

LEAD INDUSTRIES ASSOCIATION

420 LEXINGTON AVENUE

NEW YORK 17, N. Y.

METALLIC LEAD PRODUCTS DIVISION

May 2, 1950

SUBJECT: EXPANSION
of the Division's
activities in the
plumbing and water works field**To Members of the Metallic Lead
Products Division:**

At the meeting of members of this Division, held in Chicago during the annual meeting of the Lead Industries Association on April 18, 1950, the desirability of enlarging our promotional efforts in the plumbing and water works field to protect the interests of lead against the intensified competition of other materials was discussed at considerable length.

It was decided to refer the matter to the Advisory Committee of this Division for more detailed consideration and recommendations to the Division.

Your Advisory Committee met in New York on April 21, 1950 and considered this matter. The following were present at the meeting:

Messrs. W. F. Murdock, Eagle-Richer Co.
Leo Halpern, Federated Metals Division of American Smelting & Refining Co.
W. P. Carroll, National Lead Co.
W. J. Welch, National Lead Co.
Randolph Charrington, North American Smelting Co.
C. H. Ince, St. Joseph Lead Co.

Robert L. Siegfeld, Secretary
D. M. Sorcina

The Committee decided that in view of the serious competition now being experienced in the plumbing and water works fields it would be desirable to put two additional men on the staff as soon as possible to supplement the work now being done by Mr. Homer Yetman in the field.



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May 3, 1950

It was agreed by this group that an additional fund of \$20,000 per year should be subscribed for this purpose and the Advisory Committee recommends that this fund be subscribed starting July 1. The additional cost to mining members of the Division is estimated to be approximately \$4-1/2 per ton of lead produced, for manufacturing members, \$2 per ton of lead pipe, fittings and sheet lead and 11¢ per ton of calking lead shipped per year.

Because of the urgent need of getting this work under way at the earliest possible date, and the time required to obtain and train new field men, won't you please indicate your views on the enclosed ballot and return it as promptly as possible?

If the program is approved the country will be divided into three territories, namely, the eastern states, central states, and Rocky Mountain and Pacific Coast states, each territory with its own field man operating and residing in that territory.

Very truly yours,

John L. Ziegler
Secretary.

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METALLIC LEAD PRODUCTS DIVISION**BA/ZZ**

I approve

I oppose

an additional budget of \$20,000 per year for the addition of two field men to promote lead products in plumbing and water works fields, the funds to be subscribed on the same tonnage basis as the funds currently being used by the Metallic Lead Products Division.

Company

By