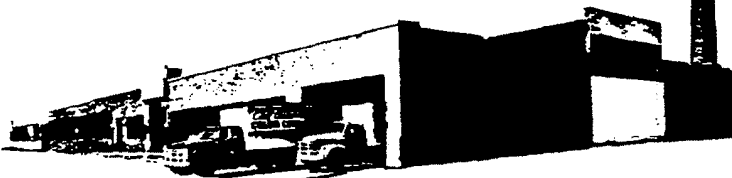
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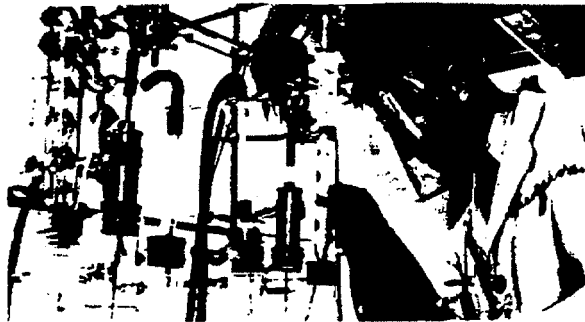
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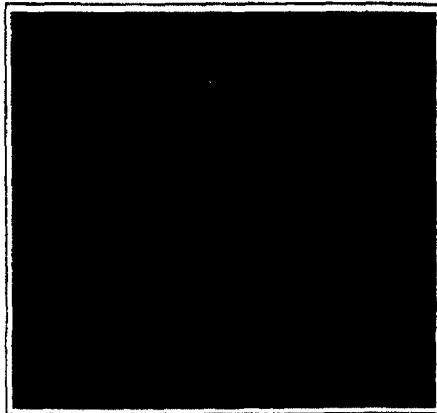
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**UNION CARBIDE CORP.\***  
 270 Park Ave., New York, N.Y. 10017  
 (212) 551-4927  
 R. J. Kerr, Vice President & Gen. Mgr.

**UNION INK CO., INC.**  
 453 Broad Ave., Ridgefield, N.J. 07657  
 (201) 945-5766  
 Richard Labov, President

**UNION PAINT WORKS**  
 near 126 Water St., Danvers, Mass. 01923  
 (617) 774-1476  
 Harold Small, President

**UNITED CO-OPERATIVES, INC.**  
 510 W. Ely St., Alliance, Ohio 44601  
 (216) 821-5770  
 Allen J. Wanderleben, Mgr., Paint Dept.

**UNITED GILSONITE LABORATORIES**  
 Jefferson Ave. & New York St., P.O. Box  
 70, Scranton, Pa. 18501 (717) 344-1202  
 John A. Neuman, Vice President-Sales Dir.

**UNITED PAINT CO.**  
 404 E. Mallory Ave., P.O. Box 9037,  
 Memphis, Tenn. 38109  
 W. J. Huettel, President.

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 99203  
 Nate Grossman, Vice President

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 1235 Marquette St., Cleveland, Ohio 44114  
 (216) 432-2755  
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 Coleman S. Huntley, Dist. Sales Manager

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 Brunswick, N.J. 08902  
 David L. Rosen, Sales Manager

**U.S. BRONZE POWDERS, INC.\***  
 R.R. 202, P.O. Box 31, Flemington, N.J.  
 08822  
 K. C. Ramsey, President

**U.S. COLOR CARD COMPANY,\* DIV.  
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**U.S. INDUSTRIAL CHEMICALS, DIV. OF  
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 Martin Faye, Manager, Vinyl Acetate Sales

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 3620 G. St., Philadelphia, Pa. 19134  
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 Werner H. Paul, Tech. Liaison Engineer

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 144 Paul Dr., San Rafael, Calif.  
 94903 (415) 472-2423  
 Fred Haneck, President

## V

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 C. A. Wurtele, President.

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 886-6864  
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 Michael E. Spatz, President

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**VARCUM CHEMICAL DIVISION OF  
 REICHOLD CHEMICALS, INC.\***  
 P.O. Box 863, Niagara Falls, N.Y. 14302  
 (716) 284-8855  
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 2129 McCarter Highway, Newark, N.J.  
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 341 E. Ohio St., Chicago, Ill. 60611  
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 Robert R. Garrison, V.P. & Gen. Mgr.

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Peter S. Thomas, Mgr. Biocides

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Joseph Lo Re, President

**VICKERS PETROLEUM CORPORATION,  
THE\***

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A. F. Simon, Petrochem Gen. Mgr.

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James M. McLean

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Franklin Vogel, President

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**VORAC CO., THE**

320 Paterson Plank Rd., Carlstadt, N.J.  
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D. E. Hartman, President

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44102

T. J. Henry, President

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(312) 544-5000

Donald R. Hoover, Ass't. Treas. & Gen. Sales  
Mgr.

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Reginald F. Beaumont, Plant Manager

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John T. Waller, President & Gen. Mgr.

**WASHBURN-LANSON CO., DIV. OF  
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Louis Lance, President

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(216) 641-4877

R. L. Hawkins, Jr., President

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P.O. Box 11250, Pittsburgh, Pa. 15238  
(412) 362-8300

W. L. Otto, Treasurer

**WAUKEGAN PAINT & LACQUER CO.**

764 Market St., Waukegan, Ill. 60086  
(312) 662-8138

Harriet P. Kupperman, President

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1225 Ozark St., N. Kansas City, Mo. 64116  
(816) 471-1788

Earl E. Stover, President

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N. Mex. 87107 (505) 877-5050

F. W. Wellborn, President

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11101

Donald J. Mangold, Manager Floor Products  
Div.

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608 West 52nd St., Chicago, Ill. 60609  
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O. F. Lowe, President

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WHITLAM PAINTS DIVISION**  
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(216) 344-2525  
J. C. Whitlam, President

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1021 N. Mission Road, Los Angeles, Calif.  
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Chester I. Edmondson, General Manager

**WHITTAKER COATINGS & CHEMICALS  
BRADLEY VROOMAN COATINGS**  
2629 S. Dearborn St., Chicago, Ill. 60616  
(312) 842-7660  
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**WHITTAKER COATINGS & CHEMICALS,  
HCl COATINGS DIVISION**  
1231 Lincoln St., Colton, Calif. 92324  
(714) 825-6292  
A. E. Burns, Jr.

**WHITTAKER CORPORATION &  
CHEMICALS COATINGS**  
3134 California St., N.E., Minneapolis,  
Minn. 55418 (612) 781-4833  
Phil Grossman, President

**WHITTAKER CORPORATION, ALLIED  
COATINGS DIVISION**  
2639 West Grand Ave., Chicago, Ill. 60612  
(312) 276-2222  
M. D. Ferdman, Gen. Mgr.

**WHITTAKER CORPORATION  
TEXTILES & CHEMICALS GROUP**  
10880 Wilshire Blvd., Los Angeles, Calif.  
90024 (213) 475-9411  
Sol L. Spiller, Group Manager of Operations

**WHITTAKER CORPORATION,  
WOOSTER COATINGS DIVISION**  
P.O. Box 382, Wooster, Ohio 44691  
(216) 262-3075  
R. L. Krauser, General Manager

**WILLIAMS-HAYWARD PROTECTIVE  
COATINGS, INC.**  
7400 Archer Ave., Summit, Ill. 60501  
458-0015  
Joseph F. Kurcz, Vice President and  
General Manager

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INC.**  
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Kevin B. Moore, President

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TION\***  
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(302) 658-3515  
Thomas J. Meier, Vice President

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115 Chestnut St., Newark, N.J. 07105  
(201) 589-6050  
James Molloy, President

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1616 Henson Ave., Cincinnati, Ohio 45214  
(513) 251-5300  
Lawrence L. Bing, Jr., Executive  
Vice President

**WISCONSIN PROTECTIVE COATING  
CORP.**  
614 Elizabeth St., Green Bay, Wis. 54305  
(414) 437-6561  
Edward F. Ploederl, President

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8105 Perry Hwy., Pittsburgh, Pa. 15237  
(412) 366-4260  
Jay W. Lowery, Vice Pres. — Operations

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277 Park Ave., New York, N.Y. 10017  
(212) 826-1000  
E. F. Wagner, V.P. & Gen. Mgr.,  
Organics Div. President.

**WOOLSEY MARINE INDUSTRIES, INC.**  
201 East 42nd St., New York, N.Y. 10017  
H. W. Evans, Jr., President

**WOOSTER BRUSH COMPANY, THE\***  
P.O. Drawer B, Wooster, Ohio 44691  
(216) 264-4440  
Stanley R. Welty, President

**WYANDOTTE PAINT PRODUCTS CO.**  
1430 Sycamore St., Wyandotte, Mich.  
48192 (313) 284-3636  
C. A. Brethen, Jr., President

**X**

**X-I-M PRODUCTS INC.**  
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J. R. Cvetic, Vice President.

**Y**

**YENKIN-MAJESTIC PAINT CORP.**  
1920 Leonard Ave., Columbus, Ohio 43219  
A. I. Yenkin

**Z**

**ZARCO INDUSTRIES, INC.**  
3115 W. 36th St., Chicago, Ill. 60632  
(312) 927-8570  
George J. Zarem, President

**ZIMMERMAN CO., E. E.**  
2010 Clark Bldg., Pittsburgh, Pa. 15222  
(412) 281-9373  
E. E. Zimmerman, President.




**ZINSSER & CO., INC., WILLIAM\*\***  
516 W. 59th St., New York, N.Y. 10019  
(212) 265-2800  
Edward H. Walworth, Jr., President

**ZOLA LABORATORIES, JOHN C.\***  
409 S. Raymond Ave., Alhambra, Calif.  
91803 (213) 282-7073  
John C. Zola, President

**ZOLATONE PROCESS, INCORPORATED**  
3411 E. 15th St., Los Angeles, Calif. 90023  
(213) 269-9231  
Sidney I. Mann, President

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Richard H. Leep, President

STAFF

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**R. A. ROLAND**

**EXECUTIVE  
VICE PRESIDENT**

**ROBERT A. ROLAND**

The Executive Vice President is the chief executive officer of the Association, managing the National Headquarters Staff. He works in close conjunction with the President and Executive Committee on all Association activities, and within established policies, coordinates Association programs at the national level. Appointed by the Executive Committee, he serves a three-year term.



**A. W. GATES**

**VICE PRESIDENT, ADMINISTRATION  
& SECRETARY**

**ALLAN W. GATES**

The Vice President, Administration & Secretary is responsible for coordinating staff activities in the Association's nine major divisions. He is custodian of the Association's membership, financial and personnel records. He makes arrangements and provides minutes of meetings held by the Association, the Board of Directors, the Executive Committee and the Budget and Finance Committee. He is the chief financial officer on the staff, responsible for control of income and expenditures under approved budgets. In addition, he is a trustee of the employees' pension fund and the Ernest T. Trigg Foundation. He is responsible for servicing industry group life, salary continuance plans, and also for the activities of the Credits and Collections Committee.



**J. N. ELLIOTT**

**FIELD SECRETARY**

**JAMES N. ELLIOTT**

The Field Secretary is charged with effecting better communications between the 30 Local Associations and National, as well as between the Locals themselves. He is the personal representative of each Local Association on the National Headquarters Staff. During frequent visits to the Local Associations, he assists in a host of activities, among them membership promotion, industry education, sales training programs, and regional conferences. He coordinates NPCA's ACTIONPLAN program. He executes the NPCA membership development program.

**MANAGEMENT  
INFORMATION DIVISION**

**EVERETT R. CALL**, Director

**JULIETTE BENEDICTO**, Assistant Director

MID's basic goal is to provide members with benchmarks for profitable decision-making. This Division secures, compiles and reports statistical information to NPCA members through special reports, COATINGS, and in individual consultations. Among the annual surveys: Sales, Operating Cost, Raw Material Usage, and Compensation Surveys. Other publications such as the COST MANUAL and Market Surveys and Studies are developed to provide information for management decisions in specific segments of the industry. Tools such as the Monthly Sales Index are constantly being investigated, developed and improved. The Division also works closely with government agencies and allied organizations interested in economic, marketing and statistical activities that affect the industry.



**E. R. CALL**



**J. BENEDICTO**

**TRADE SALES DIVISION  
MARK PADOW, Director**

The Division is responsible for coordinating the needs of various Committees in the Trade Sales area with staff specialists at Association Headquarters in order to solve industry problems. The Director works in conjunction with the Trade Sales Marketing; Aerosol Coatings Manufacturers; High Performance Architectural Coatings Manufacturers; Roof Coatings Manufacturers; Sealants, Glazing and Caulking Compound Manufacturers; and Seamless Systems Manufacturers Committees. Projects of mutual benefit to the painting contractor, paint dealer, journeyman painter, and other allied groups are another responsibility.



**M. PADOW**



**J. M. MONTGOMERY**



**L. THOMAS**



**B. HAMILL**

**OFFICE OF THE GENERAL COUNSEL**  
**JOHN M. MONTGOMERY, General Counsel**  
**LARRY THOMAS, Counsel** **NICHOLAS BACH, Counsel**  
**BRUCE HAMILL, Counsel** **STELLA MILLER, Public Affairs**



**N. R. BACH**



**S. L. MILLER**

The Office of the General Counsel (Legal and Government Relations Division) serves as legal advocate for the Association and the industry. In addition, it evaluates all legislative and regulatory proposals of the Federal, State and local jurisdictions which impact on the industry and, when necessary, makes personal presentations before legislative and regulatory groups on behalf of the Association and the industry. These are coordinated with local associations and other industry groups as appropriate.

The Office of the General Counsel also provides close liaison with Federal regulatory agencies and with all other government offices whose operations affect the industry. This liaison assures that the industry's views are heard by government agencies, helps achieve uniformity in legislative and regulatory actions and permits timely communication of significant developments to the membership through periodic bulletins and other reports.

The General Counsel is chief legal advisor to NPCA's officers and to the members on such general matters as By-Laws, Code of Ethics, the Non-Exchange Agreement and product liability. Additionally, the legal staff is organized to provide specialized guidance on legislative and regulatory proposals relating to the environment, anti-trust and trade regulation, labeling, consumer affairs, occupational safety and health, transportation and trademark matters.

The Division has primary responsibility for the activities of nine NPCA committees—Labeling, Legislative, Marine Finishes Manufacturers, Packaging, Tariff, Transportation and Distribution, Unfair Competition, Government Suppliers and Trademark—and provides legal guidance to all other NPCA Committees as needed. The Division also publishes the LABELING GUIDE (for the Paint Industry) and the NPCA TRADEMARK DIRECTORY.

### **TECHNICAL DIVISION**

**ROYAL A. BROWN, Director**

**RAYMOND J. CONNOR, Assistant Director**

**RICHARD W. MURRY, Assistant Director**

The Director is responsible for administration and supervision of all technical, scientific and information activities on the technical aspects of the paint and coatings industry. The Division furnishes support and consultation to the Executive Vice President, Association officers, the General Counsel, and other Division Directors. The Division develops technical presentations for other organizations whose members use coatings.

When NPCA research, joint research programs with other organizations, and exploratory technical programs are approved by the Scientific and Executive Committees, they are supervised and coordinated by the Division's Director and Assistant Directors. Division personnel cooperate and participate in the work of ASTM, ANSI, SSPC, and other organizations in developing new and improved test methods for industry products.

The Division is responsible for nine NPCA Committees and six Task Forces, including: the Scientific; Manufacturing Management; Community Services Steering; Fire Retardant; Safety and Loss Prevention; Industry Suppliers; and Joint Coatings-Forest Products Committees. Task Forces report to the Community Services Steering Committee which lends guidance and advice in their work. Staff and task forces maintain liaison with local, state and federal regulatory agencies relating to air and water pollution, industrial metals hazards, waste disposal, and occupational safety and health. Through Community Services Bulletins and task forces, the membership is kept informed on proposed regulations in these areas.

The Division prepares and publishes Raw Material Indexes, The Guide to Government Paint Specifications, and The Abstract Review, and maintains liaison with related scientific groups. It also publishes Technical Bulletins, circulars, and pamphlets to keep members informed of industry technical development.

### **ADMINISTRATIVE SERVICES DIVISION**

**PATRICK (JACKIE) DONITHAN, Supervisor**

The Supervisor of the Administrative Services Division purchases all supplies and services connected with building maintenance and staff operations. He handles inventory control and storage; and issues all supplies and equipment. Receipt of incoming materials and shipment of all outgoing materials are functions of this Division. In addition, the Supervisor manages the Association mailroom.



**R. A. BROWN**



**R. J. CONNOR**



**R. W. MURRY**



**P. B. DONITHAN**



**J. L. COLNESS**



**B. A. MATHES**



**A. N. DARROW**



**B. R. PAUL**



**J. HALL**

**COMMUNICATIONS DIVISION**

**JERRY L. COLNESS, Director**  
**BETH A. MATHES, Assistant Director**  
**ALAN N. DARROW, Assistant Director**  
**BILLY R. PAUL, Art Director**

The Communications Division is responsible for a comprehensive communications program for NPCA and its members. The Division prepares and disseminates information on the industry's products, on the Association's position and action on matters of industry concern, and on NPCA services and activities. The Division uses a broad range of communication techniques to accomplish these tasks including: editorial material for newspapers, magazines and broadcasters; films; audio-visual presentations; press conferences; and communication tools such as the Annual Report, Member/Services Directory, and the newsletter, COATINGS.

**CHEMICAL COATINGS DIVISION**

**JERRY HALL, Director**

The Director of the Chemical Coatings Division is responsible for the administration and implementation of policies and programs directed by the various Association committees organized in this segment of the industry. The Division maintains communication with customer groups through cooperation with allied Associations by means of Electrocoating, Powder Coating, Coil Coating and other Liaison Committees. The purpose of these liaison activities is to provide accurate information for the benefit of end-users on chemical coatings products. The Director plans and coordinates meetings, conferences and seminars for all committees of the Chemical Coatings Division.

Verlan Limited

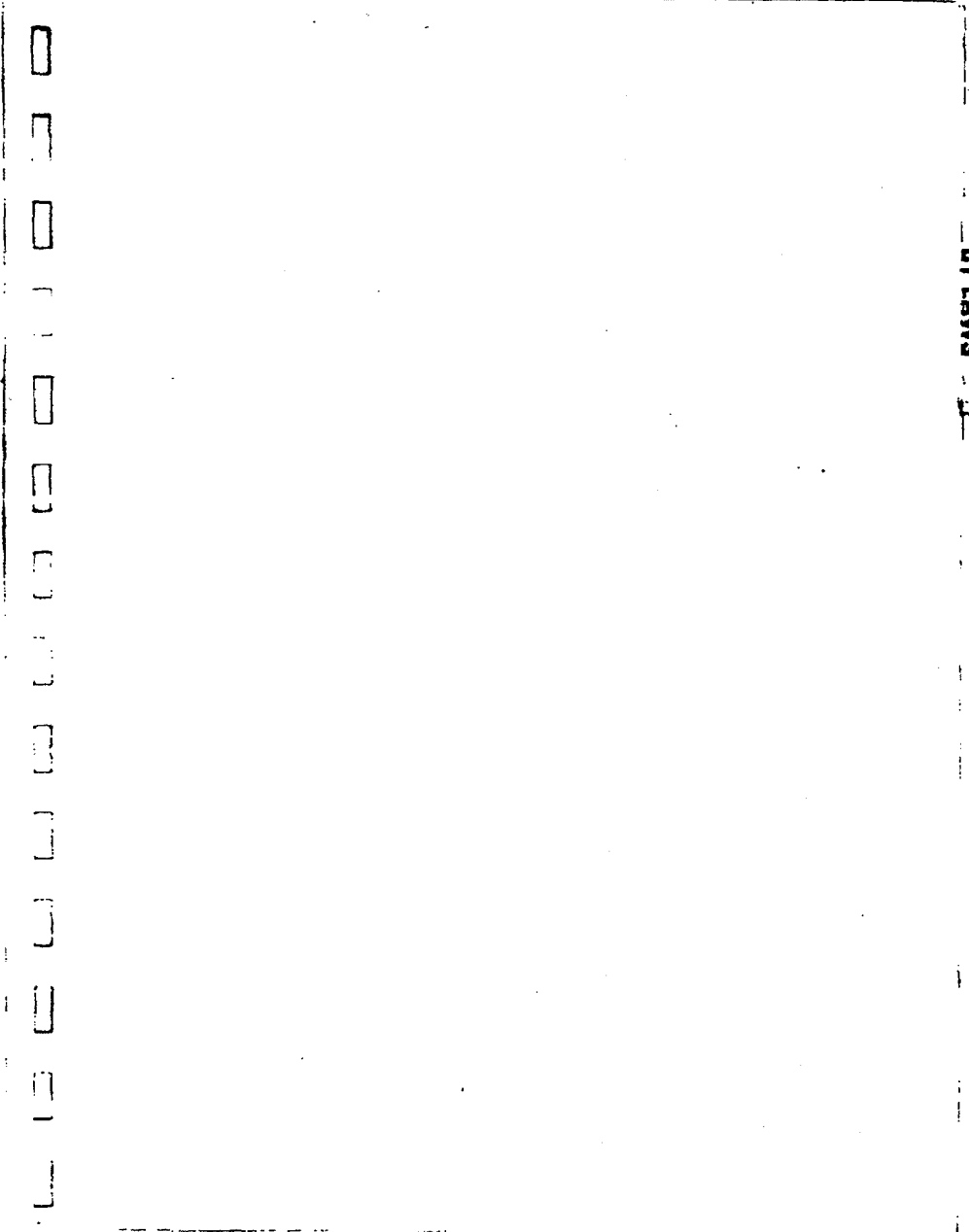
VL

BY LAWS

MANAGEMENT OFFICE:  
Mechanics Building  
Church Street  
Hamilton, Bermuda

ENGINEERING OFFICE:  
1500 Massachusetts Avenue, N.W.  
Washington, D.C. 20005

NPCA/RI 017519



BY LAWS

**CERTIFICATE OF INCORPORATION**  
of  
**NATIONAL PAINT AND COATINGS ASSOCIATION, INC.**

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FIRST. The name of the Corporation is National Paint and Coatings Association, Inc.

SECOND. Its principal office in the State of Delaware is located at No. 901 Market Street, in the City of Wilmington, County of New Castle. The name and address of its resident agent is The Corporation Trust Company, No. 901 Market Street, Wilmington, Delaware.

THIRD. The nature of the business or objects or purposes to be transacted, promoted or carried on are: To promote the welfare of the Paint, Varnish, Lacquer, Water Paint and Kindred Products Industry, to engage in education and scientific research, to strengthen business and fraternal relations among its members, to remove evils and customs contrary to sound business principles and ethics, to safeguard the interests of the public, to administer and abide by the Code of Fair Competition of the Paint, Varnish and Lacquer Manufacturing Industry as approved by the President of the United States and any amendments thereof, and to possess and exercise all of the authorities, powers and duties, including powers of delegation, conferred by said Code or any approved supplement thereof.

To purchase or otherwise acquire, own, mortgage, pledge, sell, convey, assign and transfer, or otherwise dispose of real and personal property of every class and description and wheresoever situate; and to assume the whole or any part of the obligations or liabilities of any association.

To enter into, make and perform contracts; to borrow money and execute evidences of indebtedness; to acquire, hold, use, sell, assign, lease, grant licenses in respect of, or otherwise dispose of letters patent, patent rights, licenses or privileges, copyrights, trade-marks and trade names relating to or useful in connection with the business of this corporation.

To have one or more offices, and to carry on all or any of its operations, activities, and business in any of the States, Districts, and Territories of the United States and in foreign countries subject to the laws of such places; and, in general, to do everything necessary, suitable and proper for the accomplishment of the purposes or the attainment of any of the objects or the furtherance of any of the powers hereinbefore set forth, either alone or in association with other corporations, firms or individuals, and to do any or all of the things hereinbefore set forth and referred to, to the same extent as natural persons might do.

The powers, objects and purposes above specified shall be in no-wise limited or restricted by reference to, or inference from the terms of any other clause in this certificate, but they shall in each case be regarded as independent powers, objects, and purposes.

FOURTH. This corporation shall be a membership corporation and shall have no capital stock. The corporation shall not be conducted for profit and no part of its revenues or earnings shall inure to the benefit of any member as such.

FIFTH. The By-Laws may provide that the property and the business of the Corporation shall be governed or managed by the Executive Committee, and shall provide the number, qualifications, powers, terms of office, classifications and duties of the members of said Committee, and for the method of election of said members. The By-Laws shall also provide for conditions of membership in the Corporation and for classification of such membership, based on the nature, kind, or amount of business done by members, their group af-

T. S. Moulton, and C. S. Peabbles, all of the parties to the foregoing Certificate of Incorporation, known to me personally to be such, and severally acknowledged the said Certificate to be the act and deed of the signers respectively and that the facts therein stated are truly set forth.

GIVEN under my hand and seal of office the day and year aforesaid.

HAROLD E. GRANTLAND,  
Notary Public

HAROLD E. GRANTLAND  
Notary Public  
Appointed Jan. 11, 1933  
State of Delaware  
Term of Two Years

filations, or geographical location, and other bases for classification; for dues based on classifications of membership or otherwise; for the election or appointment, terms of office, powers, and duties of officers of the Corporation; for the method of establishing committees, filling vacancies, appointing employees; for the methods of voting by members, including representation of certain groups or classes of members by delegates or alternates; for annual and other meetings of the Corporation or its officers or committees; for the admission and expulsion of members and the forfeiture of memberships; and for the amendment and method of amendment of such By-Laws. The By-Laws may also contain any other provision or provisions which may be desirable to insert from time to time for the regulation and/or conduct of the business of the Corporation.

SIXTH. The Corporation is to have perpetual existence.

SEVENTH. The private property of the members shall not be subject to the payment of corporate debts to any extent whatsoever.

EIGHTH. In furtherance and not in limitation of the powers conferred by statute, the Corporation is expressly authorized to carry on its business and to hold annual or special meetings in any of the States, Districts or Territories of the United States; and to have one or more offices or branches therein, subject to the laws of the State of Delaware, to keep the books of the Corporation at such places as may be from time to time designated by the Corporation; to receive contributions, and to assess and collect fees, dues and other payments, as may be provided for in rules and regulations adopted by the Corporation.

NINTH. The Corporation reserves the right to amend, alter, change, or repeal any provision contained in this Certificate of Incorporation in the manner now or hereafter prescribed by the laws of the State of Delaware for the amendment of Certificates of Incorporation; but only on the vote of at least two-thirds of the members entitled to vote.

TENTH. The names and places of residence of the Incorporators are as follows:

Names	Residences
M. Q. MACDONALD .....	Washington, D.C.
T. S. MOULTON .....	Washington, D.C.
C. S. PEABBLES .....	Wilmington, Delaware

WE, THE UNDERSIGNED, being each of the Incorporators hereinbefore named for the purpose of forming a corporation to do business both within and without the State of Delaware, and in pursuance of the General Corporation Law of the State of Delaware, being Chapter 65 of the Revised Code of Delaware, and the acts amendatory thereof and supplemental thereto, do make this certificate, hereby declaring and certifying that the facts herein stated are true, and accordingly have hereunto set our hands and seals this 1st day of December, A.D. 1933.

M. Q. MACDONALD	(Seal)
T. S. MOULTON	(Seal)
C. S. PEABBLES	(Seal)

In the presence of  
HAROLD E. GRANTLAND.

STATE OF DELAWARE }  
COUNTY OF NEW CASTLE } ss.

BE IT REMEMBERED, That on this 1st day of December, A.D. 1933, personally came before me, Harold E. Grantland, a Notary Public for the State of Delaware; M. Q. Macdonald,

## **BY-LAWS**

**of  
NATIONAL PAINT AND COATINGS ASSOCIATION, INC.  
Organized November 1, 1933  
Incorporated December 1, 1933  
(Superseding Prior Organizations Dating from 1888)**

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### **ARTICLE I**

#### **Title**

The name of this organization shall be the National Paint and Coatings Association, Inc.

#### **Object**

The object of this Association shall be to promote the welfare of this industry, to strengthen business and fraternal relations among its members, to remove evils and customs contrary to sound business principles and ethics, and to safeguard the interests of the public. The Association shall not directly or indirectly restrict free and lawful competition.

### **ARTICLE II**

#### **Membership**

**SECTION 1.** Membership in this Association shall consist of individuals, companies, firms or corporations who are manufacturers of paints, varnishes, lacquers, chemical coatings, water paints and kindred products, such as but not limited to shellac varnishes, removers, thinners, stains, fillers, artists' colors, roof coatings, caulking and glazing compounds and putty; and manufacturers, brokers or importers of materials and equipment used in connection with the manufacture, merchandising or application of paints, varnishes, lacquers, chemical coatings, water paints and related or kindred products.

#### **Regional or City Associations**

**SECTION 2.** Any Regional or City Paint, Varnish and Lacquer Association with five or more members eligible to join the National Paint and Coatings Association, Inc., after subscribing to its By-Laws and Code of Ethics and upon approval of the Board of Directors, may become a member.

#### **Class A and Class B Membership**

**SECTION 3.** Class A membership consists of individuals, companies, firms or corporations who are manufacturers of paints, varnishes, lacquers, chemical coatings, water paints and kindred products, such as but not limited to shellac varnishes, removers, thinners, stains, fillers, artists' colors, roof coatings, caulking and glazing compounds and putty.

Class B membership consists of manufacturers, brokers or importers of materials and equipment used in connection with the manufacture, merchandising or application of paints, varnishes, lacquers, chemical coatings, water paints and related or kindred products, who shall pay dues on their domestic sales of products manufactured or sold by them to this industry.

Those who qualify for both Class A and Class B membership shall determine and report their net domestic sales of paint industry products and their dues classification positions on both the A and B schedules, and shall report their dues obligations as the combined total of dues calculated under both schedules in accordance with definitions, instructions and related information approved by the Executive Committee.

In calculating net domestic sales of Class A and Class B products, members shall

follow the accounting procedures which determine the dollar net sales figure appearing in their profit and loss statements for the last fiscal year, excluding those items not applicable to the paint industry. Interbranch or interdepartment inventory transfers of such products or inventory transfers to wholly owned subsidiaries or affiliated companies are not to be regarded as sales for the purpose of this report. Sales made by such subsidiaries or affiliated companies to others who purchase for use or resale shall be included when reporting sales on the consolidated form or such sales may be reported on separate forms and submitted by said subsidiaries or affiliated companies.

The membership dues shall be determined by the Executive Committee and approved by vote of the membership at the Association's Annual Meeting. The schedule as so approved shall be placed in the Annual Member/Services Directory for the fiscal year(s) involved. In the event no change is made, the schedule of dues approved and printed for the preceding fiscal year shall be used.

Dues are payable quarterly in advance on the 1st of January, April, July and October, based on total annual sales reported by the member in accordance with Article II, Section 10, of the By-Laws, as provided for in the following schedules.

**SCHEDULE OF "A" MEMBERSHIP DUES**

SALES VOLUME CLASSIFICATION			DUES			
Class	Sales in Excess of	But Not Exceeding	Base Dues	Plus Rate Per \$1,000 of Sales Over Base		
1	\$ 1	\$ 100,000	\$ 200			
2	100,000	150,000	200+	\$1.20	per \$1,000 over	\$ 100,000
3	150,000	250,000	280+	1.10	per 1,000 over	150,000
4	250,000	500,000	370+	1.00	per 1,000 over	250,000
5	500,000	750,000	620+	.96	per 1,000 over	500,000
6	750,000	1,000,000	860+	.92	per 1,000 over	750,000
7	1,000,000	1,750,000	1,090+	.86	per 1,000 over	1,000,000
8	1,750,000	2,500,000	1,735+	.76	per 1,000 over	1,750,000
9	2,500,000	5,000,000	2,305+	.676	per 1,000 over	2,500,000
10	5,000,000	20,000,000	3,995+	.608	per 1,000 over	5,000,000
11	20,000,000	35,000,000	13,115+	.552	per 1,000 over	20,000,000
12	35,000,000	50,000,000	21,395+	.498	per 1,000 over	35,000,000
13	50,000,000	100,000,000	28,865+	.133	per 1,000 over	50,000,000
14	100,000,000	150,000,000	35,515+	.10	per 1,000 over	100,000,000
15	150,000,000	up	40,515+	.0662	per 1,000 over	150,000,000

**SCHEDULE OF "B" MEMBERSHIP DUES**

SALES VOLUME CLASSIFICATION			DUES			
Class	Sales in Excess of	But Not Exceeding	Base Dues	Plus Rate Per \$1,000 of Sales Over Base		
1	\$ 1	\$ 100,000	\$ 180			
2	100,000	150,000	180+	\$1.00	per \$1,000 over	\$ 100,000
3	150,000	250,000	230+	.75	per 1,000 over	150,000
4	250,000	500,000	305+	.62	per 1,000 over	250,000
5	500,000	750,000	460+	.54	per 1,000 over	500,000
6	750,000	1,000,000	595+	.48	per 1,000 over	750,000
7	1,000,000	5,000,000	715+	.34	per 1,000 over	1,000,000
8	5,000,000	10,000,000	2,075+	.27	per 1,000 over	5,000,000
9	10,000,000	20,000,000	3,425+	.138	per 1,000 over	10,000,000
10	20,000,000	50,000,000	4,805+	.068	per 1,000 over	20,000,000
11	50,000,000	up	6,845+	.034	per 1,000 over	50,000,000

SECTION 4. New members shall pay dues from the date nearest the date of their acceptance into the membership of this Association. Each Class A and Class B member is entitled to one vote at the Association meetings and to receive copies of all publications and circulars of the Association. They are eligible for membership in Regional or City Associations and when elected thereto shall pay the Regional or City Association's dues, but shall not pay any additional National dues.

#### Canadian Membership

SECTION 5. Canadian membership shall consist of individuals, companies, firms or corporations who are manufacturers of paints, varnishes, lacquers, chemical coatings, water paints and kindred or related products located in Canada. Such individuals, companies, firms, or corporations may become members of the National Paint and Coatings Association, Inc., upon approval of the Board of Directors. They are entitled to receive copies of all publications and circulars of the Association. They shall pay dues in United States funds, or its equivalent, in amounts paid by corresponding classes of Class A members, but not in excess of \$620.00. Canadian membership shall also be available to individuals, companies, firms or corporations who are manufacturers in Canada of materials used in the manufacture or application of paints, varnishes, lacquers, chemical coatings, water paints and kindred or related products. Such concerns shall pay dues in United States funds, or its equivalent, in amounts paid by corresponding classes of Class B members, but not in excess of \$460.00 per year, and shall be entitled to receive copies of all publications and circulars of the Association.

#### Application for Membership

SECTION 6. All applications for Class A, Class B and Canadian memberships, after approval by the Chairman of the Membership Committee, shall be referred to the Secretary, who shall submit them at once to the Board of Directors of the Association for action.

SECTION 7. No individual, company, firm or corporation shall be admitted to Class A membership until they have subscribed to the Association's Code of Ethics and signed its agreements relative to Non-Exchange of Products and Anti-Bribery.

#### Honorary Members

SECTION 8. Any individual who has rendered distinguished service to this industry or to this Association may be elected an Honorary Member by two-thirds vote at any regular meeting of the Board of Directors.

Honorary members shall be exempt from all payment of dues.

#### Expulsion and Resignations

SECTION 9. Expulsion and Resignations: The Board of Directors, at its discretion, may declare forfeited any membership for good and sufficient reasons, or for non-payment of dues that are in arrears six (6) months. Any member in good standing whose annual dues are fully paid, may resign upon written notice to the Secretary not less than thirty (30) days in advance of the end of the dues' year.

#### Annual Dues

SECTION 10. Annual Dues: The fiscal year of this Association shall commence January 1, and end December 31. Dues of Class A, Class B and Canadian members shall be based on such members' total sales for their last fiscal year, which shall be reported as soon as such figures are available after January 1.

**Scientific Section Circulars**

**SECTION 11. Scientific Section Circulars:** Scientific organizations at home and abroad, and foreign manufacturers of paints, varnishes, lacquers, chemical coatings, water paints and kindred or related products, may receive the Scientific Section Circulars on payment of \$150.00 per annum.

**ARTICLE III**

**Officers**

**SECTION 1.** The officers of the Association shall consist of a President, a Vice President, seven (7) Regional Vice Presidents, a Treasurer, a Secretary, and an Executive Vice President.

**SECTION 2.** The President shall be elected by the members of the Association from Class A members for one (1) year or until his successor is elected and shall qualify. He shall serve without compensation.

**SECTION 3.** The Vice President shall be elected by the members of the Association from Class A members for one (1) year or until his successor is elected and shall qualify.

**SECTION 4.** Seven (7) Regional Vice Presidents shall be elected by the members of the Association from Class A or Class B members, one from each of the seven (7) zones as designated in Article XVII. They shall be elected for one (1) year or until their successors shall be elected and shall qualify.

**SECTION 5. Treasurer:** The Treasurer shall be elected by the members of the Association from Class A members for one (1) year or until his successor is elected and shall qualify.

**SECTION 6. Secretary:** There shall be a Secretary of the Association, who shall be elected or appointed by the Board of Directors for one (1) year or until his successor is elected and shall qualify.

**SECTION 7. Honorary Officers:** Other offices of honorary character may be conferred upon any member by the unanimous vote of the Board of Directors.

**SECTION 8. Executive Vice President:** There shall be an Executive Vice President of the Association who shall be elected or appointed by the Executive Committee for three (3) years or until his successor shall be elected and shall qualify.

**Board of Directors and Executive Committee**

**SECTION 9.** The Board of Directors of the Association shall consist of the President, Vice President, Treasurer, Regional Vice Presidents and thirty-six (36) additional Directors, twenty-seven (27) of which shall be Class A members and nine (9) of which shall be Class B members.

**SECTION 10.** Directors other than the officers listed in Section 9 above shall be elected by members of the Association for a term of office of three (3) years. They shall be elected so that at the end of each year the terms of one-third (1/3) of such Directors so elected shall expire. At each annual meeting the successors to such Directors whose terms expire shall be elected to hold office for terms of three (3) years or until their respective successors have been elected, provided, however, that at the annual meeting in the year following the meeting approving any change increasing the number of Directors as provided for by the By-Laws, one-third (1/3) of the additional members added to the Board shall be elected for one (1) year; one-third (1/3) for two (2) years and one-third (1/3) for three (3) years, so that the terms of office of an equal number will expire at the end of each year.

Any vacancy among the members of the Board of Directors may be filled by a majority vote of the Board, and if not filled by the Board, by the members of the Association at its next annual meeting. The term "Vacancy" as used in this section shall include any directorship which is unfilled as the result of the death, resignation, removal or disqualification of a director, or of an increase in the number of Directors occurring by amendment of these By-Laws, or of any other cause, between annual meetings of the Association.

The officers of the Board of Directors shall consist of a Chairman and Vice-Chairman. At the Annual organization meeting, a Vice-Chairman shall be elected by the Board of Directors from its membership. He shall not serve more than three (3) consecutive one-year terms, but may be elected to office again after an interval of one (1) year.

**SECTION 11. Executive Committee:** The Board of Directors shall elect an Executive Committee of twelve (12) from its Class A members. They shall hold office for their term as members of the Board. In addition, the President, Vice President, and Treasurer shall be members of the Executive Committee.

**SECTION 12.** Notwithstanding the other provisions of this Article III, there shall be no limitation of time so long as they hold office with respect to the number of consecutive terms that the President, and Treasurer of the Association may serve, either as a member of the Board of Directors or the Executive Committee.

**SECTION 13.** The officers of the Executive Committee shall consist of a Chairman and a Vice-Chairman. At the annual organization meeting, the Executive Committee shall elect a Vice-Chairman from its membership. He shall not serve more than three (3) consecutive one-year terms, but may be elected to office again after an interval of one (1) year.

**SECTION 14.** Members of the Board of Directors and Executive Committee shall hold office for three (3) years. No one who has been elected as a Board member for a full three (3) year term shall be eligible for reelection until at least one (1) year shall have elapsed.

#### **ARTICLE IV** **Duties of Officers**

**SECTION 1. Duties of the President:** He shall be responsible for such duties as the Board of Directors or the Executive Committee may direct or delegate. He shall be an ex-officio member of all Association Committees. The President shall preside at all annual and special meetings of the membership of the Association; make such appointments as are provided for in the By-Laws and also those required by action of the membership of the Association, the Board of Directors and/or the Executive Committee. He shall present at the first session of the annual meeting of the membership of the Association a report upon the affairs of the Association, together with such matters and recommendations as may be of interest or pertinent to the industry. The President shall also be the Chairman of the Executive Committee and of the Board of Directors.

**SECTION 2. Duties of the Vice President:** He shall perform all of the duties of the President in his absence and such other duties as may be assigned to him by the Executive Committee.

**SECTION 3. Duties of the Executive Vice President:** The Executive Vice President shall be the chief executive officer for all administrative matters and such other duties as the Board of Directors, the Executive Committee or the President may direct or delegate.

**SECTION 4. Duties of the Regional Vice Presidents:** The Regional Vice Presidents shall perform such duties as may be delegated to them by the Board of Directors, or Executive Committee, or by the President in the administration of his duties. It shall be the duty of the Regional Vice President of each Zone to visit the Regional and City Associations in his Zone and report to them all matters of importance relating to the activities of the Association.

**SECTION 5. Presiding Officer:** In the case of inability or for any other reason, the President cannot preside at any meeting of the membership of the Association, the Vice President shall preside, and in the absence of both, the Vice Chairman of the Board of Directors shall be the presiding officer.

**SECTION 6. Duties of the Treasurer:** It shall be the duty of the Treasurer to open such bank accounts in such banks as may be approved by the Executive Committee; and to provide for the receipt of all moneys due the Association. Disbursement shall be made by voucher signed by the Secretary or, in his absence, by a representative, authorized by the Executive Committee, as coming within the budget, and countersigned by the Treasurer.

**SECTION 7.** Under the authorization of the Executive Committee, the Treasurer shall be empowered to invest the funds of the Association; to sell, convert or exchange securities or property owned by the Association, and to execute any and all necessary documents in connection therewith.

**SECTION 8.** In the case of the death, illness, disability or absence from his office of the Treasurer, any one of the following officers of the Association is hereby authorized to countersign checks, and otherwise to perform, ad interim, the necessary duties of the Treasurer: The President, Vice President or Executive Vice President.

**SECTION 9.** The Treasurer shall keep an accurate account of all receipts and disbursements and shall submit quarterly to the Executive Committee and the Board of Directors a financial statement and operating statement, including a list of all delinquents, covering the period from the last such quarterly financial statement. He shall submit an annual statement as of the last day of December, audited and certified by a Certified Public Accountant, to the Executive Committee and the Board of Directors and, upon approval by the Board of Directors, he shall present this report to the membership of the Association.

**SECTION 10. Duties of the Secretary:** The Secretary shall provide minutes of all meetings of the Association, the Board of Directors and the Executive Committee, preserve all records belonging to the Association, and perform such other duties incident to his office as may not otherwise be provided for.

**SECTION 11.** It shall be the duty of the Secretary to approve or provide for the approval for payment of all proper expenditures of the Association as provided for in the approved budget. He shall report to the Chairman of the Membership Committee all applications for membership, and shall notify the Treasurer and new members of their election to membership. He shall also submit to the President thirty (30) days before the annual meeting of the Association, a complete list of the Regional or City Associations holding membership in the National Association with the number of their members in good standing, which list shall be the basis of representation at the annual meeting of the Association.

**SECTION 12.** The Secretary of the Association shall be sworn to the faithful discharge of his duties. He shall be custodian of the seal of the Association and may affix the same to any instrument requiring it, and when so affixed it shall be attested to by his

signature or by the signature of the President or Treasurer.

#### Duties of Board of Directors and Executive Committee

SECTION 13. It shall be the duty of the Board of Directors to discuss and consider the affairs of the Association and of the industry and to recommend to the Executive Committee such matters which will further the object and purposes of the Association. The Board of Directors, in addition to the specified duties in these By-Laws, shall also consider programs to foster the trade, business and financial interest of Association members, to reform abuses relative thereto, to diffuse accurate and reliable information as to the interest of the paint, varnish and lacquer industry and other related matters, to promote a friendly intercourse among Association members, and to do all things necessary to carry out the aforesaid purposes for the mutual benefit and protection of its members under and subject to such conditions as may be prescribed by these By-Laws.

SECTION 14. The Board of Directors shall elect or appoint a Secretary of the Association as provided by these By-Laws, who shall perform such duties as may be delegated to him by the Board of Directors, the Executive Committee, or the President.

SECTION 15. Duties of the Executive Committee: The Executive Committee shall be the policy making and supervisory body of the Association. It shall establish and direct the policies governing property and operations of the Association, be responsible for the expenditure of its funds and exercise all the powers of the Association except as otherwise provided by law or by these By-Laws.

The Executive Committee shall receive for consideration and action at their meetings all reports, resolutions and communications presented by the Board of Directors, Officers of the Association, Chairmen of Committees, Regional or City Associations and members, including any matters which in the judgment of the Executive Committee, require immediate consideration because the benefits and effectiveness of prompt action, if held over for the action of the annual meeting of the Association, would be seriously impaired or entirely destroyed; except changes in the By-Laws as provided for in the By-Laws. The Executive Committee shall consider all reports, resolutions and communications received prior to a meeting of the Board of Directors, and shall, through the Secretary, submit them, with recommendations, to the Board of Directors' next meeting.

SECTION 16. The Executive Committee shall consider and take action upon the budget for, and the expenditure of any funds of, the Association.

SECTION 17. The Executive Committee shall have the power to authorize the Treasurer to open bank accounts; to buy, sell, convert or exchange securities and property of the Association as provided by these By-Laws.

SECTION 18. Bond: The Association shall provide indemnity bonds for the President, Vice President, Treasurer, Secretary, and such employees as directed by the Executive Committee. The Executive Committee shall designate the amount of the bonds. The bonding expense shall be paid by the Association.

### ARTICLE V

#### Vacancies in Offices

SECTION 1. President: In the event the office of the President becomes vacant by resignation, death or by action of the members of the Board of Directors, the Vice President shall act as President until the next annual meeting of the Association when a successor shall be elected.

SECTION 2. Vice President and Regional Vice Presidents: In the event the offices of

the Vice President or any Regional Vice President becomes vacant by death or by action of the Board of Directors, the Vice President's successor shall be appointed from any zone and the Regional Vice President's successor from the same zone within thirty (30) days by a majority vote of the Board of Directors. If a regular meeting of the Board of Directors is not held within this period, a vote by mail shall be held as herein provided.

**SECTION 3. Board of Directors and Executive Committee:** All offices or memberships of the Board of Directors and the Executive Committee which have been declared vacant by death or by action of the Board of Directors shall be filled by a majority vote of the Board of Directors.

#### **ARTICLE VI**

##### **Meetings**

**SECTION 1. Date:** The Association shall hold annual meetings during the third week of October subject to change of date as provided for in Section 2 of this Article.

**SECTION 2. Time and place of Annual Meeting:** The place of the annual meeting of this Association shall be at Washington, D. C., unless otherwise determined by the Board of Directors. The Board may change the date of the annual meeting if in their judgment such change is of benefit to the Association. Notice of time and place of annual meetings shall be sent to the secretaries of Regional or City Associations and trade papers at least two months prior to the date of the annual meeting.

**SECTION 3. Special Association Meetings:** The President shall call special meetings of the Association upon written application of not less than thirty (30) Class A members if and when approved by the Executive Committee.

**SECTION 4. Board of Directors' Meetings:** The Board of Directors shall meet immediately following the adjournment of the annual meeting of the Association or at the call of the President or the Chairman for the purpose of organizing and electing the Executive Committee and Secretary, and for consideration of such other business as may properly come before it and in April and immediately preceding the annual meeting of the Association. A report of the meeting may be made to the membership through the Association publication, or otherwise, as directed by the Board of Directors.

**SECTION 5. Executive Committee Meetings:** The Executive Committee shall meet immediately following adjournment of the annual meeting or at the call of the President or Chairman for the purpose of organizing, and such other business as may properly come before it, and in January, April, July and immediately preceding the annual meeting. A report of the quarterly meeting may be made to the membership through the Association publication, or otherwise, as directed by the Executive Committee.

**SECTION 6. Special Board of Directors' Meetings:** The Chairman of the Board of Directors may call a special meeting of the Board of Directors after consultation with the President and they deem it is necessary, or upon the written request of not less than twelve (12) members of the Board of Directors.

**SECTION 7. Special Executive Committee Meetings:** The Chairman after consultation with the President may call special meetings of the Executive Committee when in their judgment it is necessary or upon the written request of not less than nine (9) members of the Executive Committee.

**SECTION 8. Quorum:** Fifty (50) Class A members and delegates shall constitute a quorum at any meeting of the Association. Fifteen (15) members shall constitute a quorum at any meeting of the Board of Directors. Seven (7) members shall constitute a quorum at any meeting of the Executive Committee.

SECTION 9. Representation at Meetings: All members, including Canadian members, shall have full privilege of the floor and one (1) vote at all meetings of the Association. Honorary members shall be entitled to the privilege of the floor without voting power. The privilege of the floor at any meeting may be extended to delegates or representatives from other organizations or to any other individuals by authority of the Board of Directors, or upon favorable vote by two-thirds of the voting members present.

SECTION 10. Delegates: Each Regional or City Association in good standing shall elect delegates to meetings of the Association from its Class A and B members, as follows:

One (1) delegate for each ten (10) members or less.

Two (2) delegates for more than ten (10) and less than twenty (20) members.

One (1) delegate for each additional ten (10) members over twenty (20) members.

SECTION 11. Alternates: Each Regional or City Association shall elect an alternate for each delegate, who shall act for such delegate during his absence, and whose vote shall be binding the same as if cast by such delegate.

SECTION 12. Voting Power: At all meetings of the Association, Class A, B, and Canadian members and Class A and B delegates of local associations present shall be entitled to one vote each. A Class A or B member may vote by proxy.

SECTION 13. A qualified member or delegate may demand a vote by roll call of Class A, B, and Canadian members and delegates. Said vote may be taken at once or during the next regular business session. Such roll call vote of those present or by proxy shall supersede the result of any previous vote on the same question by the membership at large.

#### ARTICLE VII

##### Voting by Mail

SECTION 1. The Board of Directors and Executive Committee: When necessary, the Board of Directors or the Executive Committee shall vote by mail on matters presented by the President, and the majority of the votes received within fifteen (15) days shall be decisive.

SECTION 2. Members: Question which, in the judgment of the Board of Directors or the Executive Committee, are of sufficient importance for the consideration of the Association, but are not important enough for a special meeting, may be voted upon by mail by the voting membership of the Association, and a majority of the votes received within thirty (30) days shall be decisive.

#### ARTICLE VIII

##### Committees

SECTION 1. Trade Sales: There shall be a Trade Sales Marketing Committee, the Chairman of which shall be appointed annually by the President.

SECTION 2. The President of this Association, in collaboration with the President of each Regional or City Association, shall appoint to this Committee a Regional or City Association member having a thorough knowledge of trade sales in his district. It shall be the duty of the Chairman of each Regional or City Trade Sales Committee to organize thoroughly those interested in trade sales in his district, including those manufacturers who sell refinishes to auto accessory wholesalers, or dealers. The actions and recommendations of these Regional or City Association's Committees shall be presented by their Chairman to the Association's Trade Sales Steering Committee.

**SECTION 3. Chemical Coatings:** There shall be a Chemical Coatings Steering Committee, the Chairman of which shall be appointed annually by the President.

**SECTION 4.** The President of this Association, in collaboration with the President of each Regional or City Association, shall appoint to this Committee a Regional or City Association member having a thorough knowledge of Chemical Coatings in his district. It shall be the responsibility of this Committee member, as local Chairman, to organize thoroughly those members interested in sales of Chemical Coatings. The actions of these Regional or City Associations' Committees shall be presented by their Chairmen to the Association's Chemical Coatings Steering Committee.

**SECTION 5. National Advisory Committee:** This Committee shall consist of the officers of the National Association, the Regional Vice Presidents, the Presidents and Secretaries of the Regional or City Associations. This Committee shall meet annually prior to or during the annual meeting of the Association at the call of the President. The President of this Association shall preside at such meetings.

**SECTION 6. Budget and Finance Committee:** This Committee shall be appointed by the President, and shall consist of three (3) or more members from the membership of the Board of Directors who are not members of the Executive Committee and the Treasurer, who shall be the Chairman of the Budget and Finance Committee. They shall consider and recommend to the Executive Committee the allocation of income of the Association.

**SECTION 7. Unfair Competition Committee:** This Committee shall be appointed by the President, subject to approval by the Board of Directors.

**SECTION 8.** The following regular Committees shall consist of three (3) or more members each, to be appointed by the President:

Aerosol Coatings Manufacturers Committee	Management Information Committee
Arbitration Committee	Manufacturing Management Committee
Budget and Finance Committee	Marine Finishes Manufacturers' Committee
By-Laws Committee	Memorial Committee
Chamber of Commerce, U.S.A. Committee	National Membership Steering Committee
Chemical Coatings Industry Committee	Packaging Committee
Chemical Coatings Steering Committee	Roof Coatings Committee
Communications Committee	Roof Coatings Technical Subcommittee
Community Service Steering Committee	Safety and Loss Prevention Committee
Credits and Collections Committee	Scientific Committee
Fire Retardant Paints Committee	Sealants, Caulking and Glazing Steering Committee
Furniture Finishes Industry Committee	Sealants, Caulking and Glazing Steering Subcommittee
Government Suppliers Committee	Seamless Systems Manufacturers Steering Committee
High Performance Architectural Coatings Steering Committee	Tariff Committee
Industry Suppliers Committee	Trademark Committee
Inter-Society Color Council	Trade Sales Marketing Committee
Joint Coatings-Forest Products Industries Steering Committee	Traffic Committee
Joint Paint Industry Coordinating Committee	Unfair Competition Committee
Labeling Committee	
Legislative Committee	

**SECTION 9. Entertainment Committee:** The President shall appoint each year an Entertainment Committee of three (3) or more members who shall be responsible for the entertainment and social features at the annual meetings.

**SECTION 10. Chamber of Commerce of the United States of America Committee:** The President shall appoint annually a Chamber of Commerce of the United States of America Committee, composed of a Chairman, and the number of delegates to which this

Association may be entitled, as provided for in the By-Laws of the Chamber. The Chairman and the delegates are empowered to represent this Association in accordance with the By-Laws of the Chamber, and to cast their votes for this Association upon any subjects presented to them. The Committee shall present to the Chamber, upon approval of the Executive Committee, such subjects as the Association may submit, and no proposition, resolution or question shall be presented or approved by the Committee without the approval of the Executive Committee.

**SECTION 11. Press Relations:** The President may appoint annually a Press Relations Committee, consisting of five (5) members who, together with the Secretary, shall edit material for all media and shall edit all reports of the annual meeting or other meetings of the Association, when necessary. A stenographic report of the business proceedings of the annual meeting of the Association shall be made. Upon application, such report shall be furnished as edited and approved by the Press Relations Committee, to any or all of the trade papers, press, radio and television.

**SECTION 12. Arbitration Committee:** The Chairman of the Executive Committee shall appoint annually an Arbitration Committee consisting of six (6) members of the Association. All members are cordially invited in cases of dispute, to avail themselves of the services of this Committee and thus avoid the unnecessary expenses, delay and ill-feeling of litigation.

**Rules and Procedure for Arbitration:**

1. When requesting an arbitration, the parties shall forward immediately to the Chairman of the Arbitration Committee their written agreement to abide by the decision of the Arbitration Committee. They shall deposit with the Treasurer of the National Paint and Coatings Association, Inc., a sum of money designated to defray the expenses of the Committee on Arbitration, including traveling expenses to the place where hearing is to be held and all expenses incident to the hearing. The amount of this deposit in excess of such expenses will be returned pro-rata. If first deposit is insufficient, the parties to the controversy shall pay the additional amount, same to be divided equally between them.
2. When the parties to the controversy have complied with Rule 1, the Chairman of the Arbitration Committee shall confer with his associates and fix a time and place where the arbitration meeting is to be held and notify both parties.
3. Unless otherwise agreed between the parties of the controversy, each party shall submit to the Arbitration Committee his side of the case in form of a typewritten statement, which shall present his position and contain his arguments in support of same and cite any precedents bearing on the case. This shall be accompanied by original papers or exhibits referred to in the statement.
4. No person shall sit as a member of the Arbitration Committee at a hearing who is interested in any manner in the subject matter of the dispute or who has previously expressed an opinion on the merits of the particular controversy or who would be subject to any common law disqualification of a judge to hear and determine such controversy.
5. A majority of the members of the Arbitration Committee shall be present to constitute a quorum empowered to hear and determine the matter in dispute, and such majority may, if it desires, select substitutes for other members of the Committee who are unable to attend. Such substitutes shall be members of the

Association and qualify under Rule 4 and shall serve only in connection with the controversy for which they have been selected.

6. The record of the action of the Committee shall be made in triplicate, one copy of which shall be given to each of the contending parties, and one copy sent to the Secretary of the National Paint and Coatings Association, Inc., but no report of the same shall be published or made a matter of permanent record.

**SECTION 13. Resolutions Committee:** The President shall appoint a Resolutions Committee of three (3) members from the membership of the Executive Committee at the annual meeting of this Association. This Committee shall consider all reports, resolutions or recommendations which may be referred to them in sessions of the annual meeting pertaining to matters that have not been before the Board of Directors or the Executive Committee. They shall submit to the annual meeting such resolutions or reports with their recommendations. When necessary, they shall draft and submit to the annual meeting of the Association resolutions on subjects requiring action of the membership.

**SECTION 14. Special Subcommittees:** The Chairman of the Executive Committee or the President, upon specific directive of the Executive Committee and when the exigency may arise, or when in their judgment it may be required, shall appoint additional special or subcommittees, to whom the Chairman and/or the President shall refer or delegate to investigate, report or confer on subjects not within the scope of the duties assigned to other committees, as provided for in the By-Laws.

**SECTION 15. Duties of Committees:** It shall be the duty of all Committees, unless otherwise specified, to receive for consideration, all subjects involving the interests represented by said Committees; to formulate such recommendations as may seem to serve the best interests of the Association, for presentation to the Board of Directors or Executive Committee in the form and manner prescribed in these By-Laws.

**SECTION 16. Communications:** All communications relating to or affecting any interests covered by any Committees, shall be referred by the President, upon the approval of the Executive Committee, to the Chairman of such interested Committee, who shall make reply or return such recommendations as his Committee may indicate, to the President for presentation to the Executive Committee at their next scheduled meeting, or if required by an emergency, by mail.

#### ARTICLE IX

##### Reports, Resolutions and Communications

Each Committee shall submit, through its Chairman, to the President at least thirty (30) days before the annual meeting of the Association for presentation through the Board of Directors to that meeting of the Association, a written report accompanied by recommendations, if any, on the subjects assigned to said committees. All resolutions, special reports or communications received by the President in advance of the annual meeting of the Association, shall be referred by him to the Executive Committee for consideration and by them referred, with their recommendations, to the Board of Directors for presentation at the annual meeting of the Association for appropriate action.

All resolutions, reports or communications presented in annual meeting sessions pertaining to matters which have not been before the Executive Committee and the Board of Directors, may be referred to the Resolutions Committee for consideration and recommendations; reports of such considerations and recommendations shall be made prior to the adjournment of the annual meeting of the Association.

## ARTICLE X

### Trademark Bureau

SECTION 1. A Trademark Bureau shall be established and maintained by the Association for the purpose of recording and furnishing information as to the trademarks or brand names used by members of our industry. This Bureau will also furnish other data and information regarding trademark matters in general.

SECTION 2. The President will appoint a Trademark Committee which shall, subject to the approval of the Executive Committee, make and adopt such rules and regulations as may seem desirable, with regard to the registration of trademarks and the general operation of the Trademark Bureau, the furnishing of reports and publication to members and non-members relating to trademarks and the fees to be collected therefor.

## ARTICLE XI

### Expenses of Officers

As may be authorized by the Budget and Finance Committee and approved by the Executive Committee, the necessary expenses of the President, Secretary, duly accredited agents and representatives shall be included in the annual budget and paid from Association funds.

## ARTICLE XII

### Annual Meeting Registration

The registration fee for each person attending the annual meeting of the Association shall be determined by the Executive Committee at its July meeting.

## ARTICLE XIII

### Press and Non-Member Representation

At the annual meeting of the Association, representatives of the press and other news media and non-members of the Association may be admitted to preliminary opening sessions. All subsequent sessions shall be executive in their character and none but members shall be admitted except by approval of the Executive Committee or by a two-thirds vote of voting members present. The President may appoint a Sergeant-at-Arms whose duty it shall be to exclude all visitors except as herein provided for.

## ARTICLE XIV

### Nominating Committee and Nominations

SECTION 1. Nominating Committee: At least three (3) months preceding the annual meeting of the Association, the President shall appoint, subject to the approval of the Executive Committee, a Nominating Committee of seven (7) members as follows:

Four to be selected from Class A membership, two to be selected from Class B membership (none of whom shall be officers) and the President.

SECTION 2. The report of the Nominating Committee shall be presented at the end of the first business session of the annual meeting of the Association, and shall be voted upon at the last business session of the annual meeting of the Association.

SECTION 3. Six (6) weeks prior to the annual meeting of the Association, the Nominating Committee shall mail to all members, entitled to vote, the names of the candidates to be elected to the Board of Directors, as provided for in Sections 9 and 10 of Article III, to-

gather with the names and location of their companies. Twenty-five (25) members, entitled to vote, may place other candidates in nomination and will do so by filing the names of said candidates with the Nominating Committee three (3) weeks prior to the annual meeting of the Association, provided only one (1) name be filed from any Regional or City Association.

SECTION 4. Other Nominations: Other qualifying nominations may be made from the floor, by any one having voting privileges, at the first business session succeeding that at which the Nominating Committee makes its report, and shall be voted upon at the last session of the annual meeting of the Association.

#### ARTICLE XV

##### Rules

SECTION 1. Parliamentary: The proceedings of all meetings of this Association, its Board of Directors, its Executive Committee, and its other Committees where appropriate, shall be subject to parliamentary rules as indicated in Robert's Rules of Order.

SECTION 2. Order of Business: (1) Opening of annual meeting. (2) Roll Call. (3) President's address. (4) Treasurer's report, including auditor's report. (5) Committee reports. (6) Resolutions. (7) Unfinished Business. (8) New Business. (9) Election of officers and members of the Board of Directors. (10) Installation of officers and members of the Board of Directors.

#### ARTICLE XVI

##### Code of Ethics

We, members of the National Paint and Coatings Association, Inc., recognizing our responsibilities and obligations to promote the public welfare, and to maintain honorable, fair and friendly relations among men, do pledge ourselves:

1. To compete always with fairness and honesty, seeking patronage on merit and service; to refrain from false, derogatory reference, written, oral or printed, to competitors or their products; and from the circulation of harmful rumors regarding such competitors' products, or their personal or financial reputation; to strive, by sincere and intelligent cooperation with our competitors, in all lawful ways to increase the efficiency and service to the public of the industry as a whole; to base our advertising exclusively on the merit of our own products and the value of our own service, without false, derogatory reference to the products of competitors or misleading comparisons therewith.

2. To be guided by a spirit of justice, honor and fairness, in all our relations with members of the allied trades, realizing that the standard of ethics maintained in our industry must vitally affect the standard observed in associated industries; to encourage the adoption by the allied trades of similar codes as guides to govern their practices; and to discourage unfair trade practices in those trades, even though such practices might at times be to our own immediate advantage.

3. To represent our products truthfully in advertising, labeling and branding; avoiding therein all false or misleading statements or descriptions.

4. To avoid and actively strive to prevent all forms of commercial bribery or corruption by members of this Association and by the industry in general; and to this end we pledge our support to the Federal Trade Commission and any other enforcement agency in locating and prosecuting individuals guilty of such practices.

5. To recognize the right of employees to use all honorable and reasonable efforts to better their conditions, but to refrain from directly or indirectly soliciting or bidding for the

services of the employee of another member; to promote, in light of contemporary hiring practices, high ethical standards in the area of manpower recruitment.

6. To refrain from the unethical practice of taking in exchange for our own products the paint and coatings of another manufacturer.

7. To adhere faithfully to the rules of conduct herein set forth and to inspire our fellow members to do likewise, believing that the Golden Rule is the only safe guide of conduct in the relations among men.

8. Any violation of this Code shall be referred by the General Counsel of the National Paint and Coatings Association, Inc., to the Executive Committee for consideration and action. To ensure fairness, elementary due process requirements will be met throughout these proceedings.

#### ARTICLE XVII

##### Zone Classification

For the purpose of area representation on the Board of Directors of this Association and selection of Regional Vice Presidents, the United States is divided into seven (7) zones comprised of the following states:

New England Zone: Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut.

Eastern Zone: New York, Pennsylvania, New Jersey, Delaware, Maryland, the District of Columbia, Virginia.

Southern Zone: North Carolina, South Carolina, Tennessee, Georgia, Florida, Alabama, Mississippi.

East Central Zone: Michigan, Ohio, Indiana, West Virginia, Kentucky.

West Central Zone: North Dakota, Minnesota, South Dakota, Wisconsin, Nebraska, Iowa, Illinois, Kansas, Missouri.

Southwestern Zone: Colorado, New Mexico, Oklahoma, Arkansas, Louisiana, Texas.

Western Zone: Washington, Idaho, Montana, Oregon, Wyoming, California, Nevada, Utah, Arizona, Alaska, Hawaii.

#### ARTICLE XVIII

##### Amendments

SECTION 1. These By-Laws may be amended or revised at any Annual Meeting of the Association by an affirmative vote of not less than two-thirds of the voting power present as provided for in the By-Laws. However, no such amendment or revision shall be considered unless the same has first been submitted to the By-Laws Committee in writing, who shall present it with their recommendation to the Board of Directors, and by them presented with their recommendation to the Association at a regular session prior to the session at which final vote is taken.

SECTION 2. Any portion of the By-Laws may be suspended for a definite purpose by unanimous vote at any special or annual meeting of the Association.

(Adopted November 2, 1933; Amended November 2, 1934; November 1, 1935; November 20, 1936; October 29, 1937; November 1, 1940; October 31, 1941; October 20, 1943; October 26, 1944; November 1, 1945; November 8, 1946; November 14, 1947; November 10, 1948; November 2, 1949; November 17, 1950; October 31, 1951; November 19, 1952; October 28, 1953; November 5, 1957; October 29, 1958; October 21, 1959; October 29, 1960; November 1, 1961; November 7, 1962; October 30, 1963; November 11, 1964; October 27, 1965; October 31, 1967; October 22, 1968; November 9, 1971; October 31, 1972.)

**NOTE: The Non-Exchange Agreement and the Anti-Bribery Agreement, the texts of which are reprinted in full below are referred to in Article II, Section 7 of the By-Laws (page 136 of the Member/Services Directory).**

#### **ANTI-BRIBERY AGREEMENT**

WHEREAS, The Federal Trade Commission, at Washington, has decided that the practice in trade of manufacturers or dealers, secretly giving commissions, gratuities, or other things of value to employees of concerns to whom they sell is unfair competition; and

WHEREAS, the members of the National Paint and Coatings Association, Inc., are in full sympathy with the purpose and wish to cooperate with the Federal Trade Commission to eliminate the practice:

THEREFORE, we hereby agree for ourselves individually, our respective companies, salesmen and employees, not to permit the gift of any commission, gratuities, or other things of value to employees of concerns to whom we sell; and we further agree not to allow our salesmen expense money for any other purpose than for legitimate expenses, and not to permit any funds to be dispensed in any illegal way to influence business.

We are signing this agreement irrespective of our membership in the National Paint and Coatings Association, Inc., or contemplated membership or because signing it is compulsory in order to become members or to continue membership in said Association.

#### **NON-EXCHANGE AGREEMENT**

WHEREAS, the taking of the products of one manufacturer by another in exchange for his own products—commonly known as the "Exchange of Paints and Coatings"—is unethical and demoralizing:

1. We hereby agree for ourselves and for all individuals, firms or corporations employed by us or doing business under our direction and control that we will not take or allow to be taken in exchange for our own products any paints or other coatings of any other manufacturers; nor will we make or permit to be made any concessions, allowances or gifts of any kind to promote or facilitate such exchange.

2. We agree to report promptly to the National Paint and Coatings Association, Inc., any violation of this Agreement coming to our knowledge.

3. We agree to cooperate with the National Paint and Coatings Association, Inc. in the investigation of such report.

4. The General Counsel of the National Paint and Coatings Association, Inc. shall inform the member complained of and shall investigate such report. If the complaint is verified and further action warranted, it shall be referred to the Executive Committee, which shall notify the accused of the charges and provide due opportunity for hearing. The undersigned agrees that if the Executive Committee shall find that such charges are supported by fact and that the accused has acted without valid justification or excuse, the Committee will direct the General Counsel to report all pertinent data to the Federal Trade Commission for appropriate action. A finding against a member of a violation of the law by the Federal Trade Commission shall be deemed a violation by such member of Section 6 of the Code of Ethics of the National Paint and Coatings Association, Inc.

5. We agree to inform all individuals, firms or corporations employed by us or doing business under our direction and control of the purport of the scope of this Agreement.

6. We accept responsibility for any violation of this Agreement by any individual, firm or corporation in our employ or doing business under our direction and control.

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

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**LOCAL ASSOCIATIONS**

*(Affiliated with the National Paint & Coatings Assn. Inc.)*

"C" designation applied to those who are closely allied with the paint industry but who are not eligible for membership in the National Association.

**ATLANTA PAINT AND COATINGS ASSOCIATION  
Atlanta, Georgia**

**President, BOB SUTTON**  
The Sherwin-Williams Co.

**Secretary, PAT HANSON**  
Camco Paints, Inc.

**Vice President, DON WAGEN**  
PPG Industries

**Treasurer, DON RILEY**  
Glidden-Durkee, Div. SCM Corp.

**FIRM**

**REPRESENTATIVES**

<b>Air Products &amp; Chemicals, Inc.</b> 8075 Roswell Rd., N.E.	..... Mike Lankard
<b>American Mineral Spirits Company (B)</b> 17 Executive Park Dr., N.E. 30329	..... Greg Lyons
<b>Armistead Paints</b> 156 Alexander St., N.W., 30313	..... Dave Armistead
<b>Atlanta Paint Company</b> P.O. Box 13228, Sta. K	..... Marion Crow, M. H. Brooks
<b>Atlanta Solvents &amp; Chemical Company (B)</b> 2323 Lansol Rd., Doraville, Ga. 30340	..... Jerry Nigh, Bill Welch
<b>Berry Paint Supply (B)</b> 452 Sawtell Avenue, S.E., 30315	..... Charles Berry
<b>Binks Manufacturing Company (B)</b> P.O. Box 29704, 30329	..... Gordon Smith
<b>Burkes, Inc.</b> P.O. Box 43115	..... Charles Burks
<b>Burris Chemical Company</b> 1061 W. Marietta St., N.W. 30318	..... John Loud
<b>Camco Paints (A)</b> 2862 Ponce de Leon Ave., Decatur, Ga. 30030	..... Patrick Hansen, Thomas Campbell
<b>Capitol City Paint Company</b> 3014 Shallowfield Rd., Chamblee, Ga. 30005	..... Jose Diques

**Cargill, Inc. (B)** ..... Thomas Toile  
 2200 Parklake Drive, Suite 170, 30307

**Childs Paint & Floorcovering, Inc. (B)** ..... Walter Childs  
 964 DeKalb Ave., N.E., 30307

**Coloray Paint & Varnish Co.** .....  
 5342 Peachtree Rd., Chamblee, Ga.

**Continental Can Company, Inc. (B)** ..... McKendred Nance, Jr.  
 2 Executive Park, West, N.E., 30329

**Cook Paint & Varnish Company (A)** ..... A. L. Penn  
 P.O. Box 20254, 30325

**Crescent Paint & Floorcovering Company** .....  
 255 Whitehall St., S.W.

**DAP, Inc.** ..... Thomas Burnett  
 2969 E. Ponce de Leon Ave., Decatur, Ga. 30030

**Devco Paints, Div. Celanese Coatings Co. (A)** ..... P. Langley  
 229 Techwood Drive, N.W., 30313

**Dixie-O'Brien Corp.** ..... Lyle Certain  
 P.O. Box 864, Brunswick, Ga. 31520

**DuPont de Nemours Co., E. I. (B)** ..... J. C. Betty  
 1571 N.E. Expressway, 30329

**Gibson-Homans Co. of Georgia** ..... H. R. Gullahorn  
 Railroad St., Conyers, Ga.

**Gillman Paint Co., S. L.** ..... S. L. Gillman  
 2250 Moreland Ave., S.E.

**Glidden-Durkee Div., SCM Corp.** ..... Gene Lowry  
 375 Luckie St., N.W.  
 P.O. Box 19627, Station N 30325 ..... Don Riley, Zane Gray  
 687 Humphries St., S.W. 30310 ..... Don Creel

**Graco, Inc. (B)** ..... Frank DiPonzio, R. D. Peterson  
 460 Plasamour Drive, N.E., 30324

**Gray Seal Paint Company (B)** ..... Allen Shealy  
 276 Vickers Drive, N.E., 30307

**Hopkins Company, R. T. (B)** ..... R. T. Hopkins  
 544 Means Street, N.W., 30318

**Illinois Bronze & Paint Co.** .....  
 142B-A Mayson. N.E.

**Interstate Paint Corp.** ..... Hugh Mayberry  
 Brunswick. Ga.

**JB International Marketing Corporation (B)** ..... James T. Walsh  
 1107 Glidden Street. N.W., 30318

**Jobson's Paint & Waterproofing** ..... Bobby Jobson  
 484 14th St., N.W.

**Kerr-McGee Chemical Corp.** ..... Mark Schneider, Robert Hansen  
 3330 Peachtree Rd., N.E. 30326

**Kennesaw Chemical Corp.** ..... Jim Wilcox  
 P.O. Box 308, Tucker. Ga. 30084

**Martin-Senour Paints** ..... John Minner  
 P.O. Box 144, Morrow, Ga. 30260

**Mason & Associates, Val (B)** ..... Val Mason  
 P.O. Box 1815. 30301

**Maxi-Kote Paint Co.** ..... C. J. McCurdy  
 5505 Peachtree Rd., Chamblee. Ga.

**Metropolitan Paint Co. Of Georgia** .....  
 2543 Gresham Rd., S.E.  
 2797 Main St., East Point, Ga.

**Minnesota Mining — 3-M Corporation (B)** ..... Roger Seifert  
 5929 Peachtree Industrial Blvd., Chamblee. Ga. 30341

**Minnesota Paint Company** .....  
 1314 Murphy Ave., S.W. 30310

**Norton Company (B)** ..... J. F. Helms  
 5200 Peachtree Rd., Chamblee. Ga. 30083

**Permite Corporation, The (A)** ..... W. D. Dickinson  
 796 Old Scottdale Rd., Decatur, Ga. 30033

**Porter Paint Company** .....  
 1929 Mountain Industrial Blvd., Tucker, Ga.  
 1217 Techwood Dr., N.W., 30313

**PPG Industries (A)** ..... Don Wagen  
 1377 Oakleigh Dr., East Point, Ga. 30344  
 P.O. Box 12426, Northside Sta. 30305 ..... Riley Edwards, Ralph McRee, Ed Fields  
 118 14th St., N.W. 30309 ..... Ben Trail

**Prager Brush Company (B)** ..... Edward Prager  
 730 Echo Street, N.W., 30318

**Precision Paint Company (A)** ..... Bill Klaus, Ed Lowery, Charles Ptacek  
 5275 Peachtree Industrial Blvd., Chamblee, Ga. 30005

**Rohm & Haas Company (B)** ..... George Elliott  
 3400 Peachtree Road, N.E., 30305

**Ross & Company, F. H.** .....  
 4460 N.E. Expressway

**Sanders Paints, Inc. (A)** ..... Art Sanders, Ned Kernline  
 P.O. Box 687, Tucker, Ga. 30084

**Savannah Paint Company** ..... Albert Mazo  
 P.O. Box 7051, Savannah, Ga.

**Seydal-Wooley & Company** ..... Paul Pope  
 762 Marietta Blvd., N.W. 30318

**Sherwin-Williams Company, The (A)** ..... Harold Barrett  
 148 Cain St., Suite 700, 30303  
 765 North Ave., N.E., 30306 ..... Ed Blackwood  
 591 Somerset Terr., N.E. .... Gordon Sharpe, Mr. Chadock, B. Eller

**Smith Can Company (B)** ..... Robert Franklin  
 P.O. Box 6687, 30315

**Smith Paint & Lacquer Company (A)** ..... George Amos  
 239 Alexander Street, N.W., 30313

**Smith Company, William Armstrong (A)** ..... Murphy Claxton, William Smith  
 2675 Martin St., East Point, Ga. 30344

**Southern Protective Products (A)** ..... Chet Watkins, Larry Hecht  
 P.O. Box 10915, Station A, 30310

**Southland Paint Company, Inc. (A)** ..... Thomas Ferguson  
 1625 Stone Ridge Drive, Stone Mountain, Ga. 30083

**Southport Paint Company** ..... Ron Brown  
 P.O. Box 247, Savannah, Ga. 31402

**Spencer-Adams Paint Company** ..... H. G. Spencer  
790 Huff Rd., N.W., 30318

**Stewart-McElrath, Inc. (B)** ..... Charles Miller  
350 North Clarendon Ave., Scottdale, Ga. 30079

**Synkoid Company** ..... George Thompson  
40 Enterprise Blvd., S.W.

**Tech-Rep Services** ..... Steve Sebuis  
P.O. Box 2326, Macon, Ga. 31203

**Titanium Pigments Div., NL Industries (B)** ..... Michael Wiggin, John Goldhammer  
3272 Peachtree Rd., N.E., 30305

**Union Carbide Corp.** ..... Galyn Cagle  
17 Executive Park Dr., N.E. 30329

**Valspar Corp.** ..... Frank Miller  
1314 Murphy Ave., S.W. 30310

**Wyandotte Paints of Georgia** .....  
P.O. Box 255, Norcross, Ga. 30071

**BALTIMORE COATINGS ASSOCIATION**  
Baltimore, Maryland

**President, IRVIN EBAUGH, JR.**  
Bruning Paint Co., Inc.

**Vice President, HARRY G. DAHL**  
The O'Brien Corp.

**President-Elect, JOHN EMMERLING**  
Lenmar Lacquers, Inc.

**Secretary, WILLIAM TATE**  
Tate Chemical Sales Co.

**Treasurer, C. W. MANN, JR.**  
Baltimore Paint & Chemical Corporation

**FIRM**

**REPRESENTATIVES**

**Allied Chemical Corp., Plastics Division (B)** ..... Phil Ise  
10 N. Presidential Blvd., Bala Cynwyd, Pa. 19004

**American Cyanamid Co., Pigments Division (B)** ..... R. Berger  
185 Commerce Drive, Fort Washington, Pa.

**Amaco, A Div. of Union Oil Co. of Calif. (B)** ..... David Gauler  
P.O. Box 3479, 21226

**Athey Paint Company, The C.M. (A)** ..... C. Burch Athey, Mike Beatty, George Ross,  
1809 Bayard St., 21230 William Younger

**Baltimore Copper Paint Company (A)** ..... Oliver H. Reeder  
501 Key Highway, 21230

**Baltimore Paint & Chemical Corporation (A)** ..... C. W. Mann, Jr., E. D. Levenson,  
2325 Hollins Ferry Road, 21230 Wm. Quinlan, H. Ritz, H. Schwartz, I. Levin,  
J. A. Walter, T. Greenfield, L. W. Shuger

**Borden Chemical Company (B)** ..... William M. Young  
984 Ivycroft Rd., Wayne, Pa. 19807

**Brown Company, Andrew (A)** ..... E. W. Bowen  
P.O. Box 229, Laurel, Md. 20810

**Bruning Paint Company (A)** ..... Howard G. Sholl, Irvin Ebaugh, Jr., V. Marsh  
Fleet & Haven Sts., 21224

**Budek's Paints (E)** ..... R. N. Gardner, L. V. Koerber, T. E. Krehnbrink  
418 S. Broadway, 21231

**Cabot Corporation, Titania Div. (B)** ..... Scott K. Boice  
200 Raiton Center Parkway, Edison, N. J. 08817

**Campbell Sons' Corporation, Harry T. (B)** ..... P. J. Fitzpatrick, R. North  
100 W. Pennsylvania Ave., Towson, Md. 21204

**Carroll, Inc., R. E. (B)** ..... E. W. Brown, Jr.  
1570 N. Olden Ave., Trenton, N.J. 08638

**Celanese Chemical Company (B)** ..... Mark Hannan, R. Troiani  
1300 Market St., Wilmington, Del. 19801

**Chemical Products Company, Inc. (A)** ..... L. Keith Ford, Charles Riley  
P.O. Box 400, Aberdeen, Md. 21001

**Chesapeake Asphalt Prod., Inc.** ..... Patricia Williams  
110 S. Register Ave., 21231

**Columbian Division, Cities Service Company (B)** ..... F. X. Munafò  
N.E. Regional Sales, Drawer 4, Cranbury, N. J. 08512

**Conchemco, Inc., Baltimore Division (A)** ..... H. Braith Davis, Robert McCormick,  
1401 Severn St., 21230 Arthur Smith, Jr., A. Rapp, G. Purkins,  
James McCormick, A. Steltz, W. G. Schwartze

**Congress Paint Manufacturing Co., Inc. (A)** ..... Gary H. Lebbin, Harry Feinberg,  
10410 Tucker St., Beltsville, Md. 20705 Milton Kaplan

**Contact Paint & Chemical Corp. (A)** ..... George B. Vaeth, Martin Sklar  
4903 Snader Avenue, 21215

**Continental Can Company (B)** ..... R. J. Nicholson  
305 W. Chesapeake Ave., Towson, Md. 21204

**Crown Cork & Seal Company, Inc. (B)** ..... F. Donaldson Naylor,  
P.O. Box 1837, 21203 ..... N. J. Burke, D. E. Rhodes

**Cummings Chemical & Supply Company (B)** ..... Frank Cummings  
138 W. Barney Street, 21230

**Dowdy Brothers (B)** ..... H. R. Dowdy, Jr., J. J. Dowdy  
83 W. Lancaster Ave., Ardmore, Pa. 19003

**duPont de Nemours & Co., Inc., E. I., Pigments Dept. (B)** ..... L. T. Gemmill,  
P. O. Box 2061, Princeton, N.J. 08540 ..... Dominic Spinozzi

**Eagle-Picher Company (B)** ..... M. F. Howard  
7900 West Chester Pike, Philadelphia, Pa. 19103

**Farboil Company, The (A)** ..... H. D. Hammond, M. A. Hendrickson,  
8200 Fischer Rd., 21222 ..... G. W. DeSantis

**Fein Container Corporation (B)** ..... Irving L. Holtz, Michael Blickman  
Kenny Place, Saddlebrook, N.J. 07662

**Glidden-Durkee Division of SCM (B)** ..... L. C. Byrne, T. G. McTeague,  
3901 Hawkins Point Rd., 21226 ..... J. Butler, J. F. Howell, J. C. Rankin,  
..... J. Goldstein, J. C. Smith, W. Rodich

**Grace & Company, W. R., Davison Chemical Co. Div. (B)** ..... C. A. Cherigo,  
101 N. Charles St., 21203 ..... P. W. Link, C. F. Doyle, E. K. Seydert,  
..... D. W. Marvel

**Hanline Bros., Inc. (A)** ..... Leonard Cohan, Theodore Grumbine, Thomas Eckard  
1400 Warner Street, 21230

**Haynie Products, Inc. (B)** ..... J. L. Chadwick, J. Behan, R. J. DeSesa,  
5010 York Road, 21212 ..... J. C. Willmot

**Hercules, Inc., Pine & Paper Chemicals Dept. (B)** ..... Anthony F. Alessandrini  
Wilmington, Del. 19899

**Huber Corporation, J. M. (B)** ..... William Georgov  
P.O. Box 310, Havre de Grace, Md. 21078

**Imperial Color, Chemical & Paper, Dept. of Hercules, Inc. (B)** ..... Donald L. Eliot  
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<b>Atlanta Solvents &amp; Chemical Company (B)</b> .....	W. E. Welch, Daniel Mixon
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600 W. 41st St., 60609 Herbert Meyer, Tony Sacco, Richard McGrenera

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**Baker Castor Oil Co. (B)** ..... James R. King  
1505 Broadway 44115

**Beifuss & Stradley, Inc. (B)** ..... Daniel F. Beifuss, George Stradley  
20234 Detroit Rd., Rocky River, Ohio 44116

**Binks Manufacturing Co. (B)** ..... Herbert L. Kaltenbach  
4901 Brookpark Rd. 44134

**Body Brothers, Inc. (A)** ..... Robert W. Body, Earle Sickels, Jack Harris,  
214 Northfield Road, Bedford, Ohio 44146 ..... Leonard Hardy

**Boehle-Cook, Inc. (B)** ..... Thomas E. Cook, Neil Cameron  
317 Silver St., Akron, Ohio 44303

**Borden Chemical Co. (B)** ..... Max Minnig  
550 W. Broad St., Columbus, Ohio 43215

**Cabot Corp. (B)** ..... W. Edward Thomas  
21010 Center Ridge Rd. 44116

**Campbell & Co., Inc., D.A. (B)** ..... Donald A. Campbell  
3617 Lee Road 44120

**Calanese Corporation (B)** ..... Eugene M. Deane, Carl Larson, Ray Ory,  
14701 Detroit Ave. 44107 ..... James McCullough

**Charter International Oil Co. (B)** ..... Robert Berryman, Charles Terry, Robert Madey  
20575 Center Ridge Rd. 44116

**Chem Materials Company, Inc. (B)** ..... Frank H. Smart, Donald Dennison, Jr.,  
6400 Herman Ave. 44102 ..... Chuck Helmrich

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**Columbian Div. Cities Service Co. (B)** ..... R. H. Rice, Alexander Rizzer  
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**Commercial Solvents Corp. (B)** ..... James F. McCarthy, Frank King  
1200 W. 9th St. 44113

**Continental Can Co., Inc. (B)** ..... L. N. Reed, F. A. Landgraff  
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1150 E. 222nd St. 44117 ..... George Wilkinson, M. F. Cruthers, Ken Tallman

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 1213 Barlow Rd., Hudson, Ohio 44236

**General Mills, Inc., Chemical Div. (B)** ..... Anthony Keefer  
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1248 West 70th St. 44102

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7013 Krick Rd., Bedford, Ohio 44148

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1945 E. 97th St. 44106 . . . . . Jerome Waters

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55 Public Sq. 44113 . . . . . Sven Johannisson, Stephen Malaga

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960 Rockefeller Bldg. 44113

**Human-Wahl Printing Inc. (C)** . . . . . E. D. Shipman, Frank Shipman  
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**Inman Chemical Corp. (B)** . . . . . J. T. Weinnich, Jerry McDermott  
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 1910 Wall Street 75215

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12350 Merriman Rd., Livonia, Mich. 48150 Norma Westlake

**D-R Chemical Co., The (B)** ..... Basil Howell, John Colbeck, Laura Howell  
16741 Warwick Ave. 49219

**Davies Can Company (B)** ..... D. Campbell  
P.O. Box 6239, Cleveland, Ohio 44101

**Dow Chemical U.S.A. (B)** ..... E. J. Quackenbush, F. H. Sullivan,  
800 Northland Towers, West, Southfield, Mich. 48075 R. W. Kallgren,  
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**Pigments Dept. (B)** ..... W. W. Greer, H. F. Hoelze, N. D. Cassel,  
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**Enjay Chemical Co., Coatings Intermediates Dept. (B)** ..... R. J. Ritchie  
3020 W. Market St., Akron, Ohio 44313

**Fleming Co., A. E. (B)** ..... Gerald A. Fleming, Wesley Jand, Pat Kilpatrick  
13315 Stephens Rd., Warren, Mich. 48089

**Flynn & Murphy Coatings, Inc. (A)** ..... W. A. Flynn, L. J. Corbett,  
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Div. of United States Steel Corp. (B)** ..... C. S. Huntley, Phil Halloran  
1849 Oak St., Alameda, Calif. 94501

**U.S. Industrial Chemicals Company (B)** ..... C. A. Wittnam, G. A. George  
525 Spruce St. 94118

**Van Waters & Rogers (B)** ..... William Munich, John Hill, Preston Jarvis  
3745 Bayshore Blvd., Brisbane, Calif. 94119

**Willis-Moore Paint Specialties, Inc. (A)** ..... John O. Willis, Kevin Moore, Dick Burch  
1840 Fourth St., Berkeley, Calif. 94710

**Witco Chemical Corporation (B)** ..... Charles Arnett, Toby Kuruma, Fred Martin,  
1394 Rollins Rd., Burlingame, Calif. 94010 ..... John Gast

**HOUSTON PAINT, VARNISH & LACQUER ASSOCIATION**  
Houston, Texas

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Gulf States Paint Co.

**Vice President, B. W. HUGHEY**  
Diamond Paint Company

**President Elect, JOHN CROFT**  
E. I. duPont de Nemours & Co., Inc.

**Secretary-Treasurer, TOM McCURRY**  
Ribelin Distributors

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**REPRESENTATIVES**

<b>Air Products &amp; Chemicals, Inc. (B)</b> 7507 Brushy Court, 77088	..... K. D. Jacobson
<b>American Can Company (B)</b> P.O. Box 1067, 77024	..... Robert Ferriman, T. M. Gross, Jr., R. E. Warren
<b>American Cyanamid Co. (B)</b> P.O. Box 845, 77001	..... S. L. Duff
<b>Apco Oil Corporation, Lightfoot Solvents Div. (B)</b> P.O. Box 14511, 77021	..... Phil C. Tudor
<b>Arco Chemical Co. (B)</b> 325 Houston Natural Gas Bldg., 1200 Travis St. 77002	..... Quenton Davis, Van J. Olsen
<b>Ashland Chemical Co. (B)</b> P.O. Box 1503, 77001 P.O. Box 15312, 77020	..... K. R. Heilemann ..... J. Madden, David Leach
<b>Bute Company, James (A)</b> P.O. Box 1819, 77001	..... R. M. Hall
<b>Celanese Chemical Corp. (B)</b> 3700 Greenway Plaza Dr., 77027	..... Elmer F. Elbin
<b>Celanese Coatings Co., Devco Paint Div. (A)</b> P.O. Box 14547, 77021 3301 Main, 77002	..... R. H. Gunter ..... Horace Stamps
<b>Celanese Resins Co. (B)</b> P.O. Box 18152, 77023	..... A. F. Haislip
<b>Charter International Oil Co. (B)</b> P.O. Box 5008, 77012	..... Fred Whiting, William Steil

**Chevron Chemical Co., Industrial Chemical Div. (B)** ..... D. T. Ouren  
1616 West Loop South, 77027

**CIBA-Geigy Corporation, Resins Dept. (B)** ..... Donald J. Wirth  
9900 N.W. Freeway, Suite 115, 77018

**Conchemco, Inc. (A)** ..... F. E. Newman, A. L. Wortham  
P.O. Box 7481, 77008

**Cook Paint & Varnish Co. (A)** ..... R. H. Arnold, M. C. Adams, Floyd Witzel  
P.O. Box 3088, 77001

**Cron Chemical Company (B)** ..... M. H. Cron, J. Brownhill  
P.O. Box 14042, 77021

**Crozier-Nelson Chemical & Containers (B)** ..... Paul H. Crozier, Bruce Crozier  
1115 Silver, 77007

**Delta Solvents & Chemicals Co. (B)** ..... Andrew T. Hand  
3263 Branard, 77006

**Diamond Paint Company (A)** ..... B. W. Hughey, John Richardson  
P.O. Box 45897, 77045

**Dow Chemical Co. (B)** ..... Jack Stewart, P. W. Duke, J. G. Snyder, P. G. Hendrix  
3636 Richmond 77027

**duPont de Nemours & Co., Inc. E. I. (B)** ..... John Croft, T. A. Betty, A. McAllister  
P.O. Box 22066, 77027  
**Chem. Products Division (B)** ..... G. C. Uniacke  
5051 Westheimer, Suite 450, 77027

**Eastman Chemical Products, Inc. (B)** ..... Rod Glinisty, F. K. Harvey  
731 Exchange Bank Tower, Dallas, Tex. 75235

**Enjay Chemical Co. (A)** ..... J. J. Jamison, J. M. Redd, C. R. Newman  
8230 Stedman St., 77029  
P.O. Box 3272, 77001 ..... Gary V. Lehmborg

**General Mills Chemicals, Inc. (B)** ..... J. G. Raudsep  
1401 S. Post Oak Rd., Suite 213, 77027

**Gulf States Paint Co. (A)** ..... Gordon Schreiner  
P.O. Box 14167, 77021

**Hankins Container Corp., Div. Flintkote Co. (B)** ..... Darrell L. Murray  
800 Kempwood, 77055

**Harshaw Chemical Company (B)** ..... R. W. Corniskey  
 P.O. Box 6813, 77005

**Hercules, Inc. (B)** ..... Donald S. Renshaw, S. E. Sankey  
 2001 Kirby, #305, 77019  
**Imperial Color & Chemical Dept.** ..... R. W. King  
**Synthetic Division** ..... Donald T. Ryan

**Kuhn Paint Co. (A)** ..... Gil Moore  
 P.O. Box 1728, 77001

**Mercer Industries (B)** ..... William Marshall  
 P.O. Box 22576, 77027

**Monsanto Co., Organic Chemicals Div. (B)** ..... Roy P. Sullivan, Jr.  
 5051 Westheimer, 77027

**Moore & Co. Benjamin (A)** ..... R. V. Wagoner  
 P.O. Box 7773, 77007

**Napko Corporation (A)** ..... A. J. Knapp, L. B. Odell, J. E. Rench, Gordon Weigers,  
 P.O. Box 14509, 77021 ..... Carl Murray

**Paragon Paint Company (A)** ..... Charles F. Sepic  
 P.O. Box 415, South Houston, Tex. 77586

**Petro-Tex Chemical Corp. (B)** ..... M. H. Kendrick  
 8600 Park Place Blvd. 77017

**Pfizer, Inc. (B)** ..... G. W. Holladay  
 11520 Burdine, 77035

**PPG Industries, Inc. (A)** ..... Thomas A. Smith, L. A. Garness, P. O. Kennedy  
 P.O. Box 1329, 77001

**Reichhold Chemicals Co., Inc. (B)** ..... D. E. Leever, R. W. Dunlap  
 P.O. Box 9608, 77015

**Reliance Universal, Inc. (A)** ..... George J. Smith, Robert Jackson, C. H. Stilson  
 6901 Cavalcade, 77028

**Rheem Manufacturing Co. (B)** ..... R. J. Baradel  
 1025 Lockwood Drive, 77020

**Ribelin Distributing Co. (B)** ..... Tom McCurry, Charles Lindquist, Jr.  
 3509 Polk, 77003

**Shell Chemical Co. (B)** ..... E. C. Volkert, R. K. Crump, J. T. Hill, W. A. Smith,  
 P.O. Box 1422, 77001 ..... R. A. Pedersen  
**Polymers Division (B)** ..... L. D. Siemers

**Tenneco Chemicals, Inc., Hayden Div. (B)** ..... T. V. Garvey  
 3701 Kirby Dr., Suite 830, 77006  
**Intermediate Div. (B)** ..... Robert Gutknecht  
**Tenneco Oil Co. (B)** ..... Gary Cofran, Wayne Austin  
 P.O. Box 2511, 77001  
**Texas Solvents & Chemicals Co. (B)** ..... Stan G. Hays  
 P.O. Box 24335, 77029  
**Tex-Berry Container Co. (B)** ..... James Evans  
 P.O. Box 33367, 77033  
**Thompson-Hayward Chemical Co. (B)** ..... Ken Mundy  
 P.O. Box 3185, 77001  
**Titanium Pigments Division, N.L. Industries (B)** ..... H. Edward Spradin  
 174 Meadows Bldg. 75206  
**Union Carbide Corp., Coatings Inter. Div. (B)** ..... Roy Kulbitskas  
 Two Greenway Plaza East, 77027  
**Van Waters & Rogers (B)** ..... Larry Cain  
 P.O. Box 14500, 77021  
**Witco Chemical, Organics Div. (B)** ..... R. H. Dorsett  
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**INDIANA PAINT AND COATINGS ASSOCIATION**  
**Indianapolis, Indiana**

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**Vice President, ROBERT C. SCOTT**  
 Perfection Paint & Color Co.

**Executive Secretary, BLANCHE ARMSTRONG**  
 American Can Company

**FIRM**

**REPRESENTATIVES**

<b>Allied Chemical Corp. (B)</b> .....	<b>Art Buter, George Matzke</b>
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<b>American Cyanamid Co. (B)</b> .....	<b>Andrew Boccone</b>
10340 Evendale Dr., Cincinnati, Ohio 45241	
<b>American Flange &amp; Mfg. Co.</b> .....	<b>Robert Pribyl</b>
825 S. Kilpatrick Ave., Chicago, Ill. 60644	
<b>AMSCO Div. Union Oil Co. of California (B)</b> .....	<b>Tom W. Fiers, F. S. Bartholomew</b>
2100 Gardiner Lane, Louisville, Ky. 40205	
200 E. Gulf Rd., P.O. Box 100, Palatine, Ill. 60067	<b>Steve Williams</b>
<b>American Oil Company</b> .....	<b>A. L. Arkie</b>
910 S. Michigan Ave., Chicago, Ill. 60680	
<b>American Smelting &amp; Refining Co. (B)</b> .....	<b>W. J. Bolin</b>
20 S. Fourth St., St. Louis, Mo. 63102	
<b>American Zinc Sales Co. (B)</b> .....	<b>R. J. Ohm</b>
P.O. Box 327, Columbus, Ohio	
<b>AMOCO Chemicals Corp. (B)</b> .....	<b>Lee Ortkiese</b>
1200 Harger Rd., Oak Brook, Ill. 60521	
<b>Arco Chemical Company (B)</b> .....	<b>J. K. Robbins, B. E. Weidenaar, F. B. Zaglin</b>
120 S. Riverside Plaza, Chicago, Ill. 60606	
<b>Ashland Chemical Company (B)</b> .....	<b>J. H. Duggins, R. F. Curtis, R. P. Morrison,</b>
8315 East 33rd Street 46226	<b>R. J. O'Brien, J. W. Summitt, R. Severin</b>
P.O. Box 2458, Columbus, Ohio 43216	<b>F. A. McGrath, Jack Sweet</b>
3300 W. Peterson Ave., Chicago, Ill. 60645	<b>A. J. Wolf</b>
18800 W. 10 Mile Rd., Southfield, Mich. 48075	<b>John Mantis</b>

**Bemis Company, Inc. (C)** ..... John M. Mavity, J. Bedell  
 1940 Barth Avenue 48207

**Brown Company, Richard M.** ..... R. M. Brown  
 736 Bulley Building, Cleveland, Ohio 44115

**Cabot Corporation (B)** ..... H. W. Huy, Richard Twomey  
 Suite 720, Oakbrook N. Bldg., 1200 Harger Rd., Oak Brook, Ill. 60521

**Cargill, Inc., Processing & Refining Div. (B)** ..... Daniel Kovac  
 899 Stokes Blvd., Northbrook, Ill. 60062  
 Cottage Ave. & Lake Marion, Carpentersville, Ill. 60110 ..... James Lawrence,  
 Brian Hill

**Carter Paint Company** ..... R. Kratzer  
 310 N. Main St., Liberty, Ind.

**Celanese Chemical Company (B)** ..... Preston Martin  
 7733 Forsyth Blvd., St. Louis, Mo. 63103  
 200 S. Bemiston St., St. Louis, Mo. 63105 ..... J. M. Wingard

**Celanese Resins (A)** ..... E. H. Drew, J. Mount Davis  
 1065 W. Hill St., Louisville, Ky. 40208

**Central Can Company (B)** ..... J. J. West, Jr.  
 3200 S. Kilbourn, Chicago, Ill. 60623

**Charter Chemical Company** ..... C. W. Fletcher  
 1922 Commonwealth Bldg., Louisville, Ky. 40202

**Chemetron Corp., Pigments Div. (B)** ..... W. T. Kays, T. Rogers  
 5643 Cheviot Rd., Cincinnati, Ohio 45239

**Commercial Solvents Corporation (B)** ..... Gary Roelops  
 49 Central Avenue, Cincinnati, Ohio 45202  
 Terre Haute, Ind. 47808 ..... Robert Bennett

**Commercial Solvents Division (B)** ..... Robert Purcell  
 Terre Haute, Ind. 47808

**Connersville Paint & Supply Co.** ..... M. L. Nuttey  
 S. Second & Water Sts., Connersville, Ind.

**Daly Protective Coatings** .....  
 111 143rd St., Hammond, Ind.

**Deeks & Company (B)** ..... Gordon Overley  
 6433 Wiehe Road, Cincinnati, Ohio 45237

DeMert & Dougherty, Inc. (B) ..... W. S. Wagoner, Jr., R. M. Jarman  
5000 W. 41st Street, Box 112, Chicago, Ill. 60650

Devco Paint Div., Celanese Coatings Co. (A) .....  
1901 W. 16th St., 46202

Dow-Badische Co. (B) ..... Robert Levinson  
401 E. Prospect Ave., Mt. Prospect, Ill. 60056

Dow Chemical Company (B) ..... Ray Korsmier  
3609 North Meridian St.

DuPont de Nemours & Co., Inc., E. I. (B) ..... George Pettyjohn  
1136 S. Main St., Crown Point, Ind. 46307  
Pigments Dept. (B) ..... F. E. Burgess, Alfred Hart, Howard Ramsay,  
2200 Victory Parkway, Cincinnati, Ohio Leonard Young, Jr.  
North Bldg., Wilmington, Del. 19898 ..... W. R. DeValinger  
4251 S. Crawford Ave., Chicago, Ill. 60632 ..... W. J. Dillon

Dur Enamel Company ..... Bob Schleddenhoffen  
2011 Broadway, Ft. Wayne, Ind. 46804

Eastman Chemical Products Co. (B) ..... G. C. DeCroes, T. Q. Johnston  
8075 Reading Road, Cincinnati, Ohio 45237  
14 Knollcrest Dr., Cincinnati, Ohio ..... David Kaister  
1775 Commerce Dr., N.W., Atlanta, Ga. 30318 ..... Ralph Shelly

Egyptian Lacquer Mfg. Co. (A) ..... J. F. Hall, Bob Lett  
Lafayette, Ind. 47902

Elkhart Paint Manufacturing Co. (A) .....  
3000 W. Franklin St., Elkhart, Ind.

EXXON Company, U.S.A. (B) ..... J. W. Buckles  
1150 N. Shadeland, 46219

Federal Color Laboratories ..... R. E. Collins  
4526 Chickering Ave., Cincinnati, Ohio

Foy-Johnston, Inc. (A&B) .....  
1014 Vine St., Jasper, Ind.

Fuller Co., H. B., Polymer Division (B) ..... Dennis Hill  
4819 Industrial Ct., St. Bernard, Ohio 45217

FMC Corp., Inorganic Chemicals Div. .... Stan Ziemski  
11750 Chesterdale Rd., Atkinson Sq., Suite 1004, Cincinnati, Ohio 45246

**General Electric Co. (A)** ..... G. Michael Shannon  
 3430 S. Dixie Hwy., Dayton, Ohio 45439

**General Tire & Rubber Co.** ..... Richard Poulin  
 Akron, Ohio 44309

**Glidden Co., The (A)** ..... E. B. Ott  
 10873 Birchridge Dr., Cincinnati, Ohio 45240

**Grace & Co., W. R., Dewey & Almy Chemical Div.** ..... Zsolt Romy  
 6050 W. 51st St., Chicago, Ill. 60638

**Harshaw Chemical Co. (B)** ..... Lovell Stephens  
 3415 Bardstown Road, Louisville, Ky. 40218

**Hedwin Corp.** ..... Carl Oberg  
 1209 E. Lincoln Way, LaPorte, Ind. 46350

**Hercules, Inc. (B)** ..... John Plowright  
 55 Public Sq., Cleveland, Ohio 44113

**Hoosier Solvents & Chem. Corp. (B)** ..... George Kreil, D. Froehde, Bob Munro,  
 1650 N. Luett Ave. ..... L. D. Ryan

**Indiana Naval Stores Co.** ..... Harold V. Corbin, Ted Corbin  
 412 N. Tremont, 46222

**Inmont Company (B)** ..... Jim Hillman  
 640 E. Walnut St., 46202  
 820 Conditst, Huntinton, Ind. 46750 ..... Ted Lyster

**IVC Industrial Coatings (A)** ..... F. McCracken  
 2250 Valley Ave.

**Johns-Manville Corp. (B)** ..... J. C. Timen  
 7912 Bonhomme St., St. Louis, Mo.

**Keil Chemical Co.** ..... C. J. Fette, Jr.  
 3000 Sheffield Ave., Hammond, Ind. 46320

**Kennedy Tank Mfg. Co., Inc.** ..... Jay Clark  
 833 E. Sumner Ave., 46227

**Kerr-McGee Chemical Co.** ..... D. B. Morgan  
 4825 N. Scott St., Schiller Park, Ill. 60176

**Kraft Chemical** ..... M. M. Kraft  
 917 W. 18th St., Chicago, Ill. 60608

Lilly Industrial Coatings, Inc. (A) ..... Robert C. Turney, Bob Bailey,  
666 South California St. 46225 Harold Chloupek, Art Mundt,  
Bob Pickering, R. C. Turney

Lynn Solvents Corporation (B) ..... W. E. Miner, Hershel Carey, Paul Georgescu,  
7425 E. 30th St., 46219 Carl Husen, Gene Tromm

Mallinckrodt Chemical Works (B) ..... N. B. Clifford  
2903 Alpine Terrace, Cincinnati, Ohio 45208

Monsanto Chemical Co. (B) ..... R. U. DeSchutter, P. G. Hamnor  
1501 Madison Rd., Cincinnati, Ohio 45208

New Jersey Zinc Co. (B) ..... L. C. Jacobson  
66 S. Miller Rd., Akron, Ohio 44313  
221 N. LaSalle St., Chicago, Ill. 60601 ..... F. C. Peters

NL Industries, Inc. (B) ..... George Wade  
3670 Werk Road, Cincinnati, Ohio 45211  
Pigments & Chemicals Div. .... John Berlin

O'Brien Corp. (A) ..... J. Crowley  
2001 W. Washington Ave., South Bend, Ind.

Ohio Bronze Powder Co. .... John Hastings  
2490 Lee Blvd., Cleveland, Ohio

Olin Chemicals (A) ..... R. M. LaSure  
8075 Reading Rd., Cincinnati, Ohio 45237

Perfection Paint & Color Co. (B) ..... Ed Burns, Bob Scott  
715 East Maryland Street

Phillips Petroleum Co. (B) ..... Tracy Word  
Bartlesville, Okla. 74003

PPG Industries, Inc. (B) ..... C. M. Buerkle  
8075 Reading Rd., Cincinnati, Ohio 45237

Porter Paint Co. (A) ..... George Smart, Jr.  
952 Delaware St., 46202

Potter Paint Co. of Indiana (B) ..... Robert Potter  
P.O. Box 265, Cambridge City, Ind. 47237

Reilly Tar & Chemical Co. .... F. Pillar  
1800 S. Tibbs St.

**Rel-Res Div. Reliance Universal (A)** ..... Stanley H. Kimmel  
 4730 Crittenden Drive, Louisville, Ky. 40219

**Sargent Paint, Inc. (A)** ..... Clayton Collins, Bill Keuthan, Jerry Snyder  
 323 West 15th Street 46206

**Sher, Inc.** ..... Greg DeLong  
 4334 Earth Dr., Ft. Wayne, Ind. 46809

**Shell Chemical Company (B)** ..... J. V. Tabone, Alan Bealing  
 8075 Reading Rd., Cincinnati, Ohio 45237

**Sherwin-Williams Co., The (B)** ..... J. M. Gottainer  
 188 West Randolph, Chicago, Ill. 60601  
 2730 Madison Ave., 46225 (A) ..... Tom Norman

**Sipi Metal Corp. (B)** ..... Tom Norman, Dick Roman  
 1720 Elston, Chicago, Ill. 60625

**Smith Alsop Paint & Varnish Co. (A)** ..... Harold Miles  
 630 N. 3rd St. & Big Four R.R., Terre Haute, Ind.

**Standard Paints Incorporated (A)** ..... Abe Shankerman, Dave Wade  
 1502 S. Keystone Ave.

**Superior Oil Company (B)** ..... B. Bettis, Gary Johnson  
 560 Dorman St. 46202

**Tabler Co., W. B. (B)** ..... W. B. Tabler, Jim Boggess  
 P.O. Box 1254, Louisville, Ky. 40201

**Tenneco Chemicals (A&B)** ..... Thomas Elias  
 20325 Center Ridge Rd., Cleveland, Ohio  
 10696 Silverbrook Dr., Cincinnati, Ohio ..... C. C. Sisk

**Textron, Spencer-Kallogg Div. (B)** ..... Thomas Poliso, John Tarrant  
 O'Hare Lake Off. Plaza Rm. 181, 2400 E. Devon Ave., Des Plaines, Ill. 60018

**Thompson-Hayward Chemical Co. (B)** ..... James Canada, Harold Van Diver  
 3516 E. New York Street, 46201

**Titanium Pigments Corp. (B)** ..... George Allen  
 7809 Laurel Ave., Cincinnati, Ohio 45143

**Tioxide America, Inc.** ..... A. D. Hibberd  
 333 S. Kellner, Columbus, Ohio 43206

**Velsper (A&B)** ..... Dean Givens, Adrian Good, Jim Peacock,  
 202 W. Jacob St., Ft. Wayne, Ind. 46808  
 Bob Prager, Dick Fricker

**Velicol Chemical Corp. (B)** ..... A. J. Bloom  
 341 E. Ohio St., Chicago, Ill. 60611  
 1851 Woodridge Lane, Florissant, Mo. 63033 ..... David Gleason  
**Vulcan Containers Inc. (B)** ..... R. Karau  
 100 S. Mannheim Rd., Chicago, Ill. 60162  
**Vulcan Materials Co.** ..... Gilbert Boiden  
 2000 Spring Rd., Oak Brook, Ill. 60521  
**Warsaw Chemical Co.** ..... Don Smith, R. Steenhausen, Robert Steel  
 Argonne Rd., P.O. Box 168, Warsaw, Ind. 46580  
**Wayland Packaging Co.** ..... John Wagner  
 31 E. Georgia St.  
**Wolke Co., A. F.** .....  
 1902 Silver St., New Albany, Ind.

**KANSAS CITY PAINT, VARNISH & LACQUER ASSOCIATION**  
**Kansas City, Missouri**

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**1st Vice President, JACK TUCKER**  
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 Reynolds Metals Co.

**Executive Secretary, WAG LA BRANT**  
 7104 Penn. Kansas City, Mo.

**FIRM**

**REPRESENTATIVES**

**Abner-Hood Chemical Co. (B)** ..... Wade H. Martin, Jr., Ted Terherst  
 801 Armour Rd., 64116

**Ack Sales Company (B)** ..... H. D. Ackerman  
 P.O. Box 375, Liberty, Mo. 64068

**Allied Chem. Corp., Harmon Colors Div. (B)** ..... Richard L. Beltrami  
 6510 Bandini Blvd., Los Angeles, Calif. 90040

Aluminum Co. of America (B) ..... James W. Ferry, A. P. Morris  
4601 Madison, 64112

American Can Company (B) ..... R. E. Fitzgerald, W. J. Reed  
Capitol Federal Bldg., Suite 301, 95th and Nall, Overland Park, Kan. 66207

American Cyanamid Co. (B) ..... R. C. Zizik  
P.O. Box 251, St. Louis, Mo. 63110

American Hoechst Corp., Dyes & Pigments Div. (B) ..... Paul S. Bookbinder,  
1350 Lively Blvd., Elk Grove Village, Ill. 60007 Peter Morris

American Paint Journal (C) ..... Clark Voss, Fred Schulenberg  
2911 Washington, St. Louis, Mo. 63103

American Smelting & Refining Co. (B) ..... W. J. Bolin  
720 Olive St., Suite 2506, St. Louis, Mo. 63101

Amoco, Div. Union Oil of California (B) ..... Robert C. Briscoe, Robert A. Closser  
3333 Roanoke Rd., 64111

Archway Chemical & Supply Co. (B) ..... John T. Baumstark, E. Randolph Beckman,  
4321 Chouteau, St. Louis, Mo. 63110 A. E. Sotta

Armstrong Chemcon (A&B) ..... Jack Findley, Ray Meifert, E. F. Walker  
10330 Roosevelt Rd., Westchester, Ill. 60153

Ashland Chemical Co. Div., Ashland Oil, Inc. (B) ..... Jerry Perrine  
Suite 924 Commerce Towers Bldg., 64105  
Industrial Chemicals & Solvents Div. (B) ..... C. Eugene Larey, R. J. Nicka,  
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Bartlett Container Corp., Inc. (B) ..... Russell C. Bartlett  
2811 Southwest Blvd., 64108

Bennett Industries, Inc. (B) ..... James W. Kniest  
12465 Cape Cod Dr., St. Louis, Mo. 63141

Brandt Co., George C. (B) ..... L. C. Brandt, James M. Brandt, Lee Hansen  
3150 Fiberglass Road, 66115

Cargill, Inc., Processing & Refining Div. (B) ..... Stanley D. Rogaliner  
P.O. Box 633, Northbrook, Ill. 60062

Charles Paint Research (A) ..... R. W. Griswold, John Griswold  
2401 East 85th St., 64132

Chemtech Terminals, Inc. (B) ..... Herbert A. Cote, Jim Cranston,  
6301 East Birmingham Road 64117 Ray Eaton, Gene Griter

**CIBA-Geigy Corp. (B)** ..... Ben Johnson  
10000 Old Olive St. Rd., 63141

**Cities Service Co., Columbian Division (B)** ..... Wm. G. Kitzmiller, Wm. M. Walker  
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**Conchemco, Inc. (A)** ..... H. M. Babcock, C. H. Leinenkugel, John L. Ludlow,  
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John R. Seiditz, Duane Syvrud, Robert K. Tucker,  
Harold Ward

**Conchemco, Inc. (A)** ..... R. R. Robertson, J. A. Robinson, John H. Tucker  
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**Continental Can Co. (B)** ..... Alan L. Bayless  
11102 Walnut Creek Dr., Parkville, Mo. 64152

**Continental Can Co. (B)** ..... Joe E. Dister  
4815 Oak Pl., Suite 140, Houston, Tex.

**Continental Can Co. (B)** ..... Ken Webb  
4901 Main Street 64112

**Cook Paint & Varnish Co. (A)** ..... John S. Ayres, C. O. Bratten,  
P.O. Box 389, 64141 D. Patrick Curran, H. B. Fisher, E. R. Fixler,  
Tarryl Johnson, H. T. Jurvis, W. A. Kellar, Dean Kinchlos, R. F. Leipsner,  
Warren Manley, C. R. McIntyre, R. G. Warner, Jr.,  
P. F. Westfall, R. W. Willits

**DAP, Inc. (A)** ..... R. K. Mommsen  
P.O. Box 277, Dayton, Ohio 45401

**Davis Paint Co. (A)** ..... Jack Casey, J. L. Davis, E. E. Houts, L. R. McDaniel,  
1311 Iron St., 64116 Herb Miller, L. L. Nicoll,  
Lewis C. Proctor, Jack Swinney

**Diamond Shamrock Chemical Co. (B)** ..... Charles L. Mears, Charles W. Wheeler  
7701 Forsyth Blvd., St. Louis, Mo. 63105

**Dow Chemical Company (B)** ..... Linwood L. Creekmur, Jr.  
4210 Johnson Dr., Shawnee Mission, Kan. 66205

**Enjay Chemical Co. (B)** ..... William H. Manrodt  
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**Enmar, Inc. (A)** ..... Charles M. Downs, Jr.  
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**Eastman Chemical Prod. (B)** ..... Matt J. Russ  
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**Fairland Industries, Inc. (A)** ..... Robert Snowden, Robert Carter, Gary Fields,  
3315 N. Oak Trafficway, 64116 John Ormsby, Lawrence Schulte

**Gibson-Homans Co., The (A)** ..... Wendell A. Bryant  
920 Wyoming 64101

**Grow Chemical Coatings, Inc. (A)** ..... D. E. Eichelberger  
201 West Gregory Blvd., 64114

**Hercules, Inc., Imperial Color, Chemical & Paper Div. (B)** ..... Joe J. Wrobel,  
7733 Forsyth Blvd., St. Louis, Mo. 63105 K. A. Colamano, H. G. Phillips, Jr.,  
T. R. Jones, R. L. Johnson

**Inter-Coastal Paint Corp. (A)** ..... Glenn Oatman  
2 West 109th Street, 64114

**Johns-Manville Corp. (B)** ..... J. Bryce Johnson  
1222 Quebec, 64116

**K. C. Coatings, Inc. (A)** ..... Don Sloan, Dale Sloan  
500 Railroad Avenue, 64116

**Missouri Solvents & Chemical Co. (B)** ..... V. B. Hester  
2522 Nicholson St. 64120

**Morton Myers Company** ..... Morton Myers, Charles L. Myers, W. W. Vasterling  
59 Ewing, 66118

**Mozel Chemical Products (B)** ..... Norman A. Schweiger  
Box 11634, 64138

**NL Industries, Inc. (A)** ..... Michael Kenny  
1406 West 13th Street, 64101

**Nopco Chemical Company (B)** ..... J. H. Holmes  
20 N. Wacker Dr., Chicago, Ill. 60606

**Nopco Chemical Co. (B)** ..... Virgil Peterson  
15020 East 33rd St., Independence, Mo. 64055

**Olinkraft, Inc. (B)** ..... Jay Ayres, S. R. Messer, E. L. Perrin  
P.O. Box 6805, 64141

**Osage Paint & Varnish Co. (A)** ..... William Koehn  
720 Kansas Ave., Kansas City, Kan. 66105

**Packaging Corp. of America (B)** ..... Bob Biechels, Perry Fairhurst, Tom Moran  
3111 Fiberglas Road, Kansas City, Kan. 66115

**Pfizer, Inc., Mineral, Pigments & Metals Div. (B)** ..... David M. Touhill  
8821 98th Terr., Overland Park, Kan. 66212

**PPG Industries (A)** ..... Thomas A. Menefee, Earl H. Lucas, Russ Smith  
202 Southwest Blvd., 64108

**Pratt & Lambert, Inc. (A)** ..... Dan Bernard, Meryl Bertrand, Wm. Falls,  
P.O. Box 206, 64141 ..... Douglas Gwinn, H. H. Haas, Harvey Kalberg,  
J. R. Kessler, Norbert Mann, Ray Phillips, B. P. Schmitt

**Revko Paint Company (A)** ..... Harry Oliver  
429 Delaware St. 64105

**Reynolds Metals Co. (B)** ..... Raymond Frederick  
P.O. Box 469, Shawnee Mission, Kan. 66201

**Rheem Manufacturing Co. (B)** ..... Joseph C. Garvey  
6400 W. 101st Pl., Overland Park, Kan. 66212

**Riekes & Sons, S. (B)** ..... Bernie Jonisch, Fred Agnew, Quentin Rieger  
4347 Clary Blvd., 64130

**Rohm & Haas Company (B)** ..... Morris R. Keyser  
1717 West 91st Place, 64114

**Savogran Company, The (A)** ..... Paul F. Krantz  
1090 Saddle Drive, Florissant, Mo. 63033

**Shell Chemical Co. (B)** ..... C. F. Brice, Howard L. Westbrook  
500 Northwest Plaza, St. Ann, Mo. 63074  
6901 West 63rd St., Suite 402, Overland Park, Kan. 66202 ..... Gordon D. Sommer

**Sherwin-Williams Co. (A&B)** ..... Ken Holleman  
P.O. Box 8414, Prairie Village, Kan. 66208  
11480 Warnen Rd., Suite 207, Maryland Hgts., Mo. 63043 ..... Edward J. Piel, Jr.  
188 W. Randolph, Chicago, Ill. 60601 ..... Ed Tilley

**Skelly Oil Company (B)** ..... Edward Kiewer  
P.O. Box 436, 64141  
P.O. Box 1650, Tulsa, Okla. 74102 ..... K. S. Olson, E. J. Weber

**Southwest Grease & Oil Co., Battenfield Div. (A)** ..... Robert Duroche,  
3148 Roanoke Rd., 64111 ..... R. W. Johnston, R. E. Krizman, E. R. Mattison

**Sterling Lacquer Mfg. Co. (A)** ..... Joe C. Pfeifauf  
801 West 56th 64113

**Stone Container of K.C., Inc. (B)** ..... Jack Mathes, Jim Dearth, Jim Gorham  
 1340 Quebec, 64116

**Thompson-Hayward Chemical Co. (B)** ..... Paul Lonnecker, Howard Burchett,  
 P.O. Box 2383, 66110 ..... W. B. Chambers

**Titanium Pigments Div., NL Industries (B)** ..... James C. Marden  
 301 S. Woodlawn, Kirkwood, Mo. 63122

**Tnemec Co., Inc. (A)** ..... A. C. Bean, Jr., Wm. C. Hunt, Wm. Keilbey,  
 123 West 23rd St., 64116 ..... J. C. Leslie

**Union Carbide Corp. (B)** ..... Dennis Stockman  
 101 Locust, Blue Springs, Mo. 64015

**Velsicol Chemical Corp. (B)** ..... David Gleeson  
 1851 Woodridge Lane, Florissant, Mo. 63033

**Vickers Petroleum Co. (B)** ..... L. MacBlattert, A. F. Simon  
 P.O. Box 2240, Wichita, Kan. 67201

**Walsh & Associates (B)** ..... T. T. Walsh  
 1828 Walnut, 64114

**Welco Manufacturing Co., Inc. (A)** ..... Earl E. Stover, Wm. O. Stevens  
 1225 Ozark Street, 64116

**Witco Chemical Co. (B)** ..... Stanley Shaw, R. C. Yanule  
 400 N. Michigan, Chicago, Ill. 60611

**LOUISVILLE PAINT, VARNISH & LACQUER ASSOCIATION**  
**Louisville, Kentucky**

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DeHart Paint & Varnish Co.

**Secretary, GARY INGRAM**  
Ashland Chemical Company

**Vice President, DAVE MEDLEY**  
Celanese Coatings Co.

**Treasurer, BILL BOLAND**  
Dixie Solvents & Chemicals Co.

**FIRM**

**REPRESENTATIVES**

<b>AMSCO (B)</b> .....	F. S. Bartholomew
2100 Gardiner Lane, Suite 315, 40205	
<b>American Zinc Company (B)</b> .....	R. L. Lloyd
20 S. Fourth St., St. Louis, Mo. 63102	
<b>Argus Company, Inc., The (B)</b> .....	C. Gordon Brown, Jr.
311 Hilliard-Lyons Bldg. 40202	
<b>Ashland Chemical Company (B)</b> .....	R. J. Biedenbender
4185 Algonquin Pkway, 40211	
<b>Resins &amp; Plastics Div. (B)</b> .....	R. F. Blakely
8402 Shuman Lane, Cincinnati, Ohio 45231	
<b>Benner Company, H. H. (B)</b> .....	H. H. Benner
446 Commonwealth Bldg. 40202	
<b>Bletz Paint Co. (A)</b> .....	S. Gordon Dabney
319 So. Shelby St. 40202	
<b>Bridges-Smith &amp; Co. (A)</b> .....	P. J. Schmidt
227 W. Market St. 40202	
<b>Celanese Coatings Co. (A)</b> .....	J. R. Dove
P.O. Box 1863, 40201	
<b>Resins Division (B)</b> .....	J. M. Thomas
<b>Charter International Oil Co. (B)</b> .....	C. W. Fletcher
Room 1922, Commonwealth Bldg. 40202	
<b>Commercial Solvents Corp. (B)</b> .....	B. J. Barkouskie
49 Central Ave., Cincinnati, Ohio 45202	
<b>Continental Can Co. (B)</b> .....	Tom O'Meara
345 Carew Tower, Cincinnati, Ohio 45202	

**DeHart Paint & Varnish Co. (A)** ..... John DeHart  
 906 E. Main St. 40206

**Dixie Solvents & Chemicals Co. (B)** ..... E. W. Boland, Jr.  
 1825 Appleton Lane. 40216

**du Pont de Nemours & Co., E. I., Pigments Dept. (B)** ..... Howard L. Ramsay  
 8303 Easton Lane. 40222

**Eagle-Picher Industries (B)** ..... J. J. Tamulis  
 2720 Des Plaines Ave., Des Plaines, Ill. 60018

**Eastman Chemical Products, Inc. (B)** ..... Craig Garren  
 14 Knollcrest Drive, Cincinnati, Ohio 45237

**Fuller Co., Inc., H. B. (B)** ..... T. W. Schuck  
 113 Meadowind Drive, Cincinnati, Ohio 45231

**Guardman Chemical Coatings, Inc. (A)** ..... R. L. Prather  
 1350 S. 15th St. 40210

**Harshaw Chemical Co., The Pigment & Dye Division (B)** ..... W. P. Foote  
 3415 Bardstown Road 40218

**Hercules, Inc., Polymers Dept., Coatings Div. (B)** ..... Frank W. Beavers  
 3614 Carew Tower, Cincinnati, Ohio 45202  
**Imperial Color & Chemical Dept.** ..... Staley Faulkner

**Kerr-McGee Chemical Corp. (B)** ..... S. H. Linderman  
 2314 Carolina Ave., 40205

**Kurfees Technical Coatings, Inc. (A)** ..... D. B. Kurfees  
 201 E. Market. 40202

**Lewis & Co. of Ky., Inc. (B)** ..... Harry W. Carnighan  
 P.O. Box 272. 40201

**Louisville Varnish Co. (A)** ..... Ed Henry  
 P.O. Box 1255. 40201

**Marcus Paint Co., Edw. H. (A)** ..... Merritt E. Marcus  
 235 E. Market St. 40205

**McGuire Co., C. L. (B)** ..... C. L. McGuire  
 137 St. Matthews Ave., 40207

**Miller Company, L. A. (B)** ..... L. A. Miller  
 P.O. Box 456. 40201

**Mobil Chemical Co., Louisville Plant (B)** ..... Matt Smith  
 1630 W. Hill St. 40210

**Monsanto Co. (B)** ..... James J. Feeks  
 1501 Madison Road, Cincinnati, Ohio 45206

**N.L. Industries, Inc. (B)** ..... George H. Wade  
 3670 Werk Road, Cincinnati, Ohio 45211

**Porter Paint Co., Inc. (A)** ..... James H. Davis  
 P.O. Box 1439, 40201

**Reichhold Chemicals, Inc. (B)** ..... W. J. Wilson  
 P.O. Box 7212, 40207

**Roettker Company, B. H. (B)** ..... R. W. Roettker  
 3732 Lovell Avenue, Cincinnati, Ohio 45211

**Rohm & Haas Co. (B)** ..... David K. Ballard  
 5255 Delhi Pike, Suite 115, Cincinnati, Ohio 45238

**Scholz Equipment & Sales Co. (B)** ..... Philip H. Scholz, Jr.  
 1406 W. Kentucky St. 40210

**Southeastern Steel Container Co. (B)** ..... Elliott D. Stewart, Jr.  
 P.O. Box 195, Hendersonville, Tenn. 37075

**Spencer Kellogg Division of Textron (B)** ..... J. E. Kirkwood  
 P.O. Box 24164, Cincinnati, Ohio 45224

**Standard Oil Co. (B)** ..... Ken Johnson  
 Starks Bldg. 40202

**Tabler Co., Inc., Wm. B. (B)** ..... Wm. B. Tabler  
 P.O. Box 1254, 40201

**Technical Products, Inc. (B)** ..... T. J. Gillespie  
 3900 Tucker Ave. 40216

**Union Carbide Corp., Chemicals Div. (B)** ..... Peter F. Decker  
 West St. & Madisonville Road, Cincinnati, Ohio 45227

**U.S. Industrial Chemicals Co. (B)** ..... W. J. Mara  
 P.O. Box 7157, 40207

**Witco Chemical Co. (B)** ..... S. G. Armato  
 75 E. Wacker St., Chicago, Ill. 60601

**MEMPHIS PAINT, VARNISH & LACQUER ASSOCIATION**  
**Memphis, Tennessee**

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**Vice President, JOHN SHEAHAN**  
W. M. Barr & Company

**Secretary-Treasurer, TED GRAYES**  
Chemtech Corporation

**FIRM**

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<b>American Mineral Spirits Co. (B)</b> 1235 Riverside Blvd. 38106	Bill Spinks
<b>Barr &amp; Company, W. M. (B)</b> 2336 So. Lauderdale St. 38106	John Sheahan
<b>Binks Manufacturing Company (B)</b> 1529 Madison Ave. 38104	Jim Gillis
<b>Buckman Laboratories (B)</b> 1256 N. McLean Blvd. 38112	R. T. Ross
<b>Burks-Hallman Company</b> 712 Crump Blvd. 38106	Joe Dambro
<b>Chemtech Corporation (B)</b> Box 161024, 38116	Ted Grayes
<b>Cook Company, Gerry (B)</b> 4006 Air Park St. 38118	Gerry Cook
<b>DAP of Memphis, Inc. (A)</b> 556 Suzette St. 38106	Cecil Duneheew
<b>Devco Paint Company (A)</b> 49 S. Cooper St. 38104	P. W. Throgmorton
<b>Eastman Chemical Products Co. (B)</b> 2225 Union Ave. 38104	G. P. Sprinkle
<b>Ferrell-Calhoun, Inc. (A)</b> 400 N. Front St. 38103	Neil Ferrell
<b>Humble Oil &amp; Refining Co. (B)</b> 1211 Union Ave. 38104	Joseph O'Reilly

**Lily Company, The (B)** ..... Rod Ashley  
 3154 Fleetbrook Drive 38116

**Lily Industrial Coatings, Inc. (A)** ..... W. I. Longworth, Jr.  
 2632 Channel Ave. 38113

**PPG Industries, Inc. (A)** ..... Leo Leathers  
 2630 Summer Ave. 38112

**Ross & Company, F. H. (B)** ..... Jim Mobberty  
 2351 Channel Ave. 38113

**Seabrook Paint Company (B)** ..... Jim Seabrook, Jr.  
 421 S. Main St.

**Sherwin-Williams Company, The (A)** ..... Jack Harness  
 5367 Knight-Arnold Rd., 38117

**Southland Industrial Products Co. (B)** ..... B. F. Imboden  
 3283 Tulane St. 38116

**Thompson-Hayward Chemical Co. (B)** ..... Frank Bouldin  
 1583 Channel Ave. 38113

**Union Carbide Corp. (B)** ..... W. E. Rixon  
 3385 Airways Blvd. 38116

**United Paint Company** ..... W. J. Huettel, Jr.  
 404 East Mallory Ave. 38106

**NEW ENGLAND COATINGS ASSOCIATION, INC.**

**President, MARK ARONSON**  
Beacon Paint Works, Inc.

**Vice President, RICHARD HENSHAW**  
Sexton Can Co., Inc.

**Secretary-Treasurer, LOUIS ARTZBERGER**  
NL Industries, Inc.

**FIRM**

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**Abbe, Inc., Paul O. (B)** ..... John M. Rahter  
139 Center Ave., Little Falls, N.J. 07424

**Aluminum Company of America (B)** ..... Delavan Mussey  
Wellesley Office Park, Wellesley Hills, Mass. 02181

**Ambroid Company** ..... Lee L. Blyler  
612 Montello St., Brockton, Mass. 02403

**American Can Co. (B)** ..... Douglas S. Ankerson  
200 Boylston St., Chestnut Hill, Mass. 02167

**American Cyanamid Company Pigments Division (B)** ..... William S. Eaton  
201 University Ave., Westwood, Mass. 02090

**Industrial Chemicals & Plastics Div. (B)** ..... R. W. Clemens  
So. Cherry St., Wallingford, Conn. 06492

**AMSCO Division, Union Oil Co. of California (B)** ..... David Fitton, Vincent Cox,  
Pier Rd., East Providence, R.I. 02914 Charles Hoar

**Archer-Daniels-Midland Co. (B)** ..... Joseph F. Naughton  
554 South Front St., Elizabeth, N.J. 07202

**Ashland Chemical Company, Resins & Plastics Div. (B)** ..... Fred Eberman, Jr.  
P.O. Box 93, No. Scituate, Mass. 02060

**Beacon Paint Works, Inc. (A)** ..... Mark E. Aronson  
76 Stonley Rd., Jamaica Plain, Mass. 02130

**Bonded Oil (B)** ..... A. Bernard Shore, Robert Benson  
1360 Commonwealth Ave., Boston, Mass. 02134

**Borden Inc., Chemical Div. Thermoplastics Products (B)** ..... John C. Becker, Jr.  
511 Lancaster St., Leominster, Mass.

**Bradley Laboratories, Inc., C.E., (A)** ..... John J. McCauley, Bruce McCauley,  
Putney Rd., Battleboro, Vt. 05301 Robert Esden, Hisham Kanaan

**Burgess Pigment Co. (B)** ..... Daniel Adrien  
16 Lynnbrook Rd., Lynnfield, Mass. 01940

**Cabot Corporation (B)** ..... William Stade  
125 High St., Boston, Mass. 02110  
**Billerica Laboratories** ..... Robert Andrews  
Concord Rd.

**Cabot, Inc., Samuel** ..... Samuel Cabot, Richard Klein  
One Union St., Boston, Mass. 02108

**Cadillac Paint & Varnish Co., Inc. (A)** ..... Edward T. Johnston  
156 Western Ave., Allston, Mass. 02134

**California Products Corporation (A)** ..... James M. Kenneally  
169 Waverly St., Cambridge, Mass. 02139

**Carpenter & Morton Co.** ..... Frederick Bonner, Ray Illingworth  
378 Third St., Everett, Mass. 02149

**Celanese Coatings Co., Devco Paint Div. (A)** ..... Frederick B. Lea  
888 Providence Hwy., Box 168, Dedham, Mass. 02026

**Celanese Resins (B)** ..... Hugh W. Haseltine  
824 Boylston St., Chestnut Hill, Mass. 02167

**Chemical Products Corporation (A)** ..... Thomas D. McGuire  
King Philip Rd., E. Providence, R.I. 02914

**Chemical Sales & Service Co., Inc.** ..... Abe Solomon  
61 Fremont St., Worcester, Mass.

**Chemicals & Pigments Corp. (B)** ..... Donald N. Lukens  
225 California St., Newton, Mass. 02195

**Clover Leaf Paint & Varnish Corp. (A)** ..... Fred Hochberger, Jr.  
43-43 Vernon Blvd., Long Island City 1, N.Y.

**Columbian Division, Cities Service Company (B)** ..... Thomas E. Weaver  
181 West St., Waltham, Mass. 02154

**Commercial Chemical Co., Inc., Div. A. W. Chesterton Co. (B)** ..... Paul J. Burnett  
300 Canal St., Lawrence, Mass. 01840

**Commercial Solvents Corp. (B)** ..... John J. Hagan  
50 Terminal St., Boston, Mass. 02129

**Compo Chemical Company, Inc. (B)** ..... Richard J. Carey  
125 Roberts Rd., Waltham 54, Mass.

Continental Can Co., Inc. (B) ..... William B. Kohhepp  
55 William St., Wellesley Hills, Mass. 02181

Dexter Brothers Co. (C) ..... Charles P. Kalil, C. Jeffrey Kalil  
137 Forsyth St., Boston, Mass. 02115

Diemont-Levy Company, Inc. (C) ..... Irving Diemont  
365 Albany St., Boston 18, Mass.

Doe & Ingalls, Inc. .... Herbert M. Johnson  
56 Garden St., Everett, Mass. 02149

duPont de Nemours & Co., Inc., E. I., Pigments Dept. (B) ..... Howard J. Claussen  
P.O. Box 2061, Princeton, N.J. 08540  
Explosive Dept., Chemical Sales (B) ..... Donald W. McLaughlin  
346 Congress St., Duxbury, Mass. 02332

Durant Paints, Inc. (A) ..... Anthony G. Yannetti, Ronald Yannetti  
112 Railroad St., Revere, Mass. 02151

Eagle Can Company (B) ..... John D. Scarpa, Arthur Rhuda  
Peabody Industrial Park, Peabody, Mass. 01960

Eagle-Picher Industries, Inc. (B) ..... William J. Baidridge  
7900 W. Chester Pike, Upper Darby, Pa. 19082

Eastern Lacquer Corp. (A) ..... Albert Liebman  
1080 Eastern Ave., Malden, Mass. 02148

Eastman Chemical Products, Inc. (B)  
Subsidiary Eastman Kodak Co. .... J. E. Early  
480 Cochituate Rd., Framingham, Mass. 01701

EXXON Chemical Co., U.S.A. (B) ..... Henry G. Johnson  
300 Broad St., Stamford, Conn. 06901

EXXON Company, U.S.A. (B) ..... Reginald Maynard, James Van Alstine  
30 Beacham St., Everett, Mass. 02149

Fish Chemical & Equipment, Inc. (B) ..... G. Franklin Fish  
230 Summer St., So. Walpole, Mass. 02071

Franklin Paint Company, Inc. (A) ..... Maurice S. Herbert, Edward Monier  
259 Cottage St., Franklin, Mass. 02038

Freeman Co., R. T. (B) ..... Richard T. Freeman  
Hingham Industrial Center, Hingham, Mass.

**General Electric Company (A)** ..... James Sharland  
 305 Eastern Ave., Chelsea, Mass. 02150

**Gibson-Homans Co., The (A)** ..... James M. Haaly  
 32 Main St., Metawan, N. J.

**Glidden-Durkee Div., SCM Corp. (B)** ..... Kenneth R. Medley  
 Peppereil Rd., West Groton, Mass. 01472

**Gloucester Paints, Inc. (A)** ..... James N. Abbott, Jr.  
 2 Harbor Loop, Gloucester, Mass. 01930

**Goodyear Tire & Rubber Co., Chemical Div. (B)** ..... Kent Valin  
 P.O. Box 2023, New Brunswick, N.J. 08903

**Guignon & Green Company (B)** ..... Clement H. Horst  
 99 W. Hawthorne Ave., Valley Stream, N.Y. 11580

**Harmon Colors, Specialty Chemicals Div.,  
 Allied Chemical Corp. (B)** ..... Ronald L. Sadler  
 P.O. Box 14, Hawthorne, N.J. 07507

**Harshaw Chemical Co. (B)** ..... James F. Craffey, Jr.  
 P.O. Box 145, Barrington, R.I. 02806

**Hayden Mica Company, Div. of  
 Franklin Mineral Products Co. (B)** ..... Roger T. Hayden  
 Main St., Wilmington, Mass.

**Hercules Incorporated, Coatings & Specialty Products Dept. (B)** ... John E. Upham,  
 1330 Boylston St., Chestnut Hill, Mass. 02167                      Frank Hallett

**Hilton-Davis Chemical Company (B)** ..... Edward J. Britton  
 Box 1206 Annex Station, Providence, R.I. 02904

**Houghton Chemical Corp. (B)** ..... William H. O'Connell  
 52 Cambridge St., Allston, Mass. 02134

**Howe & French, Inc. Div., Hamblett & Hayes Co. (B)** ..... David J. O'Connell  
 Colonial Rd., Salem, Mass. 01970

**Huber Associates, R. B. (B)** ..... James H. Christopher, Jr.  
 203 Arlington St., Watertown, Mass. 02172

**Hughson Chemical Co. (A)** ..... Anthony J. Ciampa, Jr.  
 Lakeside Office Park, Wakefield, Mass. 01880

**Hyde Manufacturing Co. (B)** ..... Richard List  
 54 Eastford Rd., Southbridge, Mass. 01550

**Kerr-McGee Chemical Corp. (B)** ..... Joseph Garrison  
 Kerr-McGee Bldg., Oklahoma City, Okla. 73102

**Koppers Company, Inc. (B)** ..... Dennis Hanton  
 7 Nancy Rd., Milford, Mass. 01757

**Kyanize Paints, Inc. (A)** ..... Harry A. Hall, III, Selden Lannan  
 Second & Boston Sts., Everett, Mass. 02149

**Lewis & Company (B)** ..... Ben F. Sands  
 55 Salem St., Lynnfield, Mass. 01940

**Libby Chemical Products, Inc. (A)** ..... Thomas P. Kelly, Jr.  
 Athol Rd., Templeton, Mass. 01468

**Littor Co. Inc., D. H. (B)** ..... William R. Holmes, Fred Holtzman  
 30 Lowell Junction Rd., Ballardvale, Mass. 01810

**Lovezola-Ward Co. Inc. (B)** ..... Donald E. Ward  
 110 Great Rd., (Box 246), Bedford, Mass. 01730

**Lynch Paint & Varnish Co. Inc., W. J. (A)** ..... William J. Lynch  
 110 King Philip Rd., Rumford, R.I. 02916

**M&M Chemical Sales Corp. (B)** ..... A. Leo Manuel  
 P.O. Box 157, Monson, Mass. 01057

**Mann & Co. Inc., George (B)** ..... Albert S. Wade  
 105 Central St., Stoneham, Mass. 02180

**Milton Can Company, George A. (B)** ..... George E. Miles  
 580 Division St., Elizabeth, N.J. 07201

**Monsanto Industrial Chemicals Co. (B)** ..... Lester Hatch  
 Everett Station, Boston, Mass. 02149

**Moore & Co., Benjamin (A)** ..... Harold E. Nofle  
 49 Sumner St., Milford, Mass. 01757

**Mullin, Inc., C. K. (B)** ..... James F. Mullin, Norman Mullin  
 222 Forbes Rd., Braintree, Mass. 02184

**NL Industries, Inc. (A)** ..... C. Francis Loutrel, Louis Artzberger, Karl Rohrbach  
 425 University Ave., Westwood, Mass. 02090

**Naftone, Inc. (B)** ..... Frank H. Hoyt  
 425 Park Ave., New York, N.Y. 10022

**National Can Corp. (B)** ..... John F. Murphy  
N.E. Sales Office: 235 Bear Hill Rd., Waltham, Mass. 02154

**Neville Chemical Co. (B)** ..... Donald L. Marsh  
Neville Island, Pittsburgh, Pa. 15225

**New England Wooden Ware Corp. (B)** ..... H. Leo Evers  
River St., Winchendon, Mass. 01475  
45 Reservoir Ave., Chestnut Hill, Mass. 02167 ..... Solomon Stern

**New Jersey Zinc Co., The (B)** ..... Alvin S. Floen  
180 Front St., New York, N.Y. 10038

**Nisapel, Inc., A. C. (B)** ..... John J. Hagerty, Richard O'Connor  
599 North Ave., Wakefield, Mass. 01880

**Norfolk Paint Corporation (A)** ..... George E. Felton, Jr.  
21 Newport Ave., North Quincy, Mass. 02171

**Nu-Brite Chemical Co., Inc. (A)** ..... Caesar A. Ventura  
10 First St., Taunton, Mass.

**Parks Corporation (A)** ..... Frank W. Davidson, Edward Parks  
P.O. Box 5, Somerset, Mass. 02726

**Pennsylvania Industrial Chemical Corp. (B)** ..... Dennis W. Pearsall  
209 W. Central St., Natick, Mass. 01760

**Pfizer, Inc., Minerals, Pigments & Metals Div. (B)** ..... Herbert G. Weitzer  
230 Brighton Rd., Clifton, N.J. 07012

**Philipp Brothers Chemicals, Inc. (B)** ..... Charles H. Hamilton  
Philipp Rd., Holbrook, Mass. 02343

**Prescott Paint Co., Inc. (A)** ..... Howard R. Prescott  
Powder Mill Rd., Maynard, Mass. 01754

**Publicker Alcohol & Chemical Sales Corp. (B)** ..... C. Willis Reed  
8 Avon Lane, Natick, Mass.

**Reichard-Coulston, Inc. (B)** ..... Willard A. Burns  
15 East 28th St., New York, N.Y. 10010

**Reichhold Chemicals, Inc. (B)** ..... Richard R. Davis, Eric Batty  
P.O. Box A, Andover, Mass. 01810

**Rieke Corp. (B)** ..... Leo R. Hogan  
800 East St., Tewksbury, Mass. 01876

**Sevogran Co., The (A)** ..... Clement K. Stodder  
 Box 130, Norwood, Mass. 02062

**Sexton Can Co., Inc. (B)** ..... Richard A. Henshaw  
 31 Cross St., Everett 49, Mass.

**Shaw Co., the George H. (A)** ..... Stewart O. White  
 East Grove St., Middleboro, Mass. 02348

**Shell Chemical Company, Petrochemicals Div. (B)** ..... John Wolflein  
 800 Summer St., Stamford, Conn. 06902

**Sherwin-Williams Co., The (A&B)** ..... David G. Lohr  
 Division Office, 59 Hicks Ave., Medford, Mass.

**Sherwin-Williams Chemicals, Div. Sherwin-Williams Co. (B)** ..... Alec P. Alexander  
 56 Central Ave., Lyon, Mass. 01901  
 260 Madison Ave., New York, N.Y. 10016 ..... O. Hoyd Clark, Jr.

**Sobin Chemicals, Inc. (B)** ..... Jack Callahan  
 Sobin Park, Boston, Mass. 02210

**Southland Paint Company, Inc. (A)** ..... James F. Finegan  
 29 Sunset Drive, Seekonk, Mass. 02771

**Spencer Kellogg Div. of Textron, Inc. (B)** ..... Robert E. Ivancic  
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**Statler Paint Products, Inc. (A)** ..... Joseph T. Yannetti  
 40 Commercial St., Lynn, Mass. 01905

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 184 Commercial St., Malden, Mass. 02148

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 75 Chapman St., Providence, R.I. 02905

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 886 Washington St., Dedham, Mass. 02026

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 126 Water St., Danvers, Mass. 01923  
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**Calo Company, Inc., John H. (B)** ..... Frank G. Calo  
99 W. Hawthorne Avenue, Valley Stream, N.Y. 11580

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P.O. Box 34, Glen Oaks Dr., Floral Park, N.Y. 11004

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250 Madison Ave., Morristown, N.J. 07960

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**Celanese Chemical Company (B)** ..... William Golding  
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185 Moonachie Road, Moonachie, N.J. 07074

**Resins Division (A)** ..... Edward Melvin, Jr.  
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46 Albert Ave., Newark, N.J. 07102  
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393 Seventh Avenue, 10001

**Chemray Coatings Corp. (A)** ..... H. Peter Tepperman  
 150 Lincoln Blvd., Middlesex, N.J. 08846

**CIBA-Geigy Corporation, Resins Dept. (B)** ..... Thomas Lawlor, David Sutherland  
 444 Saw Mill River Rd., Ardsley, N.Y. 10502

**Cincinnati Milacron Chemicals, Inc. (B)** ..... Donald M. Matthews, Donald Hampson  
 500 Jersey Avenue, New Brunswick, N.J. 08903

**Cities Service Company, Pigments & Specialties Division (B)** ..... William Ibsen  
 80 Wall Street, 10005

**Clover Leaf Paint & Varnish Corp. (A)** ..... Howard B. Richard  
 43-43 Vernon Boulevard, Long Island City, N.Y. 11101

**Conray Products Company (B)** ..... M. A. Middleman  
 97 Ongley Street, Rockville Centre, N.Y. 11571

**Consumers Union of the United States, Inc. (C)** ..... Joseph Csernica  
 256 Washington St., Mt. Vernon, N.Y. 10550

**Continental Can Company, Inc. (B)** ..... Henry L. Murray, Ralph Best  
 633 Third Avenue, 10017  
 108-18 Queens Blvd., Forest Hills, N.Y. 11375 ..... Ray G. Solcum  
 1200 Route 46, Clifton, N.J. 07013 ..... Thomas Killen

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 167 Kossuth Street, Newark, N.J. 07101 ..... William Mack

**Cosan Chemical Corporation (B)** ..... Milton Goll, George McTavey  
 481 River Road, Clifton, N.J. 07014

**Crocker Company, Inc., H. S. (B)** ..... Donald Linden  
 140 Sylvan Avenue, Englewood Cliffs, N.J. 07632

**Daniels Midland Co., Archer (B)** ..... Joseph Naughton  
 554 S. Front St., Elizabeth, N.J. 07202

**Debevoise Co., The (A)** ..... Sam Spiegel  
 74 - 20th St., Brooklyn, N.Y. 11232

**Dow Chemical Company, The (B)** ..... F. Norman Christopher, Jr.  
 Park 80 Plaza East, Saddle Brook, N.J. 07662

**duPont de Nemours & Co., E. I., Pigments Department (B)** ..... Howard Claussen,  
 P.O. Box 2061, Princeton, N.J. 08540 ..... Martin Kaplan, Joseph Loughney,  
 D. J. Spinozzi, William Welch  
**Electrochemicals Department (B)** ..... Robert A. Blanchfield  
 350 Fifth Avenue 10001

**Duralac Chemical Corporation (A)** ..... Edwin S. Leister  
84 Lister Avenue, Newark, N.J. 07105

**Eastman Chemical Products, Inc. (B)** ..... Melvin B. Scott, Jr.  
27 Bleeker Street, Milburn, N.J. 07041  
1133 Avenue of the Americas 10036 ..... Anthony Errico

**Egan & Hausman Company, Inc. (A)** ..... Talbot Uehlinger  
9-02 43rd Road, Long Island City, N.Y. 11101

**Egyptian Lacquer Mfg. Co., The (A)**Louis A. Ruckgaber, Jr., William Nordt  
80 Jacobus Ave., Kearny, N.J. 07032

**Embassy Paint Co., Ltd. (A)** ..... Frank Beebe  
125 Rome St., Farmingdale, N.Y. 11735

**Empire State Varnish Company, Inc. (A)** ..... Merritt T. Metz, Richard Stark  
38 Varck Street, Brooklyn, N.Y. 11222

**Engelhard Minerals & Chemical Corp. (B)** ..... Raymond E. Blair  
Edison, N.J. 08817

**Eversal Manufacturing Co., Inc. (A)** ..... Justin D. Miller, Julius Spector  
475 Broad Avenue, Ridgefield, N.J. 07657

**FMC Corporation (B)** ..... Robert Stuchell  
633 Third Avenue, 10017

**Fales Company, The W. H. (B)** ..... William J. Fales  
827 Essex Street, Brooklyn, N.Y. 11208

**Farnow, Inc. (A)** ..... Benjamin Farber, Moe Bauman, Leonard Freund,  
77 Jacobus Avenue, South Karmy, N.J. 07032 Ben Shandler

**Fein Container Corporation (B)** ..... Irving L. Holtz, Burton Marcus  
106 Kenney Place, Saddle Brook, N.J. 07662

**Freeport Minerals Company (B)** ..... Theodore A. Venia  
733 Third Avenue, 10017

**Frisch & Co., Inc. (A)** ..... Julius Deitch  
88 East 11th Street, Paterson, N.J. 07524

**Gardner Chemicals, Inc. (B)** ..... Charles Gardner  
124 East 40th Street, 10016

**Georgie Kaolin Company (B)** ..... George P. Larson  
433 North Broad Street, Elizabeth, N.J. 07207

**Gibson-Homans Company, The (A)** ..... William A. Wright  
32 Main Street, Matawan, N.J. 07747

**Glidden-Durkee Division, SCM Corporation (B)** ..... Thomas F. Proscia  
3901 Hawkins Point Rd., Baltimore, Md. 21226  
Third & Bern Sts., Reading, Pa. 19603 ..... Harman Winger

**Goodyear Tire & Rubber Co. (B)** ..... Don E. Neese  
1280 Jersey Avenue, North Brunswick, N.J. 08902

**Greenpoint Paint & Varnish Corp. (A)** ..... Sidney Rubin  
63 Emerson Pl., Brooklyn, N.Y. 11205

**Grow Chemical Corp. (A)** ..... Dwight Mayer  
345 Park Ave. 10022

**Grumbacher Inc., M. (A)** ..... Willy Nusinoff  
460 West 34th Street, 10001

**Guignon & Green Company (B)** ..... Clement H. Horst  
99 West Hawthorne Avenue, Valley Stream, N.Y. 11580

**Harshaw Chemical Company, The,  
Division Kewanee Oil Co. (B)** ..... George J. Forman  
99 Kinderkamack Rd., Westwood, N.J. 07675

**Hercules Incorporated (B)** ..... Edward W. Mone, C. R. Anderson  
380 Madison Avenue, 10017

**H & G Industries, Inc. (B)** ..... W. Lee Stewart  
6 Main St., Belleville, N.Y. 07109

**Hilton-Davis Chemical Co., Division Sterling Drug, Inc. (B)** ..... Gustav Gurska, Jr.  
120 Lister Avenue, Newark, N.J. 07105

**Hoboken Paint Co., Inc. (A)** ..... Nathan Plaks  
40 Industrial Road, Lodi, N.J. 07644

**Hoover Color Corporation (B)** ..... Robert E. Tigner  
13 Cordier Street, Irvington, N.J. 07111

**Humble Oil & Refining Co. (EXXON, U.S.A.) (B)** ..... Scott Hensel  
Hutchinson River Parkway, Pelham, N.Y. 10803  
41 W. Putnam Ave., Greenwich, Conn. 06830 ..... Robert A. Bookstaber  
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**I.C.I. AMERICA, INC. (B)** ..... Bernard Karten  
576 Washington Blvd., Stamford, Conn. 06904

**Ideal Printery, The (B)** ..... Richard J. Malenck  
304 East 23rd Street, 10010

**Inmont Corporation (A&B)** ..... Kenneth J. Carson  
1255 Broad Street, Clifton, N.J. 07015  
1133 Avenue of the Americas, 10036 ..... Howard Kress  
925 Allwood Rd., Clifton, N.J. 07012 ..... Daniel B. Robertson, Donald Miller

**Innes Corporation, O. G. (B)** ..... Richard O. Innes  
10 East 40th Street, 10016

**International Paint Company, Inc. (A)** ..... James M. Drubel  
P.O. Box 386, Union, N.J. 07083

**International Tale Co., Inc. (B)** ..... J. Talbot Smith  
420 Lexington Avenue 10017

**I-SIS Chemicals, Inc. (A)** ..... George C. Voss  
P.O. Box 4777, Stamford, Conn. 06907

**Kemp Company Ltd., W. H. (A)** ..... Robert W. Limbacher  
515 Homestead Avenue, Mt. Vernon, N.Y. 10550

**Kerr-McGee Chemical Corp. (B)** ..... Arnold G. Mix, John Dawson  
99 Park Avenue, 10016

**Kohnstamm & Company, Inc., H. (B)** ..... Michael J. Dunn  
161 Avenue of the Americas 10013

**Konstandt Laboratories (C)** ..... Felix Konstandt  
27-14 39th Ave., Long Island City, N.Y. 11101

**Kosan Industrial Corp. (A)** ..... John Kosan  
5-49 49th Ave., Long Island City, N.Y. 11101

**Landau & Company, Inc., J. (A)** ..... Walter J. Landau  
214 Washington Avenue, Carlstadt, N.J. 07072

**Landers-Segal Color Company (B)** ..... Nathan Segal  
78 Delavan Street, Brooklyn, N.Y. 11231

**Landzettel & Sons (A)** ..... Robert W. Landzettel  
17-12 River Road, Fair Lawn, N.J. 07410

**Lehman Bros. Corporation (A)** ..... Jerome A. Monasch, Jack Connors  
115 Jackson Avenue, Jersey City, N.J. 07305

**Leneta Company, The (B)** ..... Leonard Schaeffer  
P.O. Box 576, Ho-Ho-Kus, N.J. 07423

**Littor Company, Inc., D. H. (B)** ..... Harold L. Davis  
 116 East 16th Street 10003

**Luminal Paints, Inc. (A)** ..... Theo. Friedmann  
 411 Wilson Ave., Newark, N.J. 07105

**MacArthur Petroleum & Solvent Co., Inc. (B)** ..... Sande Wische  
 112 Jacobus Avenue, South Kearny, N.J. 07032

**McAdam, Inc., T. F. (B)** ..... Thomas F. McAdam  
 P.O. Box 313, Boonton, N.J. 07005

**McKesson Chemical Company, Div. Foremost McKesson (B)** ..... John C. Salisbury  
 180 Essex Avenue, East Avenue, N.J. 07001

**Mass & Waldstein Company (A)** ..... Gustav Klinkenstein  
 2121 McCarter Highway, Newark, N.J. 07104

**Mantrose Company, The (A)** ..... John Baruc  
 99 Park Ave. 10016

**Martin Paint & Chemical Corporation (A)** ..... Robert Glick  
 153-22 Jamaica Avenue, Jamaica N.Y. 11432  
 182-20 Liberty Ave. .... David Stern

**Milton Can Company, Inc., George A. (B)** ..... George E. Miles  
 580 Division Street, Elizabeth, N.J. 07201

**Minnesota Linseed Oil Company (B)** ..... Robert H. MacKenzie  
 P.O. Box 5101, Greenville Station, Jersey City, N.J. 07305

**Mobay Chemical Company (B)** ..... Irving Gertzog  
 Penn Lincoln Parkway West, Pittsburgh, Pa. 15205

**Monsanto Industrial Chemicals Co. (B)** ..... David C. Garrett  
 1114 Avenue of the Americas, 10036

**Mooney Chemicals, Inc. (B)** ..... Glenn L. Knott  
 9 Hillcrest Dr., Bloomington, N.J. 07403

**Moore & Co., Benjamin (A)** ..... Harry Christensen  
 511 Canal Street 10013  
 548 Fifth Avenue, 10036 ..... Peter T. Carolan  
 134 Lister Ave., Newark, N.J. 07105 ..... Roger H. Higgons

**N.L. Industries, Inc. (A)** ..... John A. Southworth  
 211 Crossways Park Dr., Woodbury, N.Y. 11797  
 111 Broadway, 10006 ..... William R. Klein, Jr.  
 P.O. Box 420, Hightstown, N.J. 08512 ..... H. William Talbot  
 P.O. Box 500, 195 Clinton Rd., West Caldwell, N.J. 07006 ..... Kenneth C. Specht

**National Can Corporation (B)** ..... Howard X. Brown  
200 Park Avenue, 10017

**Neville Chemical Company (B)** ..... Donald L. Marsh  
113 Wyckoff Avenue, Piscataway, N.J. 08854

**New Jersey Zinc Company, The (B)** ..... William C. Black, Alvin S. Roen,  
2045 City Line Road, Bethlehem, Pa. 18017 P. Richard Hosang

**New York Bronze Powder Co., Inc. (A)** ..... Sol Ganz  
515 Dowd Ave., Elizabeth, N.J. 07201

**Northeastern Laboratories Co., Inc. (A)** ..... Paul S. Eckhoff  
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**North Jersey Paint Co., Inc. (A)** ..... Bernard F. Malizia  
27 Orchard Street, Wallington, N.J. 07055

**Nortman Associates, Inc. (B)** ..... Arthur I. Nortman, Joseph S. Cubitz  
1707 Kings Highway, Brooklyn, N.Y. 11229

**Osborn Chemicals, Inc., C. J. (B)** ..... Clarence F. Silleck  
820 Sherman Avenue, Pennsauken, N.J. 08109

**Paint and Varnish Production (C)** ..... Abraham Mann, Joseph M. Palmer  
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**Paragon Paint & Varnish Corp. (A)** ..... George S. Rattner, George M. Cohn,  
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205 Plymouth St., Brooklyn, N.Y. 11201

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**Pennsylvania Industrial Chemical Corp. (B)** ..... L. R. O'Rourke  
202 Mamaroneck Avenue, White Plains, N.Y. 10601

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230 Brighton Rd., Clifton, N.J. 07012 ..... J. W. Callaghan, Joseph Copeland,  
Dwight Holmes, Thomas Laakso  
640 North 13th St., Easton, Pa. 18042 ..... T. L. McLaughlin

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 33-01 38th Avenue, Long Island City, N.Y. 11101

**Processed Chemical & Coatings Corp. (A)** ..... Morris Kirshen  
 P.O. Box 187, Carlstadt, N.J. 07072

**Proctor Paint & Varnish Co., Inc. (A)** ..... Robert E. Markell  
 45 Warburton Ave., Yonkers, N.Y. 10701

**Pur-All Paint Products Co., Inc. (A)** ..... Ruben Chaleff  
 500 South Commercial Avenue, Carlstadt, N.J. 07072

**Pyrolac Corporation (A)** ..... Werner Klugman  
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**Randolph Products Company (A)** ..... John H. Randolph  
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**Red Devil Paints & Chemicals, Inc. (A)** ..... Donald Greene  
 30 North West Street, Mt. Vernon, N.Y. 10550

**Red Mills Paint & Chemical Co., Inc. (A)** ..... Carl Platkin  
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 525 North Broadway, White Plains, N.Y. 10602  
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 No. 6 Xavier Dr., Yonkers, N.Y. 10704

**Reynolds Metals Company (B)** ..... Raymond B. Hall  
 10 Presidential Blvd., North Bala Cynwyd, Pa. 19004

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**Rose Company Inc., M. A. (B)** ..... M. Alvin Rose  
P.O. Box 167, Glen Cove, N.Y. 11542

**St. Joe Minerals Corporation (B)** ..... Herbert J. Due, Rupert Bing  
250 Park Avenue, 10017

**Sandoz Colors & Chemicals, Division of  
Sandoz-Wander, Inc. (B)** ..... Stephen W. Klein  
Route 10, Hanover, N.J. 07936

**Sepolin Paints Inc. (A)** ..... Wesley P. Pollitt  
201 E. 42nd Street, 10017  
183 Lorraine St., Brooklyn, N.Y. 11231 ..... William H. Larstad, Lawrence Ribbecke

**Shell Chemical Company, The (A & B)** ..... P. M. Paolucci, W. C. Lowrey,  
280 S. Harrison St., East Orange, N.J. 07018 ..... William McConnell

**Sherwin-Williams Company, The (A)** ..... Allan Gemberling  
560 Broad Street, Newark, N.J. 07101  
Brown St. & Kister Ave., Newark, N.J. 07101 ..... Wendell D. Gillund  
599 Gotham Parkway, Carlstadt, N.J. 07072 ..... Gus D. Goldberg  
260 Madison Avenue, 10016 ..... O. H. Clark, Jr.

**Siberline Manufacturing Co., Inc. (B)** ..... Ernest Scheller, Jr.  
P.O. Box A, Lansford, Pa. 18232

**Smith Chemical & Color Co., Inc. (B)** ..... Casper Smith, Samuel Janon, Eugene Smith  
124 Commerce Street, Brooklyn, N.Y. 11231

**Snell, Inc., Foster D. (C)** ..... Herbert Terry  
Hanover Road, Florham Park, N.J. 07932

**Spencer Kellogg Division, Textron, Inc. (B)** ..... Donald M. Krueger,  
143 River Road, Edgewater, N.J. 07020 ..... Anthony Gomes, Harry Smith

**Standard T Chemical Co., Inc. (A)** ..... Norman J. Mechanic  
2600 Richmond Terrace, Staten Island, N.Y. 10303

**Stoney-Mueller, Incorporated (B)** ..... Richard W. Stoney  
Page & Newark Avenues, Lyndhurst, N.J. 07071

**Sun Chemical Corporation, Ansbacher-Siegel, Federal Color Div.,  
Pigments Div. (B)** ..... Arthur Finn, Seymour Stetzer, Walter Tames  
441 Tompkins Avenue, Rosebank, Staten Island, N.Y. 10305

**Superior Materials, Inc. (B)** ..... Meyer W. Budman  
 120 Liberty Street, 10006

**Sutcliffe Company, W. J. (A)** ..... Walter Sutcliffe  
 P.O. Box 5, East Rutherford, N.J. 07073

**Tenneco Chemicals, Inc., Cal/Ink Division (A)** ..... William J. Bell  
 324 Hillman Place, North Plainfield, N.J. 07063  
**Intermediates Division (B)** ..... Frank X. Dwyer, Thomas Boyd, Lawrence Okun,  
 P.O. Box #2, Piscataway, N.J. 08854 ..... Frank Ritter, William Stewart  
**1496 Morris Ave., Union, N.J. 07083** ..... Robert Keltz  
**Newport Division (B)** ..... John R. Santoro, Leonard Pinto  
 1496 Morris Ave., Union, N.J. 07083

**Thibaut & Walker Co., Inc., The (B)** ..... W. George Parker, Donald Dobrenski,  
 150 Rome Street, Newark, N.J. 07101 ..... William Donelan

**Titanium Pigment Division, N.L. Industries, Inc. (B)** ..... Eric G. Oring, Allan Davies,  
 100 Chevalier Avenue, South Amboy, N.J. 08879 ..... Peter Firing, Arthur Millas,  
 Oscar Muller  
**725 Park Ave., East Orange, N.J. 07017** ..... Dennis L. Tabisz

**Troy Chemical Corporation (B)** ..... Elias Singer, John Oates, Harry Sarvis,  
 One Avenue L, Newark, N.J. 07105 ..... Edward Wanderman

**Ultra Adhesives, Inc. (A)** ..... John D'Amico  
 460 Straight Street, Paterson, N.J. 07501

**Union Carbide Corporation (B)** ..... Merritt A. Bigelow, Jr., D. E. Hardman,  
 270 Park Avenue 10017 ..... Carl Preston  
 935 Allwood Road, Clifton, N.J. 07012 ..... H. P. Henriques

**U.S. Industrial Chemicals Company, Div. of National Distillers &  
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**United Steel Container Corporation (B)** ..... David L. Rosen  
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 230 Park Avenue, 10017

**Velsicol Chemical Corporation (B)** ..... William C. Goodwine  
 521 Fifth Avenue, 10017

**Verflex Company, Inc., The (A)** ..... Joseph Lo Re  
 117 Moonachie Avenue, Carlstadt, N.J. 07072

**Webber, Company, Inc., Robert I. (B)** ..... Robert R. Webber  
 26 Sixth Street, Stamford, Conn. 06905

**Westhampton Chemical Co., Inc. (B)** ..... William P. Weber  
 530 East 90th St. 10028

**Whittaker, Clark & Daniels, Inc. (B)** ..... John C. Woodruff, Richard Birdsall,  
 1000 Coolidge Road, South Plainfield, N.J. 07080 ..... George Rudeau

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 115 Chestnut Street, Newark, N.J. 07105

**Witco Chemical Corporation (B)** ..... William Wisnrick, Alfred Marone,  
 277 Park Avenue, 10017 ..... Pro Prewitt, Jr., Michael Vaccaro, Leonard Wood

**Withington Company, Inc. C. (B)** ..... Chandler Withington, S. E. Bloch,  
 16 Pelham Parkway, Pelham Manor, N.Y. 10803 ..... R. R. Browning, Jr., W. E.  
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**Zinsser & Co., Inc., William (A)** ..... Edward H. Walworth, Jr.  
 516 West 59th Street 10019

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 APCO Oil Corp.

**Vice President, PHIL LINTON**  
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**Treasurer, BILL CHANDLER**  
 Capitol Paint Mfg. Corp.

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**APCO Oil Corp. (B)** ..... Bob Carter  
P.O. Box 60157, 73106

**Ashland Chemical Co. (B)** ..... T. W. Gyles  
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P.O. Box 1503, Houston, Tex. 77001 ..... K. R. Heilemann

**Black & Puryear Paint Co. (A)** ..... F. M. Puryear  
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**Bucket Shop, The (B)** ..... Bill Aimen  
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**Capitol Paint Mfg. Corp. (A)** ..... Bill Chandler  
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**Chemtron Corp. (B)** ..... Edward F. Okrei  
P.O. Box 995, LaPorte, Tex. 77571

**Cron Chemical Corp. (B)** ..... Joseph S. Jedrusiak  
P.O. Box 10027, Dallas, Tex. 75207

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2619 Nova, Dallas, Tex. 75229

**DeChellis Co., L. J. (B)** ..... L. J. DeChellis  
P.O. Box 47084, Dallas, Tex. 75247

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3105 East Reno

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**Gemini Lacquers, Inc. (A)** ..... Bill Smith  
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**Hercules, Inc. (B)** ..... Joseph J. Wrobel, Jr.  
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Kerr-McGee Bldg., 73102  
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P.O. Box 5187

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P.O. Box 47522, Dallas, Tex. 75247

Quality Drum Service (B) ..... Ray McGee  
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Ribelin Distributors, Inc. (B) ..... Charles Dozier  
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P.O. Box 20551, 73120

S. E. B. Paint Co., Inc. (A) ..... E. A. Harcum  
115 N.E. 10th St., Oklahoma City, Okla. 73104

Southwestern Paint Co. (A) ..... Lewis Evans  
P.O. Box 60034

Southwestern Steel Container (B) ..... T. C. Fitzwilliam  
P.O. Box 15687, Dallas, Tex. 75215

Thompson Hayward Chem. Co. (B) ..... Earl Schott  
P.O. Box 1008 S.W. St., Oklahoma City, Okla.

Titanium Pigment Corp. (B) ..... Ed Spradlin  
5446 Milton, Dallas, Tex. 75206

Union Carbide Corp. (B) ..... Keith Redford  
2710 Stemmons Freeway Suite 700, Dallas, Tex. 75207

Washburn-Lanson Company (B) ..... Roy DeLay  
P.O. Box 35466, Houston, Tex. 77035



**Ashland Chemical Company (B)** ..... Eric Golden  
580 Sylvan Ave., Englewood, N.J. 07632

**Blue Bell Chemical Corporation (B)** ..... G. E. P. Toebe, Gerald Hurtbrink,  
6198 Butler Pike, Blue Bell, Pa. 19422 ..... John J. Paytas

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9155 River Rd., Pennsauken, N.J. 08110 ..... James Dale, Horace Bentley

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2626 North Marsha St. 19125

**Canpak, Inc. (B)** ..... P. J. Kelly, H. L. Brown, R. Van Lenten  
3349 Stokeley St. 19140

**Cargill Incorporated, Processing and Refining Division (B)** ..... B. G. Reutz,  
250 Madison Ave., Morristown, N.J. 07960 ..... P. J. Burkhardt, E. K. Logue

**Carroll, Inc., R. E. (B)** ..... R. Emmett Carroll  
1570 North Olden Ave., Trenton, N.J. 08638

**Celanese Chemical Co., Div. of Celanese Corp. (B)** ..... Mark W. Hannan,  
1300 Market St., Wilmington, Del. 19801 ..... Erik G. Petersen

**Chemetron Corporation, Pigments Division (B)** ..... Robert E. VanVranken,  
Room 2015, 393 Seventh Avenue, New York, N.Y. 10001 ..... Richard Price,  
Russell Tandy, Joel Leeson, Jr., Paul Tudder

**Cities Service Co., Mepico Iron Oxides Operations (B)** ..... Carl W. Fuller  
601 Cass St., Trenton, N.J.  
**Columbian Div. (B)** ..... Henry V. Grant  
Drawer 4, Cranbury, N.J. 08512

**Clement "Coverall" Co. (A)** ..... Curtis H. Clement, Jr.  
623 Van Hook St., Camden, N.J. 08101

**Continental Can Co., Inc. (B)** ..... Henry A. Riggenbach  
555 E. City Ave., Bala-Cynwyd, Pa. 19004

**Cosden Chemical Coatings Corp. (A)** ..... Louis Oller, Walter Mock, Jr.,  
Cherry St. & Lee Ave., Beverly, N.J. 08010

**Delkote, Inc. (A)** ..... Horace S. Felton, Jr.  
76 S. Virginia Ave., Penns Grove, N.J. 08069

**DeSoto, Inc. (A)** ..... J. P. Gilhooly, M. M. Galbraith, T. E. Mullen  
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**Dowdy Brothers (B)** ..... John J. Dowdy, Henry R. Dowdy, Jr.  
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P.O. Box 2061, Princeton, N.J. 08540 J. C. Nissen, J. L. M. Battin,  
R. L. Alderson, L. T. Gemmill  
**Fabrics & Finishes Div.** ..... Robert A. DeWall  
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**Finnaren & Haley, Inc. (A)** ..... Daniel J. Haley, Jr., David Engler, Donald Denny,  
2320 Haverford Rd., Ardmore, Pa. 19003 Robert Bates

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**Hercules, Inc., Coatings and Spec. Prod. Dept. (B)** ..... Charles Huhn,  
Wilmington, Del. 19899 Joseph Bergen

**Humble Oil & Refining Company (B)** ..... Robert W. Stein  
Gen. Washington Bldg., 216 Goddard Blvd., King of Prussia, Pa. 19406

**Inland Oil & Chemical Corp. (B)** ..... Charles P. Mungan  
835 Morgan Ave., Drexel Hill, Pa. 19026

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P.O. Box 27, Flourtown, Pa. 19031 John Parkington, Robert Fosnot

**Kerr-McGee Chemical Corp. (B)** ..... Arnold G. Mix  
99 Park Ave., New York, N.Y. 10016

**Krylon Department, Div. of Borden Chemical, Borden, Inc. (A)** ..... J. J. McAnally,  
Ford & Washington Sts., Norristown, Pa. 19404 C. V. Cass, J. D. Gruder

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Umberto Arcans, Joseph Coyne

**Milton Can Co., Inc., George A. (B)** ..... George E. Miles, William Scherr  
580 Division St., Elizabeth, N.J. 07201

**National Can Corporation (B)** ..... Paul Herdican, Paul Tori, Bert O'Shea  
676 E. Swedesford Rd., Wayne, Pa. 19087

**N.L. Industries, Inc. (Phila. Branch) (B)** ..... J. R. Couch, F. R. Herron,  
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**Pennsylvania Industrial Chemical Corp. (B)** ..... C. W. Sharrocks, George H. Laut  
15 W. Front St., Media, Pa. 19063

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400 Old Dublin Pike, Doylestown, Pa. 18901 Edgar Putnam, Claude O'Brien,  
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**Pfizer, Inc., Minerals, Pigments & Metals Div. (B)** ..... Martin J. Jachts  
230 Brighton Road, Clifton, N.J. 07012

**Philadelphia Resins Corp. (A)** ..... David Kollock  
20 Commerce Dr., Montgomeryville, Pa. 18936

**Publicker Industries, Inc. (B)** ..... Thomas F. Murphy  
1429 Walnut St. 19102

**Reichard-Coulston, Inc. (B)** ..... J. M. Coulston  
15 East 26th St., New York, N.Y. 10010

**Reichhold Chemicals, Inc. (B)** ..... J. G. Weinmann, W. Chancellor, G. Youngerman,  
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Independence Mall West 19105

**Rolan Container Corp. (B)** ..... Edward J. Rose  
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**Rowley & Co., Inc., Geo. A. (B)** ..... Robert S. Bogatin, Stuart Peltz,  
 937-41 North Front St. 19123 ..... Lawrence Kelly, Robert Quinn

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 2200 East Westmoreland St. 19134 ..... Wilbert McCarthy, Robert Waite

**Shell Chemical Company (B)** ..... Roger E. Tuttle, Dietmar Fuchs, James Buchanan  
 P.O. Box 800, Woodbury, N.J. 08096

**Sherwin-Williams Chemicals, A Division of  
 Sherwin-Williams Co. (B)** ..... William H. Ferry  
 30 Washington Ave., Haddonfield, N.J. 08033

**Sherwin-Williams Company, The (A)** ..... H. H. Lambert, W. J. Lewis, J. J. Winters  
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**Container Division (B)** ..... Thomas Higgins  
 P.O. Box 474, Haddonfield, N.J. 08033

**Spencer Kellogg, Div. of Textron, Inc. (B)** ..... Gordon F. Greer  
 Box 272, Wynnewood, Pa. 19096

**Spruance Co., The Gilbert (A)** ..... Robert M. Cox, Eugene Cox, H. G. Weller,  
 Richmond and Tioga Sts. 19134 ..... R. T. Greene

**Sun Chemical Corp. Pigments Div. (B)** ..... John P. Clare  
 805 Monroe Ave., Ardsley (Glenside), Pa. 19038

**Superior Varnish & Drier Co. (B)** ..... Joseph S. Stevens, Harry Best  
 Crescent Blvd., Merchantville, N.J. 08109

**Tenneco Chemicals, Inc., Intermediates Div. (B)** ..... Jack Collins, J. Clancy,  
 7 Wynnewood Road, Wynnewood, Pa. 19096 ..... H. Baumbach, Jay Holmes

**Thomson-Portland Paint Co. (A)** ..... Hyman Katinsky  
 P.O. Box 5550, 19143

**Union Carbide Corporation, Coatings Intermediates Division (B)** ..... David M. Fix,  
 Route 3B - Pleasant Valley Road, Moorestown, N.J. 08057 ..... Ronald Terrill,  
 Ed Seltzer, Norman Kisting

**Van Horn, Metz & Co., Inc. (B)** ..... Douglas Everett, John Boorman,  
 201 East Elm St., Conshohocken, Pa. 19428 ..... James Willis, H. M. Smith,  
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 4455 North 6th St. 19140 ..... A. D. Patrick, J. E. Gulick

**West Co., O. L. (B)** ..... O. L. West  
 50 East Wynnewood Road - Box 233, Wynnewood, Pa. 19096

**Witco Chemical Co., Inc. (B)** ..... Maurica Shaw  
 277 Park Ave., New York, N.Y. 10017

**PITTSBURGH PAINT AND COATINGS ASSOCIATION**  
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Sipes Chemical Coatings Co.

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150 Fourth Ave., Freedom, Pa. 15042 ..... John Macaluso

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**Commercial Solvents Corp. (B)** ..... Frank L. King  
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**Continental Can Co., Inc. (B)** ..... G. E. Renner, George Tomeny  
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**Davies Can Company (B)** ..... Leonard N. Wolf  
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**Dow Chemical Corp. (B)** ..... James R. Stoppert  
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**du Pont de Nemours & Co., E. I. (B)** ..... Wiley W. Greer  
23200 Chagrin Blvd., Beachwood, Ohio 44122  
129 McIntyre Rd. 15237 ..... D. Edward Sherwood

**Hammond Lead Products, Inc. (B)** ..... J. S. Nordyke  
40 E. Main St., Carnegie, Pa. 15106

**Hommel Co., The O. (B)** ..... Lawrence A. Budjos  
P.O. Box 475, 15230

**McKesson Chemical Co. (C)** ..... Paul J. Dibiasi  
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**Titanium Pigments Div. (B)** ..... Laif E. Carlson  
272 Hays Road, 15241

**Neville Chemical Co. (B)** ..... L. V. Dauler  
Grand Ave., Neville Island, 15225

**New Jersey Zinc Co. (B)** ..... Paul L. Hoffman  
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**Pennsylvania Industrial Chemical Corp. (B)** ..... Martin G. Miller  
120 State St., Clairton, Pa. 15025

**PPG Industries, Inc., Resins & Coatings Div. (A)** ..... G. Robert Swaney  
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**Reichhold Chemicals, Inc. (B)** ..... Raymond L. Henry  
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**St. Joe Minerals Corp. (B)** ..... Henry E. Pence  
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**Shell Chemical Corp. (B)** ..... Fredenc W. Newton  
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Sipes Chemical Coatings Co. (A) ..... T. J. McCauley  
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Sterling Division of Reichhold Chemicals, Inc. (A) ..... C. G. Frost  
Haysville, Sewickley, Pa. 15143

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Parkway Center, 875 Greentree Road 15220

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Watson-Standard Co. (A) ..... W. H. Mower, Jr.  
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Zimmerman Co., E. E. (A) ..... E. E. Zimmerman  
2010 Clark Bldg. 15222

Zoller Co., Alan C. (B) ..... Alan Zoller  
400 Penn Center Blvd. 15235

**PORTLAND PAINT, VARNISH & LACQUER ASSOCIATION**  
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Glidden-Durkee Div. of SCM Corp.

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**Boysen Paint Co. (A)** ..... W. M. Wojtech, Richard Hageboeck, Robert Shaeffer  
2110 N.W. 22nd Avenue 97210

**Central Solvents & Chemicals (B)** ..... Richard Sawyer  
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3322 N.W. 35th Avenue 97210

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3421 S.W. Moody 97201

**duPont de Nemours Co., Inc., E. I., Pigments Department (B)** ..... Richard J.  
520 South El Camino Real, Suite 540, San Mateo, Calif. 94402 Harrison  
**Plastics Dept.** ..... William Marshall  
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**Durkin Chemicals Inc. (B)** ..... Dwaine Annala  
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**Glidden-Durkee Co. (A)** ..... William Stafford  
2800 N.W. 31st Avenue 97210

**Gibson-Homan Co. (A)** ..... Clifford Hartung  
3419 S.W. Moody St. 97201

**Gilsonite, Inc.** ..... Clair Bartell  
2946 N.E. Columbia Blvd. 97211

**Great Western Chemical Co. (B)** ..... Frank Youngman  
11440 S.W. Tiedeman Avenue, Tigard, Oregon 97223

**Helzer Chemical Co., Norman** ..... Norman Helzer  
3601 N.W. Yeon Ave. 97210

**Horn Co., E. T. (B)** ..... Jack Shelton  
1238 N.W. Glisan St. 97209

**Imperial Paint Co. (A)** ..... Clyde Gibson  
2526 N.W. Yeon Ave. 97210

**Longview Paint & Varnish Co. (A)** ..... William Sailors, Robert Sailors  
1203 California Way, Longview, Wash. 98632

Loomis Chemical Co. .... Richard Loomis  
 2011 N. Columbia Blvd. 97217

McCloskey Varnish Co. (A) ..... George Gough, Jr., John Deller, Carlton Huntington  
 4155 N.W. Yeon Avenue 97210

Miller Paint Company (A) ..... John Buckinger, Jr.  
 210 S.E. Madison St. 97219  
 317 S.E. Grand Ave. 97214 ..... Walter Miller

Myers Drum Company ..... Jack Myers  
 8435 N.E. Killingsworth St. 97220

N.L. Industries, Inc., Titanium Pigment Div. (A) ..... Henry Bottemiller  
 48 S.E. Clay St. 97214

Portland Paint & Lacquer Prod. (A) ..... Henry Anderegg  
 7835 S.W. 37th Ave. 97219

Pfizer Inc. (B) ..... Richard Haas  
 3333 N.W. Industrial St. 97210

Reliance Universal (A) ..... Victor Jacques  
 1660 Cross St., S.E., Salem, Oregon

Rodda Paint Co. (A) ..... T. M. Braden  
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Sherwin-Williams Co. .... Carroll Maxwell  
 Division Office, Suite 3, 4001 N.E. Halsey 97232(A)  
 1530 N.E. Grand Ave. 97211(B) ..... Russell Bertell, Norman Pierson

Spe-de-Way Products Co. (B) ..... Russell Sommer  
 P.O. Box 17192, Kenton Sta., 97217

Standard Oil Co. of Calif. (B) ..... B. C. Tarr  
 520 S.W. Yamhill St. 97204

Titanium Pigments Co. (B) ..... Hank Bottemiller  
 48 S.E. Hawthorne Blvd. 97214

VanWaters & Rogers, Inc. (B) ..... J. Mitchell  
 3950 N.W. Yeon Ave. 97210

Zehring Chemical Co. (B) ..... Karl Zehring, Larry Hugst  
 2201 N.W. 20th Ave. 97209

**PUGET SOUND PAINT, VARNISH  
& LACQUER ASSOCIATION  
Seattle, Washington**

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Matson Paint Products

**Executive Secretary, BOB ZEISSLER**  
Cowman-Campbell Paint Company

**Vice President, BOB SWANSON**  
VanWaters & Rogers, Inc.

**Treasurer, WALTER L. FLEISHER**  
General Can Company

**FIRM**

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2601 Elliott Avenue 98101	
<b>American Tar Company (B)</b> .....	Alan Kutz
1700 North Northlake Way 98103	
<b>Andrews &amp; Associates (B)</b> .....	P. J. Andrews
9836 41st N.E. 98115	
<b>Ashland Chemical Company (B)</b> .....	Richard E. Hunter, Jr.
500 7th Ave., So., Kirkland, Wash. 98033	
<b>Benson Chemical Corp. (B)</b> .....	W. Ronald Benson, Bill Clary
2450 9th Ave. South 98134	
<b>Binks Manufacturing Company (B)</b> .....	A. B. James, J. C. Levell
1749 First Avenue South 98134	
<b>Central Solvents &amp; Chemicals Company, West Coast Division (B)</b> .....	D. R. Glover
7601 S. 190th, Kent, Wash. 98031	
<b>Chemical Processors, Inc. (B)</b> .....	Newton Clark, John Kasalko, Ronald West
5501 Airport Way South 98108	
<b>Continental Can Company (B)</b> .....	James E. McClellan
1618 S.W. 1st Ave., Portland, Ore. 97201	
801 Myrtle Street 98108 .....	Blake Smith
<b>Cordano Chemical Paint Company (B)</b> .....	Win Case
2400 6th Ave. South 98134	

**Cowman-Campbell Paint Company (A)** ..... E. A. Cowman, Robert Gregory,  
5521 Ballard Ave., N.W. 98107 Robert Zaissler

**Detlofsen & Associates, Lloyd (B)** ..... Lloyd Detlofsen  
P.O. Box 784, Bellevue, Wash. 98004

**Dirkin Chemicals, Inc. (B)** ..... Roy C. Dirkin  
10905 - 120th N.E., Kirkland, Wash. 98033

**Dow Chemical Company (B)** ..... Dale Bryan  
777 - 106th N.E., Bellevue, Wash. 98004

**Eastside Glass & Paint Company (B)** ..... Paul T. Vanderhoek, Ken Marquert  
10246 Main St., Bellevue, Wash. 98004

**Farwest Paint Mfg. Company (A)** ..... J. Alexander MacLeod, Robert Sheehan  
329 S. Kenyon Street 98108

**Forest Interiors, Inc. (A)** ..... Clarence D. Stone, A. V. Hooper  
P.O. Box 1848, 98111

**Fuller-O'Brien Corporation (A)** ..... Paul Garrick, John Houck, William Schweitzer,  
P.O. Box 1849, 98111 Walt Gruver

**General Can Company (B)** ..... Walter Fleisher  
6749 East Marginal Way South 98108

**Howard Manufacturing Company (B)** ..... Charles I. Howard, W. James Howard  
P.O. Box 69, Kent, Wash. 98031

**Jarvis Paint Manufacturing Company (A)** ..... Daniel G. Jarvis, Gustave Jarvis  
760 Aloha Street 98109

**Kellett & Associates, Dale (B)** ..... Dale Kellett  
215 N. 36th, 98103

**Lakewood Supply (B)** ..... R. P. Emery  
12708 Highway 99, Tacoma, Wash. 98499

**Liquid Coatings, Inc. (A)** ..... Hubert Curtis  
23305 Highway 99, Edmonds, Wash. 98020

**Matson Paint Products, Inc. (A)** ..... T. C. Matson, Keith Miller  
835 N.W. 49th St. 98107

**Miller Paint Company, The (A)** ..... Karl V. Lysell  
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**N L Industries, Inc. (B)** . . . . . Noel T. Dietz, Charles Fischer, E. D. Frazier, T. A. Mitchell  
1128 S.W. Spokane St. 98134

**Norton Company, The (B)** . . . . . Jack McGee, Robert O'Neil  
402 Strander Boulevard, Andover Industrial Park 98188

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**PPG Industries (B)** . . . . . John Simmons  
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**Parker Paint Manufacturing Company (A)** . . . . . George Martin, Ernest Williams  
3302 S. Junett Street, Tacoma, Wash. 98409

**Parker Paint Sales (B)** . . . . . Gale Mead  
5500 14th N.W. 98107

**Pratt & Lambert, Inc. (A)** . . . . . Dan Solway  
4312 Stone Way North 98103

**Preservative Paint Company (A)** . . . . . Phil Boguch, W. L. Smith  
5410 Airport Way 98108

**Reichhold Chemicals, Inc. (B)** . . . . . Gene Inman, Don Jones  
P.O. Box 1482, Tacoma, Wash. 98401

**Richards Brush Company (B)** . . . . . W. Thomas Richards  
3229 Airport Way South 98134

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2021 - 22nd Ave. So. 98144  
2702 - 6th Ave., Tacoma, Wash. 98406 . . . . . John Marsh  
2450 - 6th South 98134 . . . . . Robert B. Munday

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4000 First Ave. South, 98104 Louis Waldron

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 4 Belleville Court, Ferguson, Mo. 63135

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 7701 Forsyth Blvd. 63105

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 7733 Forsyth Blvd., Pierre LaCade Ctr., 63105

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 134 Meadowlark Dr., Creve Coeur, Mo. 63141

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 Room 411, 230 S. Beminston Ave., Clayton, Mo. 63105

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**General Mills Chemicals (B)** ..... J. Kirk Corbett  
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 106 Gratiot St. 63102

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**Missouri Solvents & Chemicals Company (B)** ..... Harry T. Boyer  
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**Pigments & Chemicals Div. (B)** ..... J. K. Campbell  
**De Lore Div. (B)** ..... Peter S. Schenck  
 P.O. Box 2808 Carondelet, 63111  
**Steel Package Div. (B)** ..... F. A. Eichorn  
 15th & State St., Granite City, Ill. 62040  
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 Carondelet Station, 63111  
 301 S. Woodlawn Ave., Kirkwood, Mo. 63122 ..... James C. Marden

**Niehaus & Co., Inc., J. E. (B)** ..... Frank Niehaus  
 1375 S. Kingshighway 63110

**Northwestern Bottle Company, Metal Container Division (B)** ..... John D. Robinson  
 2222 N. 2nd St. 63160

**Peerless Lacquer & Chemical Company (A)** ..... Melvin M. Kiesler  
 8443 Wabash Ave. 63134

**Pfizer, Inc., Minerals, Pigments & Metals Division (B)** ..... L. K. Ayers  
 2001 Lynch Ave. East St. Louis, Ill. 62201

**Phelan-Faust Paint Manufacturing Company (A)** ..... George P. Budka  
 P.O. Box 7231, St. Louis, Mo. 63177

**PPG Industries, Inc. (A)** ..... Stanley S. Griffin  
 8822 Frost Ave., Berkeley, Mo. 63134

**Robbins, Inc., George F. (B)** ..... George F. Robbins  
 Box 3734, Kirkwood, Mo. 63122

**Robins & Company, G. S. (B)** ..... John Hull  
 126 Chouteau, 63102

**St. Louis Paint Manufacturing Company (A)** ..... Simon P. Steiner  
 2500 Ohio Ave. 63104

**Sheehan Company, J. J. (B)** ..... J. J. Sheehan  
 41 Branch St. 63147

**Shell Chemical Company (B)** ..... Roy M. Sloan  
 500 Northwest Plaza, Suite 1000, St. Ann, Mo. 63074

**Sherwin-Williams Company, The (B)** ..... Edward J. Piel, Jr.  
 11480 Warren Road, Maryland Heights, Mo. 63043  
**Sherwin-Williams Chemicals** ..... John J. Pozzo

**Steelcote Manufacturing Company (A)** ..... Douglas Niedt  
 3418 Gratiot 63103

**Thomas & English, Inc. (B)** ..... J. W. English  
 108 Mullanphy St. 63102

**Thompson Hayward Chemical Company (B)** ..... Hank Miller  
 4330 Geraldine Ave. 63115

**Union Carbide Corporation, Coatings Intermediates Division (B)** ..... George M.  
 10 S. Brentwood Blvd. 63105 ..... Iwaskow

**U.S. Paint, Lacquer & Chemical Company (A)** ..... J. M. Dilschneider, Sr.  
 2115 Singleton St. 63103

**U.S. Vehicle & Chemical Company (A)** ..... W. J. Moore  
 716 South 21st St. 63103

**Vane-Calvert Paint Company (A)** ..... Michael E. Spatz  
 1601 N. Broadway, 63102

**Velsicol Chemical Corporation (B)** ..... David W. Gleeson  
 1851 Woodridge Lane, Florissant, Mo. 63033

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 7810 Maplewood Ind. Ct. 63143

**SOUTHERN CALIFORNIA PAINT AND COATINGS  
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**Harmon Colors Division** ..... Richard L. Beltrami  
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**American Cyanamid Co., Pigment Division (B)** ..... R. W. Clemens  
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 18414 So. Santa Fe, Compton, Calif. 90221 ..... C. W. Finegan  
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 7504 Atlantic Ave., Cudahy, Calif. 90201

**Ashland Chemical Co., Industrial Chemicals & Solvents Div. (B)** ..... R. G. Gilbert,  
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**Carbon Black & Synthetic Rubber Division** ..... Burton Smart, Steven Beery  
 630 W. Duarte Road, Arcadia, Calif. 91006

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**Bennett Industries, Inc. (B)** ..... H. R. Medeiros, E. J. Drummond  
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**Bice Co., Inc., John K. (B)** ..... John K. Bice  
 1319 Boyd Street, 90033

**Binks Manufacturing Co. (B)** ..... J. L. Malgren  
 2553 S. Garfield 90040

**Borden Chemical Co., The (B)** ..... R. G. Hagemeyer  
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**Brown Company, Andrew (A)** ..... Marion Stalker  
5431 District Blvd., 90040

**Browning Co., E. S. (B)** ..... Jack B. Dutton  
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**Cargill, Inc. (B)** ..... James B. Johnston, Jr., William Murray, Donald Jordon  
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**Celanese Chemical Co. (B)** ..... W. D. Custer, C. H. Snell  
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**Celanese Resins Division**  
**Division of Celanese Coatings Company (A)** ..... Clarence J. Meyers  
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**Charter Chemical, Charter International Oil Co. (B)** ..... William R. Simmons,  
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**Chromatone Corporation (A)** ..... Robert J. Miller  
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**CIBA-Geigy Corp., Resins Div. (B)** ..... K. C. Johnson  
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**Cities Service Company, Pigments & Specialties Div. (B)** ..... Richard Loges,  
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**Dorsett & Jackson, Inc.** ..... Romer Johnson, Donald Wittman, Paul Grubs  
 3800 Noakes St. 90023

**Dow Chemical USA (B)** ..... W. W. McBlaine, R. L. Krejci, Owen Quantz  
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**duPont de Nemours & Co., E. I., Pigment Div. (B)** ... James J. Flinn, Leonard Smith,  
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**EVR-Gard Coatings Corp. (A)** ..... Victor Schneider  
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27931 Cabot Rd., So. Laguna, Calif. 92677 ..... C. F. Waltman

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**Gray Truck Co. (C)** ..... Earl C. Phillips  
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J. R. Wilson, R. N. Peterson

**Houston Chemical Co., Div. PPG Industries (B)** ..... James Wilbur  
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**Hugh J. Resins Company (B)** ..... Hugh Miles  
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**Inmont Corp. (A)** ..... W. G. Wepfer  
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**Jennat Corporation, Subsidiary of Union Carbide Corp. (B)** ..... Nathan Lasher,  
19206 Hawthorne Blvd., Torrance, Calif. 90503 Richard Lasher

**Kerr-McGee Chemical Corp. (B)** ..... Leslie W. Houy, Jr.  
680 S. Wilshire Pl. 90005  
P.O. Box 2294 Terminal Annex, 90051

**Lawson Chemical Products Co. (A)** ..... Lewis S. Lawson  
19500 S. Normandie Ave., Torrance, Calif. 90502

**Lilly Industrial Coatings, Inc. (A)** ..... Merrill E. Evans  
901 W. Union St., Montebello, Calif. 90640

**Linley Publishing Co. (C)** ..... E. C. Ansley  
1833 W. 8th St., Suite 206, 90057

**Los Angeles Solvent Co. (B)** ..... Arnold Rosenthal  
310 No. San Vicente Blvd., Suite 310, 90048

**Lynch & Co., A. J. (B)** ..... R. A. Meck, George Western, M. C. Pascal, J. M. Snell,  
4560 E. 50th St., 90058 J. H. Clodjeaux

**Major Paint & Varnish Co. (A)** ..... Milton M. Golden, Arnold Hoffman, Robert Abrams  
4300 W. 190th St., Torrance, Calif. 90503

**McCloskey Varnish Co. (A)** ..... George W. Jolley, Robert Trudeau, D. G. McCullough,  
5501 E. Slauson Ave., 90040 H. W. Hecht

**McKesson Chemical Co. (B)** ..... E. R. Noren, J. V. Bailey  
5353 Jillson St., 90040

**Monsanto Co. (B)** ..... A. J. Morange, A. L. Klemm, J. J. Walsh, M. D. Card  
6670 E. Flotilla St., 90040

**Moore & Co., Benjamin (A)** ..... A. M. Smalbach  
P.O. Box 22140, 3325 So. Garfield Ave., 90040

**Mor-Glo Paint & Lacquer Co. (A)** ..... H. E. Gleicke  
18937 S. Main St., Gardena, Calif. 90248

**Myers Drum Co. (B)** ..... George J. Raiston, John Adams, Peter Hogan,  
5400 S. Soto Ave., Vernon, Calif. 90058 M. S. Rasmussen

**Neville Chemical Co. (B)** ..... William T. Cloake  
2201 East Cerritos Ave., Anaheim, Calif. 92805

**New Jersey Zinc Co., The (B)** ..... L. W. Foster  
4560 E. 50th St., 90058

**N L Industries, Inc. (A)** ..... J. J. Mason, Wm. Schaefer, J. G. Trager, D. L. Gummig,  
3113 E. 26th St. 90023 N. T. Dietz, C. M. Meder, Jesse McClelland,  
F. E. Oberlin, Mark Kelly

**Pabco Paint (A)** ..... E. W. Eisenhart  
4231 E. Firestone Blvd., South Gate, Calif. 90280

**Pacific Coast Drum (C)** ..... Gene Bartolotti  
2200 N. Rosemead Blvd., So. El Monte, Calif. 91733

**Paint & Coatings Corp. (A)** ..... Paul M. Clark  
251 Mason Way, City of Industry, Calif. 91746

**Pennsylvania Industrial Chemical Corp. (A)** ..... A. M. Patureau, E. C. Paschal  
14921 Ventura Blvd., Sherman Oaks, Calif. 91403

**Pfizer, Inc. (B)** ..... George Bradbury, G. Tal Harter, A. F. Thomas  
2800 S. Ayers Ave. 90023

**PPG Industries, Inc. (A)** ..... John F. Green, F. H. Martin, Warren McDermott,  
465 Crenshaw Blvd., Torrance, Calif. 90509 Harvey Connors, J. L. Geraghty,  
Craig Peterson, J. R. Pikulin

**Pratt & Lambert, Inc. (A)** ..... Ray S. Hardy, Ronald Hohl, William Cole,  
P.O. Box 1626, 1405 N. Batavia St., Orange, Calif. 92668 James Parish

**P. V. O. International Inc. (B)** ..... T. B. McEneaney, Sam Ross  
3305 East 26th St. 90023

**Reichhold Chemicals, Inc. (B)** ..... R. H. Melinat, J. E. King, G. L. Arnette,  
P.O. Box 22, 107 So. Motor Ave., Azusa, Calif. 91702 G. J. Lauricella,  
R. B. Peterson

**Reliance Universal Inc. (A)** ..... Stanley Sadiak, Mario Montferrand  
1215 W. Lambert Rd., Brea, Calif. 92621

**Rohm & Haas Co., Coatings Department (B)** ..... Bryan J. Lyons, Tom Balderston,  
1920 Tubeway Ave. 90040 ..... Wayne Franzen

**Rubberset Co. (B)** ..... J. O. McKendrick  
960 Monterey Pass Road, Monterey Park, Calif. 91754

**Sales Representatives Unlimited (B)** ..... Richard J. Rocha, Robert Rodriguez  
7750 Industry Ave., Pico River, Calif. 90860

**Saramco, Inc. (B)** ..... Maurice Samson  
1521 W. 134th St., P.O. Box 1515, Gardena, Calif. 90249

**Savogran Co., The (A)** ..... John McLean, K. G. Johnson  
3101 Union Pacific Ave., 90023

**Scofield Co., L. M. (A)** ..... G. N. Scofield  
5511 E. Slauson Ave., 90040

**Seaside Paint & Lacquer Co. (A)** ..... Ben Friedland, J. B. Friedland  
P.O. Box 2809, 1439 Cota Ave., Long Beach, Calif. 90801

**Shell Chemical Co., Chemical Sales Div. (B)** ..... H. R. Nebeker, B. D. Rosch,  
9901 Paramount Blvd., Downey, Calif. 90240 ..... R. A. Miller, H. E. Sipple,  
L. A. Reyrner, Ted Lee

**Sherwin-Williams Co., The (A)** ..... George D. Wartman, Monte Koch,  
3133 East 12th St. 90023 ..... D. T. McVey, W. E. Pead  
3170 E. Pico Blvd., 90023 ..... F. A. Leibold, Q. M. Rupp  
**Sherwin-Williams Chemicals** ..... W. Allan McNeill  
**Container Department** ..... Darrell K. DeBooy  
4550 Maywood, Vernon, Calif. 90058  
**Chemical Coatings Division** ..... F. Liva  
3150 E. Pico Blvd., 90023

**Sinclair Paint Co., The (A)** ..... Frank Sinclair, Ralph Lieberman, Harry Sinclair  
P.O. Box 3548, Terminal Annex, 3960 E. Washington Blvd. 90051

**Southern California Drum Co. (C)** ..... O. J. Moran  
1501 Fishburn Avenue 90063

**Southern Lacquer & Paint Corp. (A)** ..... R. W. Cresswell, Mike Gildon, Ben Avey  
P.O. Box 1097, 9845 Miller Way, South Gate, Calif. 90280

**Spartan Lacquer & Paint Corp. (A)** ..... John E. Boyce, Robert Croghan, Robert Boyce  
9255 Imperial Hwy., Downey, Calif. 90241

**Specialty Coatings & Chemical, Inc. (A)** ..... Henry C. Jacoby  
7314 Varna Ave., No. Hollywood, Calif. 91605

**Sprayon Products, Inc. (A)** ..... Garrett E. Clapp  
3818 E. Coronado, Anaheim, Calif. 92806

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444 W. Ocean Blvd., Long Beach, Calif. 90803 . . . R. W. Kothenbeutel, J. A. Harris  
**Chevron Chemicals Division** ..... W. D. Mather  
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**Stay & Day Paint Materials Co. (B)** ..... Jack Day  
363 S. Mission Rd., 90033

**Stepan Chemical Co. (B)** ..... H. W. Taylor, H. K. Johnson  
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P.O. Box 60937, 90060

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1849 Oak St., Alameda, Calif. 94506 ..... C. S. Huntley

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1363 South Bonnie Beach Place, 90054

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**Willis-Moore Paint Specialties, Inc. (A)** ..... Kevin B. Moore  
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4616 E. 6th St., Long Beach, Calif. 90814

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1800 Ave. of the Stars, Century City, Calif. 90067

**Zolatone Process, Inc. (A)** ..... Sydney I. Mann  
3411 E. 15th St., 90023

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PPG Industries, Inc. (A) ..... Earl Dowdy  
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Smith Can Company (B) ..... Thomas Steele  
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Union Carbide Corp. (B) ..... J. Daniel Gilbert  
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Van Horn Metz & Co., Inc. (B) ..... William H. Wilson  
 2326 Charles St., North, Baltimore, Md. 21218

Wampler Chemical Company (B) ..... George C. Welsh, Jr.  
 Harrisonburg, Va.

Warner-Graham Corp. (B) ..... J. Clendon Shinnick  
 President & Fawn Sts., Balt., Md. 21202

Wingfield Phelps Co., Inc. (B) ..... Wingfield Phelps  
 916 W. Broad St. 23220

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Acme Printing Ink of Wisconsin, Inc. (B) ..... George Hanauer  
 5501 W. Mill Rd. 53218

Allied Chemical Co. (B) ..... John Hinebauch  
 3285 N. Hackett Ave. 53211

Aluminum Company of America (B) ..... F. M. Siegel, Jr.  
 2040 W. Wisconsin Ave. 53223

American Cyanamid Co., Pigments Div. (B) ..... Harry T. Wohlers  
 7630 Excelsior Blvd., Minneapolis, Minn. 55426

**American Hoechst (B)** ..... R. Brown  
1350 Lively Blvd., Elk Grove Village, Ill. 60007

**American Flange & Mfg. Co. (B)** ..... Bob Pribyl  
825 S. Kilpatrick St., Chicago, Ill. 60644

**American Mineral Spirits Co. (B)** ..... Charles McClure, R. J. Pytlewski  
Div. of Union Oil Co. of Calif.  
P.O. Box 100, Palatine, Ill. 60067

**American Zinc Sales Co. (B)** ..... Peter Heck  
10400 W. Higgins Rd., Suite 511, Rosemont, Ill. 60018

**Anchor Paint, Varnish & Lacquer, Inc. (A)** ..... Richard Strombeck, L. Hanson  
P.O. Box 646, Waukesha, Wis. 53186

**Armstrong Chemcon, Inc. (B)** ..... Jack Findlay  
7265 Leonard, Darien, Ill. 60559

**Ashland Chemical Co. (B)** ..... Richard E. Ebeling  
6300 Maxwell Dr. c/o Downers Gr. P.O., Woodridge, Ill. 60515

**Badger Mastercraft Paint (A)** ..... Emil Knezic  
W. 142nd & N-9078 Fountain Blvd., Menomonee, Wis. 53051

**Benlo Chemical Co. (B)** ..... Ken Michaels  
1907 S. 89th St. 53214

**Bennet Industries, Inc., Container Div. (B)** ..... Tom Schultz  
3406 S. Volmer Rd. 202M, West Allis, Wis. 53227

**Borden Chemical Co., The (B)** ..... Michael Walsh  
613 London St., Menasha, Wis. 54952

**Brady Co., W. H. (A)** ..... Martin D. Baker  
727 W. Glendale Ave. 53201

**Brandt, Inc., George C. (B)** ..... E. G. Carlson, Jr.  
7205 N. Meade Ave., Chicago, Ill. 60648

**Cabot Corporation (B)** ..... Richard P. Twomey  
Oakbrook N. Bldg., 1200 Harger Rd., Oakbrook, Ill. 60521

**Cargill, Inc. (B)** ..... Dan Kovac, Stan Rogaliner  
899 Stokie Blvd., Northbrook, Ill. 60062  
Lake Marion Rd. & Cottage Ave., Carpentersville, Ill. 60110 ..... Robert Hislop,  
Earl Tveit

**Celanese Chemical Co. (B)** ..... R. G. Baebel  
4825 N. Scott, Suite 207, Schiller Park, Ill. 80176

**Celanese Corp., Resins Division (B)** ..... M. J. Schnurr  
7980 S. Wildwood Dr., Apt. 204, Oak Creek, Wis. 53154

**Charter International Oil Co. (B)** ..... Richard C. Musielak  
1200 Harper Rd., Rm. 600, Oak Brook, Ill. 60521

**Chematron Corp. (B)** ..... Nick T. Beaudin  
P.O. Box 6818, 53221

**Chicago Paint, Varnish & Lacquer Assn. (A&B)** ..... F. O. Vogenitz  
200 Sayre St., Rockford, Ill. 81101  
10 S. LaSalle, Chicago, Ill. 80603 ..... E. F. O'Toole

**Colombian Carbon Co. (B)** ..... L. F. McBride, Jr.  
9933 Lawler Ave., Skokie, Ill. 60076

**Commerce Industrial Chemicals (B)** ..... Don Michalski  
3420 W. Mill Rd.

**Continental Can Co. (B)** ..... Ray A. Connelly  
735 N. Water St. 53202

**Cook Paint & Varnish Co. (A)** ..... C. R. McIntyre  
P.O. Box 389, Kansas City, Mo. 64141

**Copps, Inc., J. W. (B)** ..... J. W. Copps  
5906 N. Port Washington Rd. 53217

**Dau Paint Co., Frank (A)** ..... Wm. E. Haynes, Jr.  
4828 W. Lisbon Ave. 53210

**Delta Oil (B)** ..... Bill Garbisch  
6263 N. Teutonia Ave. 53209

**DeMert & Dougherty Co. (B)** ..... David S. Bergman  
5000 W. 41st St., Chicago, Ill. 60650

**Dept. of City Dev., City of Milwaukee** ..... Peter J. Kass  
210 W. Michigan St. 53203

**Diamond Shamrock Chemical Co. (B)** ..... Bob Leick  
630 S. Elm Grove Rd., Brookfield, Wis. 53005

**Dow Chemical Co. (B)** ..... Perry Parkhurst  
2244 W. Dayton St., Chicago, Ill. 60614

**Duo Paint (A)** ..... Gerald Dickman  
P.O. Box 182, Elkhorn, Wis. 53121

**duPont De Nemours & Co., Inc., E. I., Pigments Div. (B)** ..... Michael D. Wright  
323 N. Drew St., Appleton, Wis. 54911

**Eagle-Picher Industries, Inc. (B)** ..... Joseph J. Tamulis  
2720 Des Plaines Ave., Des Plaines, Ill. 60018

**Easterday Paint & Chemical Co. (A)** ..... Al Easterday  
1306 E. Bolivar St., 53207

**Eastman Chemical Products, Inc. (B)** ..... Steve Parker  
4200 Dempster St., Chicago, Ill. 60076

**Esser Co., T. C. (A)** ..... A. W. Esser, Steve Holasek, Francis Rogers  
3107 W. Galena St. 53208

**Ferguson Co., R. L. (B)** ..... A. J. Kossel  
11811 W. Farview St. 53226

**Fitzgerald Co., Donald R. (B)** ..... Leonard Fuchs  
5875 N. Lincoln Ave., Chicago, Ill. 60645

**Freeman Chemical Corp. (B)** ..... Donald W. Christensen, Stephen Freeman,  
P.O. Box 247, Port Washington, Wis. 53074 Richard VonTrebra

**Gauder, Paeschke & Frey (B)** ..... Neil Savae  
324 N. 15th St. 53203

**Gildden-Durkee Co. (B)** ..... Neil J. Martin  
288 Fox Harbor Rd., Cary, Ill. 60013

**Great Lakes Solvents (B)** ..... Alan Betzhoid  
5737 W. Mill Rd. 53218

**Harshaw Chemical Co., Pigment & Dye Div. (B)** ..... D. H. McBride  
Box 226, Hinsdale, Ill. 60521

**Hentzen Chemical Coatings (A)** ..... William Hentzen  
6937 W. Mill Rd. 53218

**Hees OR & Chem., Petrochemical Div. (B)** ..... Roger L. Schramm  
1301 22nd St., Oakbrook, Ill. 60521

**Hoffer Glass Co., Inc., Paint Div. (A)** ..... Eugene Saghi  
310 Bellis St., Wausau, Wis. 54401

Humble Oil & Refining Co. (B) ..... Ray W. Schroeder  
 Box 232, Sussex, Wis. 53089

Illing Co., Inc., Harold T. (B) ..... Robert H. Illing  
 4200 W. Monarch Place 53208

Imperial Paper & Color (B) ..... Paul Menzies  
 319 Marion Ave., Glen Ellyn, Ill.

Inmont Corporation (B) ..... George Gollan  
 5306 W. Lawrence Ave., Chicago, Ill. 60630

JBL Chemicals Corp. (B) ..... John B. Lavezzorio  
 2319 Meadow Drive, North Wilmette, Ill. 60091

Jensen-Souders Associates (B) ..... Ron Souders, Robert Varick  
 725 N. Baker Dr., Itasca, Ill. 60143

Johns-Menville Corp. (B) ..... John Knudsen  
 1200 Merchandise Mart Plaza, Chicago, Ill. 60176

Josten & Co., N. (A) ..... Walter R. Witte  
 4905 N. 32nd St. 53209

Kerr-McGee Chemical (B) ..... Dan Morgan  
 4825 N. Scott St., Schiller Park, Ill. 60176

Koppers Co., Inc. (B) ..... Jim Smith  
 122 S. Michigan Ave., Chicago, Ill. 60603

Kraft Chemical Co. (B) ..... M. M. Kraft  
 917 W. 18th St., Chicago, Ill. 60608

Lechner, Inc., Carl (B) ..... Albert Lechner  
 7062 N. Clark St., Chicago, Ill. 60625

Lindsay Finishes, Inc. (A) ..... Bob Lindsay, Art Dick  
 1898 E. Johnson St., Madison, Wis.

Mautz Paint & Varnish Co. (A) ..... Henry Behnke, Russell Luecke  
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 8330 W. Capitol Drive, 53216  
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McKesson Chemical Co. (B) ..... Walter Ellmann  
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Milligan Co., J. G. (B) ..... Ralph Harpt  
 101 S. Second St. 53204

**Milwaukee Solvents & Chemicals (B)** ..... Edward N. Mills  
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**Minnesota Linseed Oil Co. (B)** ..... R. J. Linquist, Jr.  
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**Monsanto (B)** ..... Robert J. Fissmer  
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**Mooney Chemical Inc. (B)** ..... Tom Semmens  
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**N L Industries (B)** ..... Douglas H. Anderson  
900 W. 18th St., P.O. Box 7000A, Chicago, Ill. 60608  
5001 W. 78th St., Bloomington, Minn. 55431 ..... Sargent Heath III  
512 E. Cecil St., Neenah, Wis. .... Kenneth Lefevre  
Hampshire St. & Highway 7, St. Louis Park, Minn. 55426 ..... Richard G. Piehl

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P.O. Box 1166

**Peterson Chemical Co., Inc. (B)** ..... R. A. Peterson  
5875 N. Lincoln Ave., Chicago, Ill. 60645

**Pfizer-Minerals, Pigments & Metals Div. (B)** ..... Robert E. Zika  
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205 A. 2nd St. 53204

**Reichhold Chemicals, Inc. (B)** ..... Charles A. Hunt, Jr.  
440 Mark St., Glendale Heights, Ill. 60137

**Reliance-Universal (B)** ..... E. H. T. Drake  
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Richardson Ink Co. (A) ..... John Socha  
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Rock Paint & Chemical Co. (A) ..... Jos. Fullerton  
Fort Atkinson, Wis.

Rohm & Haas Co. (B) ..... Michael D. Boyer  
5750 W. Jarvis Ave., Niles, Ill. 60648

Sengwin Ink Corp. (A) ..... G. J. Enzenbacher  
5888 N. 91st St. 53225

Scholte Chemical Corp. (B) ..... Frank J. Sloan  
200 W. North Ave., Northlake, Ill. 60164

Serigraph Sales & Mfg. Co. (A) ..... Gene Goldstein  
780 Indiana, West Bend, Wis. 53095

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P.O. Box 417, Sheboygan, Wis. 53081 ..... John L. Nelesen

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823 Commerce Dr., Oak Brook, Ill. 60521  
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