

SKIDMORE, OWINGS & MERRILL

Architects

1 MONTGOMERY STREET, SAN FRANCISCO 4, CALIFORNIA

October 15, 1957

Lead Industries Association
60 East 42nd Street
New York 17, New York

Gentlemen:

Following our discussion with your Mr. Robert L. Ziegfeld we are pleased to submit the following proposal for our professional services to conduct a survey on the development of the usage of lead in construction:

OBJECTIVE

We understand that the objective of this study is to explore the feasibility of promoting the further use of lead in the field of construction, other than its uses for painting and art glass work, with special emphasis upon its use in sheet metal work. Other uses include, but are not limited to:

flat roof general flashing	expansion joints
pitched roof general flashing	bay window and porch roofs
vent pipe flashing	curative spandrels
chimney flashing	gutters
through-wall flashing	downspouts
complete roofing	roof boxes
gravel steps and edge strips	janitorial slop sinks
plumbing	

This study will include a survey on a national basis of representative architectural firms and other construction channels to determine the present use of lead in the construction industry as well as an investigation of the future possible methods for its use during the next ten to twenty years.

SCOPE OF SERVICE1. Preliminary Research

During this phase we will conduct a preliminary study within the design, engineering, specification, construction and supervision departments of our firm on a nation-wide basis through our offices in New York, Chicago, San Francisco and Portland, as well with the contractors and subcontractors who have constructed the buildings we have designed, to determine the possible uses of lead in contemporary architecture, including plumbing, flashing and waterproofing, its advantages and disadvantages as compared to other materials, and suggestions as to new forms of lead for use in modern design. Building

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types studied will be industrial, commercial, residential, institutional, and governmental, including military.

Upon completion of this phase of the survey a report will be submitted to your firm setting forth our preliminary findings together with our recommendations for further pursuing this study.

II. Questionnaire, Survey and Final Report

Following a questionnaire to be developed by us and approved by you, our firm will conduct a survey from our New York, Chicago, San Francisco and Portland offices by personal interviews among representative architects in those cities to determine the past, present and possible future uses of lead products in architecture of both contemporary and traditional design. Representative architects in other strategically located cities will be contacted by mail and upon submission of information from these questionnaires, further personal interviews can be arranged if warranted.

We will investigate the reasons lead is not specified by architects and what advantages lead is considered to have over other materials for sheet metal purposes and other building uses.

Industrial, commercial, institutional, governmental (including military), and both custom and speculative residential building types will be studied.

We will prepare a final report containing our conclusions and recommendations on the feasibility of further promoting the use of lead in the building industry, as well as the type of literature, advertising, or services which would be most effective among architects in carrying out this program.

TIME

It is estimated that, except for the time necessary for your approval of the questionnaire, this project can be completed within six months.

COMPENSATION

Our compensation for the services described above shall be as follows:

- a. Fee in an amount equal to the cost of technical labor of those engaged in the work, plus an overhead allowance equal to one and one-half times this technical labor cost.

Technical labor cost shall be the aggregate of wages and salaries paid by us at our usual rates of compensation, before additions or deductions on account of payroll taxes, to all technical personnel and partners engaged in the performance of the work.

Overhead allowance covers all general overhead and profit, all secretarial, clerical and accounting salaries except labor of typing technical reports and specifications. Such typing shall be considered technical labor costs.

- b. Actual costs to us without further overhead allowance of consultants' services contracted for in connection with the work.

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a. Actual cost to us without overhead allowance of the following direct expenses:

1. Travel and subsistence costs resulting from travel undertaken in connection with the work.
2. Costs of telegrams and long distance telephone calls.
3. Costs of blueprints, photographs and other graphics or printed reproductions.

TERMS OF PAYMENT

Payments for our services shall be made on monthly statements submitted to you by us detailing our charges on the above basis.

If this proposal meets with your concurrence, please indicate your acceptance by executing the attached copy in the space provided below and return this copy to us, and it will become a letter contract between us.

Very truly yours,

SKIDMORE, OWINGS & MERRILL

/s/ John B. Rodgers

By
John B. Rodgers

JBR:ap

ACCEPTED

LEAD INDUSTRIES ASSOCIATION

By _____

Date _____