

INTERNATIONAL SMELTING AND REFINING COMPANY  
East Chicago, Indiana

Pigment Division



June 28, 1945

Mr. R. E. Dwyer,  
Executive Vice President,  
Anaconda Copper Mining Company,  
25 Broadway,  
New York 4, N. Y.

Dear Mr. Dwyer:

This is a summary of the sales position of zinc oxide and white lead for the month of May, 1945.

Table No. 1 gives a comparison of zinc oxide sales for April and May of 1945 and the corresponding months of 1944.

TABLE NO. 1

|       | <u>1945</u>    | <u>1944</u>    |
|-------|----------------|----------------|
| May   | 1,955,650 Lbs. | 1,995,150 Lbs. |
| April | 1,182,050 Lbs. | 1,185,550 Lbs. |

Sales for May were considerably better than for April due to 900,000 pounds sold CWS. Disregarding the CWS tonnage the sales to regular customers for May are down slightly.

During May the sale of French furnace zinc oxide was off considerably, that of muffle furnace zinc oxide was off moderately, and we had an increase in the American process grades due to the Victory line of leaded zinc oxides. Sales of the Victory line seem to be on the increase and it is quite likely that during the months of July and August we will sell about 200 tons each month.

Sales for June will be approximately 2,200,000 pounds. Total sales for 1945 through May are 6,019,360 pounds as compared with 6,491,568 pounds for the same period of 1944.

In May we shipped CWS 900,000 pounds of muffle furnace zinc oxide. We will ship them 1,200,000 pounds in June and the same amount in July. Also, we have just submitted a proposal offering 1,200,000 pounds per month during the months of August, September, and October and have indicated that we might offer an additional 300,000 pounds per month but at this time we are not in position to make a commitment because of the labor and scrap metal situations.

Table No. 2 gives a breakdown according to paint, rubber, and miscellaneous industries.

N10220

PNYC00001550

June 28, 1945

TABLE NO. 2

|               | <u>MAY</u>    |               | <u>APRIL</u>  |               |
|---------------|---------------|---------------|---------------|---------------|
|               | <u>Pounds</u> | <u>Value</u>  | <u>Pounds</u> | <u>Value</u>  |
| Paint         | 577,050       | \$ 42,660.64  | 340,250       | \$ 25,329.39  |
| Rubber        | 251,100       | 23,909.75     | 344,200       | 33,983.50     |
| Miscellaneous | 227,500       | 22,934.50     | 310,700       | 31,563.76     |
| CWS           | 900,000       | 85,500.00     | 1,000,000     | 95,000.00     |
|               | 1,955,650     | \$ 175,004.89 | 1,995,150     | \$ 185,876.65 |

Table No. 3 gives a breakdown of zinc oxide sales for May according to the three classifications.

TABLE NO. 3

|                            |                |
|----------------------------|----------------|
| U.S.P. Quality             | 114,400 Lbs.   |
| Seal                       | 29,600 Lbs.    |
| Other Lead Free and Loaded | 1,811,650 Lbs. |
|                            | 1,955,650 Lbs. |

The sale of French furnace zinc oxide seems to run in cycles. For May it was 50% of the sales for April. On the other hand, in June they will be up 50% over April and will reach a high for many months. This is due principally to the unusual demand for that grade of zinc oxide used in pharmaceuticals and medicinals by such concerns as Bristol-Meyers and New York Quinine and Chemical Company, which business is very likely directly related to the war effort.

Table No. 4 gives the average sales price per pound for the past three months.

TABLE NO. 4

|                                 | <u>May</u> | <u>April</u> | <u>March</u> |
|---------------------------------|------------|--------------|--------------|
| Average Sales Price - Per Pound | 8.949¢     | 8.786¢       | 9.444¢       |

PNYC00001551

June 28, 1945

The average sales price per pound for May was very close to the 9¢ figure estimated in my last letter. For June the average sales price per pound will very likely be about 9.25¢ due to a substantial increase in the sale of the higher priced French and muffle furnace zinc oxides and a slight falling off in the sale of the lower priced American process lead-free zinc oxides.

Table No. 5 gives a comparison of white lead sales for April and May of 1945 and the corresponding months of 1944.

TABLE NO. 5

|       | <u>1945</u>  | <u>1944</u>  |
|-------|--------------|--------------|
| May   | 229,723 Lbs. | 563,005 Lbs. |
| April | 349,565 Lbs. | 489,078 Lbs. |

Sales of dry white lead and lead-in-oil continue at a low level because of WPB restrictions. However, we have a gleam of hope inasmuch as we have received confidential information from WPB that the dry lead quota for paint manufacturers might be increased from the present figure of 16% to 25%. While this is a slight increase it does indicate a reversal in the trend. We are not certain that this change will be made but there apparently is some talk of it within WPB.

Sales for June will be up slightly over May. Sales for 1945 through May are 3,538,399 pounds as compared with 4,155,631 pounds for the same period of 1944.

Table No. 6 gives the average sales price per pound for dry white lead for the past three months.

TABLE NO. 6

|                                 | <u>May</u> | <u>April</u> | <u>March</u> |
|---------------------------------|------------|--------------|--------------|
| Average Sales Price - Per Pound | 8.523¢     | 8.595¢       | 8.654¢       |

To summarize, sales of zinc oxide in June and July to our regular customers should continue to be about 1,000,000 pounds per month with sales to CWS about 1,200,000 pounds. We appear to have a very good chance of selling this same amount per month to CWS during August, September, and October. On the other hand, sales of dry white lead and lead-in-oil are at a very low level due to WPB restrictions and undoubtedly will remain at this low level although there appears to be an indication of some slight improvement in the situation.

Very truly yours,

F.H.Hurlless:ho  
cc: Mr. Frederick Laist  
Mr. G. E. Johnson



PNYC00001552