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COPY

JOHN T. LEWIS & BROS. CO.
910 WIDENER BUILDING
PHILADELPHIA, PA.

January 17, 1944.

Mr. J. W. Gardiner, President.

Dear Mr. Gardiner:

I have prepared a resumé of Metal Department activities in 1943. The following analysis and comparisons pretty much tell the story.

SALES:	1942	1943
Tons	7,200	7,350
Dollars	1,710,793.	1,884,144.
Tons Produced - Lewis Plant	3,409	3,746

Had we been fortunate enough to obtain a larger share of the total tonnage of Sheet Lead and Lead Pipe on which we quoted in 1943, our figures would have shown a much more substantial increase. However, as you know, of a total of 1600 potential tons quoted on to one customer in our territory, we were only awarded 260 tons. The circumstances involved in the loss of this tonnage were entirely beyond our control. Aside from these two blue lead products, our other tonnages held up very well.

MANUFACTURING COSTS:

We rated very low in total manufacturing costs among all branches of National Lead Company, accomplished without any exorbitant tonnage in any one war-time product. Only in the Lead Pipe Department was our cost somewhat higher than usual. However, we are taking such steps as may be necessary to correct this situation.

CORED SOLDER:

Our Cored Solder operations the last couple of months, we have succeeded in increasing the total man-hour production from 38.6 pounds per hour to 47.0 pounds, brought about by changing to two eight-hour shifts instead of three. Surprisingly enough, and with five fewer operators, we were able to improve our total monthly poundage from 82,688 to 87,837 pounds, resulting in more efficient application, and better supervision during normal hours.

It is much too early to think in terms of what 1944 might bring, but with our present organization all working together and a somewhat lessening of metal restrictions, we are in the hopes that we shall be able to obtain more than our share of what available tonnage may be forthcoming.

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Yours truly,

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