

MEMORANDUM

TO: THE BOARD OF DIRECTORS

New York, N.Y.

March 5, 1948

A meeting of the Metal Metal Section of the New York Lead Products Division of the Lead Industries Association was held at the office of the Association on Tuesday, March 5, 1948, at 10:00 A. M.

MEMORANDUM

MEMBERS

A. P. Bopp
J. A. Bopp
W. P. Harlock
H. Woodin

L. Halpern

H. J. Irvin
C. R. Ince
W. R. Taylor

MEMBERS PRESENT

American Smelting & Refining Co.
Baltimore Lead Co.
Baltimore Smelter Co.
Federated Metals Division
American Smelting & Refining Co.
Federated Metals Division
American Smelting & Refining Co.
National Lead Co.
St. Joseph Lead Co.
United States Smelting Refining & Mining Co. Inc.

MEMBERS OF L. I. A.

H. Drapkin
K. Fiecker
W. H. Ewell

Alpha Metals, Inc.
Imperial Type Metal Co.
Rochester Lead Works, Inc.

GUESTS

J. Bers
P. Halpern
J. Axelrod

Bers & Co.
Metro Smelting Co.
Pennsylvania Smelting & Refining Co.

F. E. Wormser, Secretary
R. L. Ziegfeld, Assistant Secretary

Mr. Halpern occupied the chair.

The Chairman read a memorandum outlining briefly his views on the many problems which is as then right consider, which is contained in exhibit "A."

PROGRAM OF THE MEETING

An incident revision of CPA lead price 2-20 was discussed.

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Mr. Wornser said that he had talked with CPA on the previous day and that their talking still was not crystallized as to just what changes were to be made.

He was asked to find out, if possible, what the CPA proposed to do.

REVISION OF CPA TIN ORDER

A possible revision of the CPA Tin Order K-13 was also discussed.

It was the general opinion of the meeting that a Committee should be appointed to look into the possibility of certain revisions in K-13, particularly to remove tin-bearing secondaries and quota exceptions and to put tin quotas on a total tin content basis in the interests of tin conservation.

The Chairman then appointed the following Committee for this purpose:

M. Foodin
H. J. Irvin

W. F. Hardock
K. Hibecker
J. A. Stone

This Committee was requested to poll the members of the section for approval of their recommended action after looking into the matter.

WAGE RATES FOR VARIOUS CLASSIFICATIONS

Mr. Wornser read a letter from one member asking for information about wage rates for various labor classifications in other parts of the country.

It was generally agreed that it would be unwise to gather such information because the data might fall into the wrong hands and be used against the member companies.

LEAD AND TIN BEARING SURPLUS PROPERTY

The Chairman stated that he was going to Washington on the following day and would check up on the status of lead and tin bearing surplus property.

He said he would report his findings to the Secretary to pass the information to the members.

STANDARD METHOD FOR SAMPLING BATTERY

The possibility and desirability of adopting a standard method for sampling scrap battery plates was discussed.

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It was felt that this would require considerable thought which members should study prior to the next meeting.

SAFETY AND HYGIENE PROGRAM

Mr. Wornser then outlined briefly the safety and hygiene program of the Association. He stated that the Association had been giving this problem of the lead industry a great deal of attention for many years and that this work would culminate in a symposium on the lead hazard in the Fall of 1948 jointly sponsored by the American Medical Association, the United States Public Health Service and the Lead Industries Association.

He felt that this would be an extraordinarily fine opportunity to place in the hands of doctors, insurance companies and others all over the country authentic information on the subject and that it would dispel a great amount of misunderstanding which costs the lead industry thousands and thousands of dollars each year.

MIXED METAL SECTION

Mr. Wornser was elected Chairman of the Mixed Metal Section of the Metallic Lead Products Division and the section generally agreed that he should have a small working committee, located where it could get together quickly, to advise him.

It was agreed that the original Committee composed of the following:

L. Halpern (Chairman)	Federated Metals Division
W. F. Murdock	American Smelting & Refining Co.
H. J. Irvin	Eagle Picher Co.
R. Charrington	National Lead Co.
or	
E. J. Ferguson	North American Smelting Co. Inc.
W. H. Street	United American Metals Corp.

should serve as this small working committee for the time being.

STANDARD ON SOLDER

The question of adopting an association or commercial standard on solder was discussed with the idea of eliminating the gross misrepresentation often practiced in the trade, particularly on solders labeled half and half, and containing anywhere from 10 to 50 per cent tin.

There was some difference of opinion as to whether any such standard should apply only to the tin content or to impurities as well.

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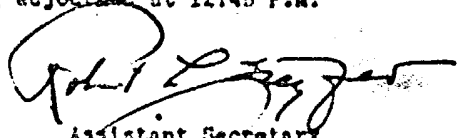
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It was suggested that the members give this matter consideration preparatory to further discussions at the next meeting.

NEXT MEETING

It was decided to hold the next meeting in Cleveland on Tuesday, April 9, and the Secretary was requested to notify the members of the time and place of meeting.

The meeting adjourned at 12:45 P.M.


Assistant Secretary

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REPORT OF CHAIRMAN SALPETER

This group of mixed metal producers has been called together on the recommendation of Mr. Kornser for several purposes, i. e.

A. In relation with the various branches of the Government to present the common industry viewpoint and problems affecting mixed metals.

B. To set a code of fair practices for general adherence by members of the Lead Industries Association.

In relation to subject "A," there have been ample examples where the lack of a cohesive group, such as I hope this one will be, has reacted to our distinct disadvantage. There is no use rehashing the many blunders of the past, but suffice it to call to attention several situations with which we are at present coping and which are mainly the result of a lack of industry-wide representation.

1. SOLDER AND BABBITT FROM SECONDARIES

The present Tin Order M-43 has been made to operate in a manner that puts a premium on secondary materials, instead of channelizing the materials through normal channels. Ever since M-43 was revised to exempt from quotas solder and babbitt made from secondaries, there has been serious unsettlement of the normal and orderly flow of such secondaries. If the change was intended to help channelize the distribution of solder and babbitt on a fair basis, the exact opposite has resulted. To a considerable extent, these secondaries now move to buyers who have little or no base period tin quota, either by reason of not having been in business prior to the war, or because they did very little alloying in the base period. On a strictly competitive price basis, the raw materials would naturally move to the normal markets, but since recognized manufacturers in our industry can not pay above the intrinsic value for secondaries, these are being bought by fly-by-night operators, who pay almost any price to get quota-free material. Reputable manufacturers who wish to acquire material would have to pay these exorbitant prices or cut down the volume of their business by abstaining from purchasing.

It may be argued that price matters are outside the province of CPA. Nevertheless M-43 definitely has been responsible for creating an unjustifiable premium price plan in solder and babbitt secondaries, unjustifiable because not one pound additional has been or can be put into production. On one hand, they hold us responsible for all the tin we use and on the other, they have a large field of tin which is quota free and they exercise practically no control.

It is probable that the tin quotas will continue through 1946 and extend well into 1947. Unless quotas are returned to a total tin content basis, the situation in secondaries is bound to deteriorate even further.

2. TINE METAL FROM SECONDARY TIN

Directly connected with quotas, is the term metal requirement that only secondary tin may be used in its manufacture. Since the supply of secondary solders and drosses has been declining regularly and what supply is available has become uneconomical to the legitimate

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Exhibit "A"
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REPORT OF COMPTON HALPERN
(Continued)

buyers, those people who have been in the regular business of supplyingterne metal, have been practically frozen out of the business. As far as my company is concerned, we have reached a point where we are unable to supply even a small fraction of the terne metal which we used to supply in former days.

If terne plate is necessary for civilian purposes, the CPA ought to take the stand of permitting the use of pig tin for its manufacture. If it is not needed, they ought to prohibit its manufacture altogether and save the buyer the excruciating headache of having to look for supplies and save the legitimate manufacturers, such as ourselves, the extreme embarrassment of having to tell customers that we do not have anything to deliver.

3. TYPE METAL FROM SECONDARIES

Another illustration of the poor operation of the Tin Order, is the requirement in connection with type metal. The order requires that all type metal must be made from secondaries; yet it is the experience of every manufacturer making type metal that one has to have a little tin to adjust the metal to final specification. If one is to adhere strictly to M-47 and comply with the provision that no new tin can be added, there are limited choices open to him:

a. He can buy high tin babbitt metal, refine it by extracting the copper and use this tin base metal for sweetening purposes. To do so only wastes tin because with such refining operations, one necessarily has to make quite a bit of dross. It certainly does not add to our overall tin supply.

b. He can get secondary solder, which has to be bought at almost prohibitive prices. If solder is added to build up the tin, the general formula is so upset that it requires expensive overall adjustment to get the right final mixture.

4. SURPLUS TIN AND LEAD MATERIALS

In connection with the Surplus Property Administration, industry representation should be made to this office, that because of the shortage of tin and lead, such materials containing these elements as are declared surplus, should be offered for sale rather than put into stockpile. Today the various services follow different policies and it is almost impossible to keep track of them. We have heard of solder metal and lead being into stockpile because they are on the strategic lists. Other officers who are not acquainted with the regulations, have been selling the material. There ought to be a uniform policy, so that when one bids on government material, he will be assured that it will go to the highest bidder and not have his bid subsequently thrown out because someone has suddenly discovered that the material should be earmarked for stockpiling.

Fixed Metal Section
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Exhibit "A"
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REPORT OF CHRISTIAN HALPERN
(Continued)

5. MISBRANDING OF SOLDER

With reference to subject "B," we are all aware of some unsatisfactory practice that is prevalent in the industry insofar as misleading brands are concerned. There is naturally no quarrel with anybody having proprietary brands, but it is misleading when a bar of solder is marked "Warranted Half and Half" and is found to contain less than 50% tin. I believe it is a commercial practice that "Half and Half" solder may contain as low as 30% tin. As a matter of fact, I have seen solder branded "Half and Half" that contained as low as 10% tin.

There is no doubt, in my opinion, that particularly for solder that sell sells over the counter, it is misleading to have the solder branded in such a manner as to mislead the buyer. It might be advisable to set up some standards where the brands of solder should have some distinct relation to the contents of the solder and those undertaking to conform to a fair code of practice that will be set up, would be permitted to make use of the Lead Industries' Seal of Approval.