

Reading, Pa.

November 26, 1962

Mr. J. P. Harner

IMPORTED ZINC 30% LEAD

cc: Mr. E. Schulte, U. C.
Mr. P. C. Herzog, Elmwood
Mr. W. H. Geib
Mr. J. W. Ford
Mr. H. M. Werner
Mr. W. C. Bivans

As per your letter of November 20th, the cost of the above would be 11.7¢ a pound in the formula. Adjusting to Zinc Oxide would, of course, increase this cost and the savings would be impractical.

However, the whole Endurance formula, at one time, contained 35% leaded zinc. Therefore, if a pound for pound substitution was made at the present time with the 30% leaded zinc for the 18% leaded zinc we have in now, taking into account that in recent formulations we have dropped the lead content in Endurance paint appreciably, we would then save possible 1¢ or a little more per gallon in Endurance paint.

Please note that the above is based on 100% substitution for the 18% leaded zinc with this new imported leaded zinc at 30%.

If it was deemed that we do not want to go back to practically the same lead content that we had in several years ago, then we could not do the above.

I do not know whether this is worthwhile bothering with, but in specifications it certainly might be of interest to us. I am mentioning to Bivans and to Heckman so that they can keep it in mind. It might be advisable to have a sample of it sent in. As you know in specifications particularly, we are constantly trying to battle against cost.

L. P. WAGNER

LFW/clw