

California Historical Society
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Dec. 10, 1920

PRIVATE

Messrs. W.P. Fuller & Co.,
San Francisco, Calif.

Gentlemen:-

We acknowledge receipt of your night letter of Dec. 8th inst., asking us to obtain from the New Jersey Zinc Co. the price and date when they could make delivery of 90 tons of P. XX Zinc to pass Government specifications.

In reply beg to advise the New Jersey Zinc Co. quote P. XX Zinc at 9 $\frac{3}{4}$ ¢ per lb. for same as usual tolerance of 50¢ per 100 lbs.

Heretofore, the New Jersey Zinc Co. could only ship this zinc from their Eastern Works. They now have a new plant at Canon City, Colo. in operation, and while they cannot guarantee to ship at all times from this point, they are confident they can ship the 90 tons in question, thus enabling us to take advantage of the \$1.12 $\frac{1}{2}$ per 100# freight rate effective from that city to San Francisco.

We had space engaged on the Luckenbach steamer scheduled to sail from Philadelphia latter part of this month, for the car of XX Zinc on your telegraphic order of Oct. 8th, but have cancelled same and will have car in question shipped from Canon City on Dec. 15th direct to South San Francisco, as the steamer rate via Philadelphia to San Francisco would be \$1.14 $\frac{1}{2}$ against the all rail rate from Canon City of \$1.12 $\frac{1}{2}$.

We confirm our night letter of even date giving you the above information.

The New Jersey Zinc Co.'s representative called our attention to the fact that their output of New Process Lithopone is being rapidly contracted for, and suggested that we cover our requirements for the first half of next year at the earliest possible moment.