

A meeting of the Executive Committee of the Lead Industries Association was held on Thursday, September 9, 1948 at 2:15 P.M. at the office of the Association, New York, N.Y.

PRESENT

F. E. Wormser, Chairman
L. D. Strauss
J. A. Martino
G. H. LeFevre

REPRESENTING

St. Joseph Lead Co.
American Smelting & Refining Co.
National Lead Co.
United States Smelting Refining &
Mining Co. Inc.

ALSO PRESENT

C. E. Ince

St. Joseph Lead Co.

F. L. Siegfeld, Secretary-Treasurer

The meeting was called to order with Mr. Felix E. Wormser in the chair.

REQUEST FROM SUBCOMMITTEE ON TRADE
PRACTICES - SENATE COMMITTEE ON
INTERSTATE AND FOREIGN COMMERCE

A request from Senator Homer Capehart, chairman of the Subcommittee on Trade Practices of the Senate Committee on Interstate and Foreign Commerce, dated August 24, 1948, for assistance in gathering information on freight absorption and delivered prices, attached as Exhibit "A" was considered.

The secretary was instructed to offer the full cooperation of the Lead Industries Association on the matters covered in the request on which the Association has information and to provide such data to the Committee as he was able, explaining to the Committee that the information on prices or pricing methods is outside of the field of the Lead Industries Association's activities.

MEMBERSHIP

The Electric Storage Battery Co. - The election of The Electric Storage Battery Company, Allegheny Avenue and 18th Street, Philadelphia 32, Pa., to membership in the Lead Industries Association, as of June 11, 1948, by letter ballot of the Executive Committee, was confirmed.

Periplom S. F. Ltda. - The application for membership of Periplom S. F. Ltda., Diagonal Boulogne Saenz Pena 760, Buenos Aires, Argentina, dated April 25, 1948, was considered.

It was felt that inasmuch as the Association does not include producers of foreign manufactured products, the membership application of Periplom S. F. Ltda. should be rejected and the applicant be notified of the rejection, and the reason.

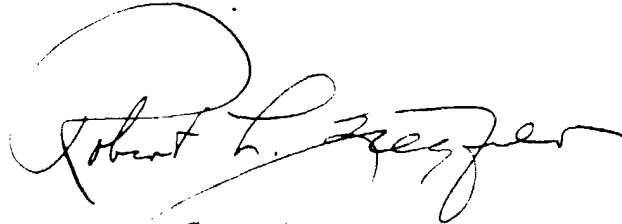
September 10, 1948

- 2 -

ANNUAL MEETING

It was decided to hold the 1949 Annual Meeting of the Lead Industries Association in Chicago on April 8, 1949, preferably at the Drake Hotel, if suitable arrangements could be made. The meeting should include morning and afternoon sessions of topics of interest to the membership, a luncheon and annual business meeting, and a cocktail party and dinner. It was further decided that Saturday, April 9, might be spent by making organized visits to various smelting and refining and manufacturing plants in Chicago and vicinity.

The meeting adjourned at 4:05 P.M.

A handwritten signature in cursive script, reading "Robert L. Seeger". The signature is written in dark ink and is positioned above the title "Secretary".

Secretary

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TENTATIVE AGENDA

EXECUTIVE COMMITTEE MEETING

September 9, 1948

1. Consideration of letter from Senator Homer Capehart, chairman, Subcommittee on Trade Practices, Senate Committee on Interstate and Foreign Commerce (letter attached).
2. Formal approval of membership of Electric Storage Battery Co. (approved by letter ballot of June 4, 1948).
3. Consideration of membership application of Deriplom S. R. Ltda. Buenos Aires, Argentina (letter ballot of April 29, 1948) on which no action has been taken.
4. Consideration of time, place and duration of the Lead Industries Association 1949 Annual Meeting.

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UNITED STATES SENATE
COMMITTEE ON
INTERSTATE AND FOREIGN COMMERCE
SUBCOMMITTEE ON
TRADE POLICIES

Washington, D. C.
August 24, 1948

Gentlemen:

A Senate Subcommittee, of which I am Chairman, has been directed by S. Res. 241 to study and inquire into the effect of the Federal Trade Commission's policies relative to freight absorption and delivered prices. This subject largely concerns questions arising out of the decision of the Supreme Court in the Cement case.

Our Subcommittee proposes to study the effect of an f.o.b. plant or mill price in all basic industries, and the prohibition of freight absorption in whole or in part. The time and money available to us does not permit a thorough investigation of each industry by the Subcommittee's staff. We are taking the liberty of asking a number of trade associations to help us in marshalling information for the particular industry in which their members are engaged.

We appreciate that the facts required by us for a thorough consideration of the problems of each industry are not necessarily identical. There is attached to ~~this~~ letter a list of the type of information which we believe would be helpful to us in making this study. We would like to have you furnish us with as much information of this character as is available to you or can be compiled by you. Any additional available information relating to your industry which, in your opinion, would be helpful to us would also be appreciated.

It may be that your association is not in a position to compile all of the information we are seeking, but that individual members of your industry may be able to be of assistance to us. In that event, we would be grateful to you for making an inquiry among your members. If you wish, replies to such an inquiry may be sent directly to us from your members. If you prefer that we make this request directly to all or some of your members, we shall be pleased to do so if furnished a list of their names and addresses.

Thank you for your assistance in this matter.

Sincerely,

Signed: Homer Capehart

Distribution: Trade Associations

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INFORMATION REQUESTED BY THE TRADE POLICIES SUBCOMMITTEE OF THE SENATE
INTERSTATE AND FOREIGN COMMERCE COMMITTEE FROM TRADE ASSOCIATIONS

1. The major product or products manufactured, processed, fabricated or converted by the industry; or, if a distributive industry, the major product or products dealt in. (Where the industry produces or uses more than one major product or commodity, separate information is requested for each.)
2. The extent to which any members of the industry either sell their products or purchase products or materials from others on any one of the following price bases: (a) uniform delivered prices; (b) a zone system of prices; (c) the systematic absorption of freight by sellers to meet the lower prices of competitors located closer to the customer; or (d) any other system of pricing by which the seller systematically pays a portion or all of the cost of transportation.
3. The capacity, production, sales and use of the industry's products by districts, regions or states.
4. The capacity, normal production, and sales of each of the individual plants or other establishments in the industry, and the normal use or consumption of those products within the area or region surrounding each of those plants. (It is the purpose of this information to learn the number of plants in the industry located in regions which cannot consume the normal production of that plant, and to determine the number of areas or regions in the country which cannot be supplied with their normal requirements of such products or commodities by the plant or plants in that area or region).
5. The approximate percentage which freight costs bear to the selling price of the products in the industry or to the cost of products or materials used by the members of the industry.
6. The extent to which the compelling of all members of the industry to sell their product at an f.o.b. plant price will increase the total volume of business of the larger companies with more than one plant manufacturing the same product, or will decrease the volume of business of smaller companies with a single plant.
7. The extent to which members of the industry will be aided or harmed by legal requirements prohibiting the systematic absorption of freight to meet the prices of competitors located closer to the customer; as for example, a requirement that sales be made only on an f.o.b. mill basis.

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