Pittsburgh Plate Glass Company . . . . A Diversified Organization

INDUSTRIAL diversification and integration for more than 75 years has established the Pittsburgh Plate Glass Company today as a large manufacturer of glass, paints, chemicals, fiber glass, plastics, and brushes—all of which are serving both American industry and the individual consumer.

From its origin in 1883 as a one-plant, one-product operation (flat plate glass) the company had expanded over the years. Then taking advantage of opportunities arising from its glass operations, it began producing paints, chemicals, and other products. These diverse fields had a common beginning with Pittsburgh Plate's original glass-making operation which, at that time, established the company as America's first commercially-successful plate glass producer. As a principal manufacturer of flat glass and flat glass products, the company finds its production utilized in such major industries as automotive, building, and furniture. It also produces optical and ophthalmic glasses and processes or fabricates such items as laminated safety glass, heat-tempered glass, double-glazed insulating windows, mirrors, and numerous other products.

Shortly after its founding the company established a Merchandising Division to provide a way to distribute plate glass. The division, which was destined to become instrumental in the Pittsburgh firm's growth and diversification, provided for the handling of window glass, paint, brushes, and related items on a jobbing basis. Today the Merchandising Division operates nearly 300 distributing warehouses, branches, and retail stores, which supply company products to independent dealers, jobbers, and other outlets in more than 40 states.

At the turn of the century and later as customer demand warranted, Pittsburgh Plate further

R.M. Christenson

expanded its original manufacturing operation to include window glass, paint, brush, chemical, plastic, and fiber glass manufacturing. The Paint and Brush Division, consisting of 12 paint plants and three brush factories, produces a complete line of home and industrial paints, plastics, and brushes. Backed by extensive research activities and technological progress, the company is one of the nation's leading producers of paints and brushes in a field of more than 1,300 competitors.

THE COMPANY'S interest in chemicals also developed around 1900 when it needed a source of high-quality soda ash to manufacture plate glass. The Chemical Division today has eight plants producing soda ash, caustic soda, chlorine, calcium chloride, reinforcing pigments, chromates, insecticides, and a wide range of associated and derivative products.

Pittsburgh Plate has continually broadened product development and research facilities throughout its varied divisions. The Glass Division has a large research center in Harmar Township near Pittsburgh; the Paint Division's modern research laboratory is centered in Springdale, Pa., while the Chemical Division maintains research laboratories in Barberton, O., Corpus Christi, Tex., and Natrium, W. Va.

In addition to the Springdale Research Center, the Paint Division has technical departments in each of its paint plants, which perform development work, cooperate closely with sales on customer requests, and furnish customer service. The Paint Division has nearly 500 employees, of whom more than 200 have academic technical training, engaged in the total research, development, and technical effort.

The Paint and Brush Division has the greatest direct concern with oil and fat technology. At its Red Wing, Minn., oil extraction and refinery plant both linseed oil and soybean oil are produced for utilization by the 10 paint plants in paint products, either directly or after conversion to oil-modified alkyd resins. In addition to the preparation of raw, refined, bleached, and processed oils, the Red Wing Linseed Oil Division operates a furfural fractionation process to produce a linseed oil high in iodine value for specialized applications. Product diversification makes oil products available to the outside consumer while such by-products as soybean meal and lin-

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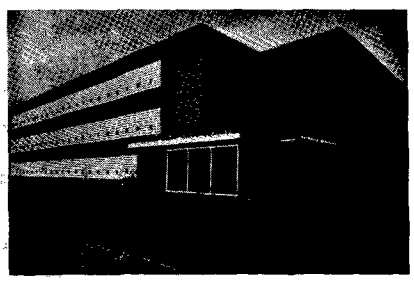
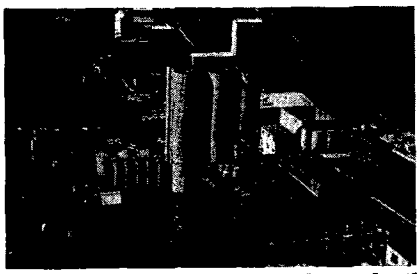
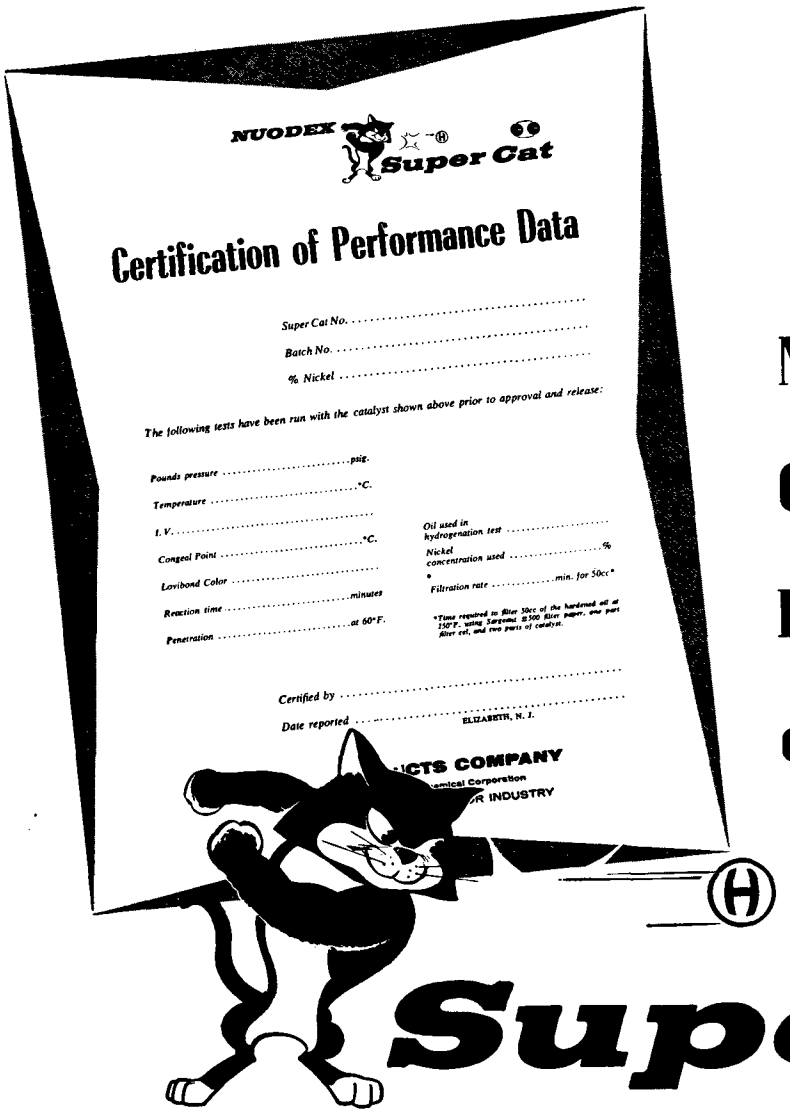


SPRINGDALE, PA.—One of the broadest research programs in the paint industry is carried on in the development of new or improved surface-coatings and plastics.



RED WING, MINN.—This linseed oil plant plays a significant role in the Paint and Brush Division by supplying a substantial segment of linseed and soybean oil for making high-quality paints at other company plants.



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