

INTERNATIONAL SALT COMPANY
Incorporated
Scranton, Pa.

November 21, 1949

The Lead Industries Association
420 Lexington Avenue
New York 17, New York

Gentlemen:

The March 1949 issue of Marine Engineering and Shipping Review carried an article, "New Marine Primers" by K. H. Roll and C. J. Vander Valk. After this article came to our attention, you very kindly furnished us a number of reprints for distribution.

We were very much interested in Table No. 2, "Best Formulations at Tide Range Exposure, Sayville", in the article and have been very desirous of trying the particular primer which was rated as "first".

We asked you for the names of paint companies who would be able to furnish the exact composition in which we were interested and you very kindly furnished a list of paint producers.

We are sorry to report that after considerable effort, we have received a very thorough "run around" and are no closer to getting the primer we are after than we were when we first started.

In cases where we wrote to main offices, we were referred to local offices, who appeared to be completely ignorant of what we would consider a rather simple requirement. In many other cases we were offered, instead of what we wanted, primers of the USN specification and USMC specification. In other cases, we were offered primers which we were told were "better" than the primer which was proven best at tide range exposure at Sayville.

It strikes us that our requirement is both simple and specific; namely, all we want is a primer of the exact composition which was rated as "first" on the basis of the Sayville tests. It would seem that there must be somebody in the paint industry who can furnish us what we want.

You may at this time be able to furnish the name of some paint company who can furnish exactly what we want, or, may be able to give us further guidance.

Yours very truly

D. W. Kaufmann