

INTER-OFFICE LETTER

FROM

Cleveland

OFFICE

Auxiliaries

DEPT

FOR #30 Coffeyville

OFFICE

DATE August 20, 1958

MR G. F. Wyman

SUBJECT The New Jersey Zinc Company

CONFIDENTIAL

ANSWERING LETTER OF

DICTATED BY

We have today concluded arrangements with the above to supply them with approximately 2,000 tons per year of Ozlo 12% and Ozlo 18M in their bags, divided about equally between the two.

This business will be handled exactly the same as we are now handling the American Zinc account, so I would appreciate your advising Harold Rauch of it. The only difference will be that all shipments to New Jersey will be on consignment. The orders will call for Zinc Concentrates #1 - which will be Ozlo 18M, and Zinc Concentrates #2 - which will be Ozlo 12. They are going to label these as Lehigh Pigment, designating the number which they will furnish us within the next few days.

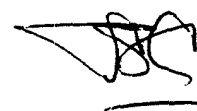
Our target date is to have this arrangement in effect October 1st and they initially want 250 tons of each pigment to be shipped to their various warehouse points. I told them that, due to our heavy schedule in September, it may not be possible to meet that date, but we will do the best we can and I am to let them know at the end of this week what we feel is possible. I am therefore anxious to get the figures you are getting together on our inventory position, as well as our September production schedule.

We are to order 40,000 valve bags, composed of 20,000 of each of the two grades and New Jersey will give clearance to the bag company to use their plates. I will therefore let you know later on this week with which company we should place the order. In view of the fact that our fiscal year is ending, I do not wish this shipment to be made until after September 1st, so please advise Harry Magson accordingly.

In the meantime, New Jersey would like us to send them one bag of each of the above two pigments in plain sacks, to Mr. S. Werthan, c/o The New Jersey Zinc Company, Palmerton, Pennsylvania. These should represent, in each case, our standard - so I wish you would personally see that this goes forward as soon as possible, letting me know so that I can advise New Jersey of it.

If you have any questions regarding any of the above, please let me know.

S.B.Coolidge, Jr.:ah



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