

C O P Y

Exhibit A

AMERICAN CAR AND FOUNDRY DIVISION
ACF INDUSTRIES
Incorporated
Berwick 6, Pennsylvania

Executive Offices
30 Church Street
New York 6, N. Y.

August 23, 1956

C-3514

Lead Industries Association
420 Lexington Avenue
New York 17, N. Y.

Gentlemen:

We have read with interest the reprints, furnished by the LIA concerning the painting of galvanized surfaces, as they appeared in *Factory Management and Maintenance* and in *Paint and Varnish Production*. We note that the LIA has devoted some two years to the investigation of paint life on galvanize and we are particularly interested in that phase of your investigation covering the prepaint surface conditioning.

As railroad car builders we are, on occasion, required to paint galvanized surfaces particularly roofs of box cars. Over the years we have relied, with complete success, on a simple swab-on, rinse-off application of proprietary phosphoric acid solutions applied as directed by the manufacturer.

In more recent years this prepaint surface treatment has failed completely in its intended purpose and failure has been confirmed by us in quite extensive laboratory evaluations of several of the proprietary compounds.

We would therefore be most appreciative of any detailed information you are able to furnish in answering the following general questions:

1. What effects did your investigation disclose, in the use of proprietary phosphoric acid pretreatments, resulting from the coatings presently being applied to galvanized surfaces by the manufacturer of continuous hot-dip galvanizing to prevent "white rust"?
2. What is the effect of the change from pure zinc to zinc-aluminum alloy as made by the galvanizer to increase ductility and adhesion? Percentage wise the aluminum additions appear to be getting progressively greater.
3. Why do reactive wash primer paints, which are essentially phosphoric acid applications, provide so much better paint adhesion than provided by direct swab-on application of phosphoric acid compounds?
4. What bearing does the alleged difference in the galvanize have? We refer to statements that the alloy coating has changed from a) a relatively thin zinc-iron layer and heavy zinc layer to b) relatively thick zinc-iron layer and thin zinc layer.

We will appreciate as much information on the above questions and on the subject generally as your Association can freely furnish.

Very truly yours,

George Reed, Manager
General Laboratories

LMD:bw

By L. R. Dale (signed)
L. R. Dale

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