

INTERNATIONAL SMELTING AND REFINING COMPANY

East Chicago, Indiana

Pigment Division



August 30, 1944

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 July, 1944.

Table No. 1 gives a comparison of zinc oxide sales for June and July of 1944 and the corresponding months of 1943.

TABLE NO. 1

	<u>1944</u>	<u>1943</u>
July	1,666,415 Lbs.	738,100 Lbs.
June	1,764,500 Lbs.	1,013,450 Lbs.

Sales for July are down slightly. Since sales to CWS were the same for June and July, this indicates that the falling off was with our regular customers.

Sales through July, 1944 amounted to 9,922,483 pounds. For the same period last year they amounted to 5,606,650 pounds. For the month of August they will be about 1,750,000 pounds, of which 800,000 pounds will be to CWS.

Because of the restrictions by WFB on the use of titanium, lithopone, and American process lead-free zinc oxides in paint, there has been some change in formulation on the part of manufacturers. They are using more dry white lead and leaded zinc oxide. Because of the Great Falls dress, our sales of leaded zinc oxide are kept down as much as possible. We very likely could sell several hundred tons per month more of leaded zinc oxide if it were available.

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

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TABLE NO. 2

	<u>JULY</u>		<u>JUNE</u>	
	<u>Pounds</u>	<u>1944</u> <u>Value</u>	<u>Pounds</u>	<u>1943</u> <u>Value</u>
Paint	217,350	\$ 16,937.75	291,350	\$ 22,010.97
Rubber	401,250	38,483.88	211,000	20,318.75
Miscellaneous	247,815	24,584.95	235,750	21,296.51
CWS	800,000	77,500.00	-	-
	1,666,415	\$ 157,506.58	738,100	\$ 63,626.23

	<u>JUNE</u>		<u>JULY</u>	
	<u>Pounds</u>	<u>1944</u> <u>Value</u>	<u>Pounds</u>	<u>1943</u> <u>Value</u>
Paint	506,000	\$ 37,973.33	426,950	\$ 31,985.34
Rubber	295,600	28,133.51	340,500	32,882.50
Miscellaneous	161,900	16,368.26	246,000	22,646.68
CWS	801,000	76,095.00	-	-
	1,764,500	\$ 158,570.10	1,013,450	\$ 87,514.52

Sales to the paint industry in July were more nearly normal than those for June. As explained in the report last month, sales to the paint industry during June were abnormally high because we marketed about 250,000 pounds of a special 5% leaded zinc oxide made from intermediate products.

Sales to the rubber industry were up moderately as were sales to miscellaneous industries.

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

TABLE NO. 3

U.S.P. Quality	384,715 Lbs.
Seal	25,850 Lbs.
Other Lead Free and Leaded	<u>1,255,850 Lbs.</u>
	1,666,415 Lbs.

Sales of U.S.P. quality zinc oxide are about three times the normal volume. This is due to the fact that of the 800,000 pounds of zinc oxide sold to CWS in July, 200,000 pounds were of the U.S.P. quality.

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

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TABLE NO. 4

	<u>1944</u>		
	<u>July</u>	<u>June</u>	<u>May</u>
Average Sales Price - Per Pound	9.452¢	8.987¢	9.316¢

The average price per pound is up because of the smaller volume of American process zinc oxides which sell at a comparatively low price and the increased sale of U.S.P. quality zinc oxide which is the highest priced item that we have.

Table No. 5 gives a comparison of white lead sales for June and July of 1944 and the corresponding months of 1943.

TABLE NO. 5

	<u>1944</u>	<u>1943</u>
July	1,303,060 Lbs.	993,040 Lbs.
June	1,024,153 Lbs.	1,141,180 Lbs.

Sales for July were up substantially. This is mainly due to the change in formulation previously referred to in this report. How long this trend will continue is anyone's guess, particularly since there is talk of reducing the linseed oil quota for the paint industry from 70% to 50%. Talk of the proposed reduction is due to the political situation in Argentina and increased Lend-Lease shipments of linseed oil to Russia with rumors that such purchases and shipments will continue to be heavy. Furthermore, there has been a 50% decline in planted acreage of flaxseed in Canada.

Sales for 1944 through July amounted to 6,482,844 pounds. For the same period in 1943 they were 5,752,707 pounds. For August they will be 1,300,000 pounds, which is in line with those for July.

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

TABLE NO. 6

	<u>1944</u>		
	<u>July</u>	<u>June</u>	<u>May</u>
Average Sales Price - Per Pound	8.346¢	8.393¢	8.408¢

It is gratifying to report that zinc oxide sales continue at the higher level and that white lead sales continue to appear encouraging

Very truly yours,

F.H.Nurless:ho



cc: Mr. Frederick Laist
Mr. G. E. Johnson

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