

INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

July 25, 1936.

Mr. G. E. Johnson, Manager,
Anaconda Lead Products Company,
East Chicago, Indiana.

Dear Mr. Johnson:

I am in receipt of your letter of July 17th relative to future negotiations with the A. Wilhelm Company and Mr. W. E. Graul relative to the production of basic lead acetate solution and lead chromate in the Sperry cell.

In reply to the second to the last paragraph of your letter, I think you are under a misapprehension where you say "presumably Mr. Glass, was to approach the Sherwin-Williams Company to determine whether they were interested in a non-exclusive license for the production of lead chromates by the Sperry cell." I do not think Mr. Glass should have anything to do with these negotiations or for that matter, any negotiations relating to the licensing of others under the Sperry patents. Such negotiations should be carried out entirely by Mr. Case and yourself.

Personally, I do not think we should try to induce people to use the Sperry process for any purpose. If they want to use it, I think we should let them do so if they will agree to pay us a reasonable royalty either as a lump sum or otherwise, but I don't think we should importune any concern to use either process nor to take the initiative in any such negotiations.

In my opinion, we will never get the returns in royalties to commensurate with the amount of trouble we will have to go to.

Yours very truly,

FL:GPR

cc: Mr. G. O. Case

PNYC00008857

ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

July 17th, 1936

Mr. Frederick Laist, Vice-President,
Anaconda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

I am enclosing copy of a letter of June 29th from Mr. H. E. Gaul of the A. Wilhelm Company, which is in reply to my letters of June 15th and 17th, copies of which I forwarded to your office at the time they were mailed to Mr. Gaul.

We are very much surprised at the thoughts expressed by Mr. Gaul in the first paragraph of his letter, in which he emphasizes the interest of their company in the Sperry cell for the production of a basic lead acetate solution. The only guess I can make as to reasons for insisting that we further consider the possibility of the Sperry cell for the production of a basic lead acetate solution is that they are accustomed to reasoning only along chemical precipitation lines and not on electrochemical methods of precipitation. With this line of reasoning, they may feel that unless we can supply them with a basic lead acetate solution, which by precipitation will produce a satisfactory grade and color of lead chromate, that the Sperry cell would not be satisfactory for lead chromate production.

Therefore, in reply to the questions asked in the first paragraph of this letter, we might well point out to them that our Research Department contend that the Sperry cell would be a more expensive method of producing a lead acetate from pig lead and acetic acid than it would be by chemical reaction between metallic lead and acetic acid. This statement is undoubtedly correct, except for the possibility that in our recent developments at the White Lead Plant there is indicated the possibility that an unrefined lead anode might be used as a source of lead, and thereby result in a cheaper source of lead acetate. However, we would be very reluctant at this time to reveal to the Wilhelm Company the real possibilities of the Sperry cell for using impure metals.

The second paragraph of Mr. Gaul's letter is very pleasing to us, since he definitely states that they will be interested in the possibility of the Sperry cell producing chrome yellows direct. This acknowledgment of their interest, after being advised that we have filed application for patent and have actually produced chrome yellows in the Sperry cell, should dispose of the question of their having made application for a patent on the electrolytic production of chromates.

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

July 17th, 1936

Sheet #2 - Mr. Frederick Laist

In going over this particular phase of Mr. Graul's letter with Mr. Stockdale, we feel that we are not quite prepared to completely reveal and discuss with the Wilhelm Company the information we have obtained on the cell control for the production of lead chromates. Our reason for this attitude is the fact that we find we can quite readily produce the yellow and orange lead chromates, but we are still working out the cell control for the production of the so-called deep orange lead chromates.

It is quite likely that the real interest of the Wilhelm Company in electrolytic lead chromate production is in its possibility of satisfactorily making the deep orange lead chromates rather than the yellow and orange chromates, which latter two are easier to produce by chemical precipitation methods. In view of this situation, naturally we cannot definitely predict just when we will develop the cell control necessary to completely reveal the process to the Wilhelm Company, and therefore some plan should be devised to allow us sufficient additional time to perfect the process.

In the third paragraph of his letter, mention is made of the interest of Mr. Graul and Mr. Hirsch in a visit to our laboratories, with presumably the thought in mind that they could ascertain, by a visit, how much work we had done in the Sperry cell on the production of lead chromates.

Obviously, with the information I have given in the preceding paragraph on the status of our cell experiments for the production of lead chromates, it would not be advisable for Mr. Hirsch and Mr. Graul to visit us until we are prepared to show them the cell in operation, producing all commercial grades of lead chromate. We are of the opinion that when we have perfected the cell control for the production of lead chromates and are able to show them the experimental cell producing the commercial grades of lead chromate that they will lose interest in the lead acetate question.

In the thoughts expressed in this letter, I have attempted to analyze the situation covering each specific question by Mr. Graul, and our position with reference to each of these questions asked by him. It is apparent to us that we need additional time before proceeding very much further with the negotiations, which ultimately, we understand, will lead to a non-exclusive license to the Wilhelm Company.

A method of gaining additional time would be to have our Research Department prepare synthetic basic lead acetate solutions

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

July 17th, 1936

Sheet #3 - Mr. Frederick Laist

of an approximate composition indicated in past correspondence with Mr. Graul, which we would forward to him with the understanding that these synthetic basic lead acetate solutions were prepared merely with the thought of establishing definitely the basicity of the lead acetate which was necessary for the satisfactory production of basic lead chromates by the process as now used at Reading. This plan has the advantage that we could frankly advise them that we were not particularly impressed by the commercial possibilities of the Sperry cell for the production of a basic lead acetate, and yet we would co-operate with them to the extent of possibly clearing up some other questions that they apparently have in mind, and which we are at a loss to understand.

In addition to the reasons I have given above for additional time to complete our investigation, it is my understanding that before any definite steps are taken toward negotiations for a non-exclusive license to the Wilhelm Company, someone in the Anaconda organization, presumably Mr. Glass, was to approach the Sherwin-Williams Company to determine whether they were interested in a non-exclusive license for the production of lead chromates by the Sperry cell. As far as we know, nothing has been done toward approaching the Sherwin-Williams Company on their possible interest, and again it may be that we are not quite ready to fully divulge to Sherwin-Williams the extent of our development work at this time.

I would very greatly appreciate your comments and suggestions on this discussion of the enclosed letter from Mr. Graul, and particularly the form of reply to his letter which might be satisfactory to Mr. Dwyer and yourself.

Very truly yours,

Manager.

GEJ/s
cc- Mr. R. E. Dwyer
Mr. C. Glass
Mr. F. O. Case

PNYC00008860

THE A. WILHELM COMPANY

READING, PENNSYLVANIA

June 29, 1936

Mr. G. E. Johnson,
Anaconda Lead Products Co.,
East Chicago, Ind.

Dear Mr. Johnson:-

With reference to your letters of June 15th and June 17th, I cannot completely agree with your research staff on the subject of there being no feasibility to the plan which we discussed when you were in my office, and I would very much like to follow the suggestions which were made at the time which were covered in my letter of May 1st. That is, forward us a sample of the Basic Lead Acetate Solution made in the Sperry cell so that we can make some Chrome Yellows from it.

We are also interested in the plan of making the yellows direct in the Sperry cell and would be more than pleased to work with you on this subject.

If you feel that it would be of help for myself or Mr. Hirsch, or the both of us, to visit your laboratories, we would be more than pleased to do so.

I would appreciate a reply from you, advising whether it is possible for us to secure the samples, in accordance with my letter of May 1st, and our conversation while you were in my office; as well as your thought on our visiting your laboratory.

With best personal regards, I remain,

Yours very truly,

THE A. WILHELM COMPANY

H. E. Graul
General Superintendent

HEG:FR

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INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

July 16th, 1936.

Mr. F. O. Case, Manager,
International Smelting and Refg. Co.,
Zinc Oxide Department,
East Chicago, Indiana.

Dear Mr. Case:

Referring to your letter of July 2nd, relative to patent number 1,322,142, covering the mechanical furnace developed by Messrs. Singmaster and Breyer of Palmerton, Pennsylvania which will expire the last of this year, I am now in receipt of the enclosed letter from Mr. McCarthy, which will explain itself.

You will note that Mr. McCarthy says, "It appears, therefore, that upon the expiration of these patents, the processes described therein will be open to use by the public and may be used without infringing any later issued patent." Instead of replying to your question in connection with just the one application, Mr. McCarthy has looked into any associated patents and given you the answer in some detail. Of course, Mr. McCarthy has not spent much time on this matter and explained to me over the telephone that the New Jersey Zinc Company might have other patents on the production of zinc oxide not directly related to the Wetherill type of furnace, but perhaps you may know of any such if they have any.

I believe this will answer your question satisfactorily but if not, please let us know and further information will be obtained. The patents mentioned by Mr. McCarthy are attached.

With kindest regards, I remain

Yours very truly,

FW/

Encl -

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INTERNATIONAL SMELTING AND REFINING COMPANY
ZINC OXIDE DEPARTMENT

OFFICE OF GENERAL SALES MANAGER



EAST CHICAGO, IND.

GENERAL SALES OFFICE
EAST CHICAGO, IND.
PLANTS:
AKRON, OHIO
EAST CHICAGO, IND.

July 2nd, 1946

Mr. Francis Wilson,
Secretary to -
Mr. Frederick Leist,
Vice President,
International Smelting & Refining Co.,
25 Broadway,
New York City.

Dear Mr. Wilson:

According to our records, Patent Number 1,322,142, covering the mechanical furnace developed by Messrs. Sigmund and Breyer of Princeton, Pa., will expire the last of this year. If this information is correct, I presume there is no reason why we cannot use some of the ideas covered by this patent.

I am wondering if you would be good enough to check this up with our patent attorneys and advise me definitely if we are correct in regard to this.

With kindest regards, I am

Very truly yours,

[Signature]
Manager

FOC:vlc

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PENNIE, DAVIS, MARVIN AND EDMONDS

COUNSELLORS AT LAW

165 BROADWAY

NEW YORK

ALBERT G. DAVIS
COUNSEL

WASHINGTON OFFICES
NATIONAL PRESS BUILDING

July 15th, 1936.

WILLIAM H. DAVIS
ARRA B. MARVIN - RETIRED
DEAN S. EDMONDS
FRANK E. BARROWS
W. BROWN MORTON
MERTON W. SAGE
WILLIS H. TAYLOR, JR.
ERNEST H. MERCHANT
GEORGE E. MIDDLETON
MORRIS D. JACKSON
R. MORTON ADAMS
RAYMOND F. ADAMS
LESLIE B. YOUNG
DANIEL V. MARONEY

RAYMOND H. CANFIELD
BALDWIN GUILD
ANDROSE A. ARNOLD
S. HOWELL BROWN, JR.
LOUIS D. FORWARD
H. STANLEY MANSFIELD
GEORGE E. FAITHFULL
DONALD F. MC CARTHY
JOHN HORIE
JOHN T. FARLEY
CURT VON BOETTIGER, JR.
JAMES B. CHRISTIE
ROGER T. McLEAN

53-C
GC

Mr. Frederick Laist, Vice President,
International Smelting & Refining Company,
25 Broadway (Room 1720),
New York, N.Y.

Dear Mr. Laist:

In view of the recent inquiry of Mr. Case concerning patents of The New Jersey Zinc Company, relating to processes of the type of the Wetherill process, which are about to expire, I consulted the available records and noted a number of patents which probably will be of interest to him.

In addition to patent No. 1,322,142 which expires next November and about which Mr. Case inquired specifically, I noted the following patents which relate to the same subject matter and which also expire next November:

<u>Patent Number</u>	<u>Date of Issue</u>	<u>Date of Expiration</u>
1,322,088	November 18, 1919	November 18, 1936
1,322,089	"	"
1,322,090	"	"
1,322,091	"	"
1,322,142	"	"
1,322,143	"	"

I was unable to find any later patent granted on an application relating back to the applications on which the aforementioned patents were granted and providing additional protection for the inventions

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Mr. Frederick Laist,

-2.

covered by those patents. It appears, therefore, that upon the expiration of these patents, the processes described therein will be open to use by the public and may be used without infringing any later issued patent.

Similar processes are described in the following patents which already have expired:

<u>Patent Number</u>	<u>Date of Issue</u>	<u>Date of Expiration</u>
1,112,853	October 6, 1914	October 6, 1931
1,112,854	"	"
1,257,136	February 19, 1918	February 19, 1935

The following are unexpired patents describing processes carried out in traveling grate furnaces:

<u>Patent Number</u>	<u>Date of Issue</u>	<u>Date of Expiration</u>
1,450,704	April 3, 1923	April 3, 1940
1,670,169	May 15, 1928	May 15, 1945

The above-listed patents are the more important of those owned by The New Jersey Zinc Company and covering operations carried out in traveling grate furnaces. I have not taken the time to consider all of the later patents of The New Jersey Zinc Company which might have some bearing on such operations, but I shall be glad to do so and obtain copies of all other pertinent patents for Mr. Case if he is interested.

One copy of each patent mentioned herein is enclosed.

Very truly yours,

ENCL

Donald F. McCarthy

PNYC00008865

ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

June 26th, 1936

Mr. Frederick Laist, Vice-President,
Anacoda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

I wish to thank you for your letter of June 24th with reference to the interest of the Grasselli Chemical Company in the Sperry cell for the production of lead arsenate.

I think your suggestions on this question are very good, and I expect to go over your letter with Mr. Case, who will return to East Chicago tomorrow morning. I shall appreciate an opportunity to discuss this with you in New York on Monday.

As far as I know, our relations with Grasselli Chemical are very friendly at the present time.

Very truly yours,

Manager.

GEJ/s
cc-Mr. R. E. Dwyer
Mr. F. C. Case

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INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

June 24th, 1928.

Mr. C. W. Johnson, Manager,
Inasconda Lead Products Co.,
East Chicago, Indiana.

Dear Mr. Johnson:

This will acknowledge receipt of your letter of June 22nd, relative to the Grasselli Chemical Company's interest in the Sperry call for the production of lead arsenate.

I think you may take it for granted that we would not be interested in producing lead arsenate by the Sperry process or in any other way. We considered going into the manufacture of arsenates many years ago and our Sales Department opposed such a move because they felt that it would result in a limitation of our arsenic sales to other arsenate producers and that if we made any arsenates, we would have to go into the business on a large enough scale to absorb our entire arsenic production.

Last Fall I considered the production of lead arsenate as an outlet for the lead sulphate which we make at Perth Amboy, but after discussing the matter with Mr. Glass and considering it from the technical angle as well as the sales angle, we decided not to do so.

I would say that if we still have worth while patents on the Sperry process that we might let the Grasselli people use it in consideration of their purchasing their arsenic from us. I shall be pleased to discuss this matter with you when you come to New York on Monday. I think we should cultivate the friendship of the Grasselli Company.

Yours very truly,

FL/SA

cc-Mr. T. E. Dyer
Mr. F. A. Cass

PNYC00008867

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

June 22nd, 1936

Mr. Frederick Laist, Vice-President,
Anacoda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

About a year ago the local management of the Grasselli Chemical Company requested permission to have two of their men from the Cleveland plant visit our operations, particularly the electrolytic white lead operations. We were advised at that time that these engineers were making a study of electrochemical process in general, and since the Sperry process was unique in this line of work they would like to acquaint themselves with the theory and the operation of the cell. The local plant has been very courteous in exchanging information with us in the past, and we therefore advised them that this would be entirely satisfactory to us.

On Friday of last week Mr. C. W. Bower, one of the officials of the local plant of Grasselli, telephoned me to inquire whether one of their research men could visit our White Lead Plant. The individual in question is Mr. O'Brien, who is the son of a former general superintendent of the East Chicago plant. Mr. Bower advised that Mr. O'Brien was one of the men who visited the plant about a year ago, and was making a study of electrolytic processes in general. He also advised that we should only give Mr. O'Brien information which was within the limits allowed by our company policy.

Mr. O'Brien called at the office Friday afternoon and advised Mr. Knox, to whom he had been referred, that the Grasselli Company was producing lead arsenate at East Chicago at the rate of about 20 to 25 tons per day for approximately 8 months per year. They have apparently been studying the possibility of making lead arsenate by the electrolytic process as possibly offering some advantages in a lower cost, and also possibly a little more flexibility in making the different grades of lead arsenate as regards physical characteristics.

Apparently their investigation had proceeded to the point where they were more interested in cost of operation and maintenance, having presumably decided that the fundamental characteristics of the Sperry cell were satisfactory for the production of lead arsenate. They were also particularly interested in the cell voltage, and had assumed four volts per cell.

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

June 22nd, 1936

Sheet #2 - Mr. Frederick Laist, Vice-President

Mr. Knox advised them that their voltage figure was very likely high for the production of lead arsenate, but beyond this, advised Mr. O'Brien that he was not in a position to estimate cost or give him cost figures without approval from our New York office.

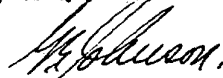
Mr. Knox suggested to Mr. O'Brien that if their company was considering the electrolytic production of lead arsenate by the Sperry cell that it might be advisable to make some arrangements between the Grasselli Chemical Company and our company, looking toward an exchange of information which might help them decide the possibilities of the Sperry cell. We were surprised to know that the Grasselli Chemical Company had been seriously studying the Sperry cell for this purpose, and apparently Mr. O'Brien had a great deal of cost data on the possibilities of the Sperry cell for this purpose. This fact, coupled with the interest of the Wilhelm Company and the admitted interest of the Eagle Picher Lead Company on the date on which the basic Sperry patents expire, and other incidents that have come to our attention in the past several years, indicates that the chemical and pigment industry are interested in the future possibilities of the Sperry cell.

Mr. Knox gathered the impression that Mr. O'Brien was rather of the opinion that their company could proceed with the installation of a Sperry process for lead arsenate without any interference on the part of the Anaconda Lead Products Company, or at least that the Anaconda Lead Products Company was not interested in this type of process because of the danger of arsine to our workmen.

Mr. Case and I talked over the Grasselli Company's interest in lead arsenate, and we both felt that we should advise you and Mr. Dwyer of this new interest, with the thought that you could advise us on how to proceed with them to avoid patent complications and also, if we are interested in helping them develop a lead arsenate process, how the necessary steps to keep in touch with them might be arranged. We would greatly appreciate your comments and suggestions.

Very truly yours,

GEJ/s
cc-Mr. R. E. Dwyer
Mr. F. O. Case


Manager.

PNYC00008869

ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

June 17th, 1936

Mr. Frederick Laist, Vice-President,
Anaconda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

I want to thank you for your wire of June 15th in reply to my wire of the same date concerning the revised letter to Mr. Gaul on the lead chromate situation; also, your air mail letter of June 15th.

My reason for wiring you was that on Monday morning, June 15th, I received the enclosed letter from Mr. Gaul inquiring as to our reply to his letter of May 1st. Under the circumstances I had not forwarded the revised letter to Mr. Gaul as I desired your approval on the revised form of letter. Upon receipt of your wire I forwarded to Mr. Gaul, under date of June 15th, the letter as you approved it, and I am today acknowledging his letter of June 12th, copy of which is enclosed.

I appreciate the information given in the second paragraph of your letter, particularly the fact that provided the Wilhelm Company is interested in a license for the production of lead chromate that the company will be agreeable to granting them a non-exclusive license.

I shall forward to you any reply we have from Mr. Gaul on this subject.

Very truly yours,

Manager.

GEJ/s
cc-Mr. R. E. Dwyer
Mr. C. Glass
Mr. F. O. Case

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N11461.09

THE A. WILHELM COMPANY

Reading, Pennsylvania.

June 12th, 1936

Anaconda Lead Products Co.,
East Chicago, Indiana.

ATTENTION: Mr. E. E. Johnson

Gentlemen:-

The writer has not had the pleasure of hearing from you since writing you on May 1st relative to the subject which we discussed when you were in my office, concerning Lead Acetate solution, etc.

Your comments to my letter would be greatly appreciated.

Yours very truly,

THE A. WILHELM COMPANY

H. E. Gaul

General Superintendent.

HEG:FR

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June 17th, 1936

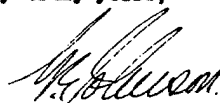
Mr. H. E. Gaul,
Production Manager,
The A. Wilhelm Co.,
Reading, Pennsylvania.

Dear Mr. Gaul:-

I am in receipt of your letter of June 12th in which you inquire concerning your letter of May 1st relative to our conference at Reading.

In the interval, I trust you have received my letter of June 15th, which I dictated prior to the receipt of your letter. I shall be glad to have your comments on this letter at your convenience.

Very truly yours,



Manager.

GEJ/e
cc-Mr. F. Laist
Mr. R. E. Dwyer
Mr. C. Glass
Mr. F. O. Case

PNYC00008872

N11461.11

International Smelting and Refining Company
Metallurgical Department

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PRESIDENT

NEWCOMB CARLTON
CHAIRMAN OF THE BOARD

J. C. WILLEVER
FIRST VICE-PRESIDENT

CHECK
ACCT'G INFMN.
TIME FILED

Send the following message, subject to the terms on back hereof, which are hereby agreed to

New York City, N. Y.,
June 15th, 1936.

Mr. G. E. Johnson,
International Smelting and Refining Co.,
East Chicago, Indiana.

LETTER OKEH AM WRITING

Frederick Laist

THE QUICKEST, SUREST AND SAFEST WAY TO SEND MONEY IS BY TELEGRAPH OR CABLE.

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NL	NIGHT LETTER
NM	NIGHT MESSAGE
LCO	DEFERRED CABLE
NLT	NIGHT CABLE LETTER
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RXN13 10 XU=EASTCHICAGO IND 1002A JUN 15 1936
FREDERICK LAIST, VICE PRES INTL SMELTING REFG CO=
ROOM 1720 25 BROADWAY=

KINDLY ADVISE WHETHER REVISED LETTER TO MR GRAUL IS
SATISFACTORY=

G E JOHNSON

1020A

Telephone Your Telegrams to Postal Telegraph

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INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

June 15th, 1936.

Air Mail

Mr. G. E. Johnson, Manager,
Anaconda Lead Products Co.,
East Chicago, Indiana.

Dear Mr. Johnson:

I have been so busy that your letter of June 9th, has lain on my desk for several days without being answered.

I don't think that it necessarily follows that Mr. Graul will conclude that because we have applied for patent on the production of electrolytic lead chromate "that we plan to produce lead chromate, and that therefore their interest in using the Sperry cell will cease." I would be more inclined to think that he will ask what our plans are and at the same time make inquiry as to whether he can obtain a license under our patent. If he makes such inquiry, you can then tell him that we will issue to his company a non-exclusive license.

Yours very truly,

FL/FW

PNYC00008875

N11461.13

ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

June 9th, 1936

Mr. Frederick Laist, Vice-President,
Anaconda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

I wish to thank you for your letter of June 5th with reference to the interest of the Reading plant of the Glidden Company concerning lead chromate.

I am glad to have your opinion on the letter as I prepared it. In accordance with your suggestion, I have drafted the enclosed letter to Mr. Gaul which is, with the exception of two minor revisions, the letter which you suggest be written to Mr. Gaul. I believe these two changes will not in any way change the thought in the letter nor its intent. I have also gone over the question and your letter with Mr. Case, and he is agreeable to your suggestions.

I rather imagine Mr. Gaul, upon receiving the enclosed letter, will probably have to give the matter some thought, then he probably will take it up with the executive officers of the Glidden Company to determine whether they are interested in the electrolytic production of lead chromates. From the thoughts expressed by Mr. Gaul on lead chromate during my visit at Reading, I am somewhat inclined to believe that he will feel that since we will obtain a patent on the production of electrolytic lead chromate that we plan to produce lead chromate, and therefore their interest in using the Sperry cell will cease. I presume there would be no objection to having such a situation develop.

However, in our correspondence on this question, there are indications that we might be interested in giving Sherwin-Williams and the Glidden Company a non-exclusive license to produce electrolytic chromate. Therefore, I am somewhat uncertain whether it is your thought that the matter should be closed at this time with the Glidden Company, or whether we should attempt to keep the question open long enough to have the decision of the Sherwin-Williams Company as to their interest.

Very truly yours,

Manager.

GEJ/s

encl.

cc-Mr. R. E. Dwyer

Mr. C. Glass

Mr. F. O. Case

PNYC00008876

N11461.14

Mr. H. E. Graul,
Production Manager,
The A. Wilhelm Co.,
Reading, Pennsylvania.

Dear Mr. Graul:-

Referring to our recent conversation and your letter of May 1st relative to the possibility of producing a basic lead acetate solution in the Sperry cell, I find that our research people are inclined to question the feasibility of such a scheme.

You will, however, recall that I stated that lead chromate could be produced directly in the Sperry cell, and I wish to bring this method again to your attention. We have done considerable experimental work on this process. It is covered broadly by the Sperry patents, but for your information, I might say that we have also made application for a specific patent covering the electrolytic production of lead chromates.

Very truly yours,

H. E. Graul
Manager.

GEJ/s
cc-Mr. F. Laist
Mr. R. E. Dwyer
Mr. F. O. Case
Mr. C. Glass

PNYC00008877

N11461.15

ANACONDA SALES COMPANY

INTER-OFFICE CORRESPONDENCE

TO: Mr. Frederick Laist,

NEW YORK. June 8, 1938

FROM: Clarence Glass,

SUBJECT: LEAD CHROMATE

This will acknowledge, with thanks, copy of your letter of June 5 to Mr. G. E. Johnson relative to the license for the production of lead chromate under the Sperry patent.

Respectfully,



CG/MM

PNYC00008878

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INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

June 5th, 1936.

Mr. G. F. Johnson, Manager,
Anaconda Lead Products Co.,
East Chicago, Indiana.

Dear Mr. Johnson:

I have just finished reading your letter to Mr. H. E. Graul and have discussed same with Mr. Dwyer. We are of the opinion that your letter goes into far too much detail. What we had in mind was that you would merely advise Mr. Graul that we consider the production of lead chromate to be included in the Sperry patents and that we have applied for a specific patent covering the production of lead chromate in the Sperry cell.

We did not have in mind that you would go into so much detail and we certainly do not want you to make any references to the New York officials such as are made in paragraph four of your letter.

I suggest that you write a letter to take a form about as follows:

"Dear Mr. Graul:

Referring to our recent conversation relative to the possibility of producing a basic lead acetate solution in the Sperry cell, I find that our research people are inclined to question the feasibility of such a scheme. You will, however, recall that I stated that we had produced lead chromate directly in the Sperry cell and I wish to bring this method again to your attention. We have done considerable experimental work on this process. It is covered broadly by the Sperry patents, but for your information, I might say that we also have made application for a specific patent covering the electrolytic production of lead chromates.

Very truly yours,

G. F. Johnson
Manager

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Mr. G. W. Johnson - Sheet #2 -

I don't believe that it is necessary in this letter to make any statements as to our willingness to grant a license to the . Wilhelm Company, although personally I can see no objection to doing so and I am of the opinion that it would be better to grant a license than to engage in the manufacture of lead chromate ourselves.

Mr. Case writes, under date of June 3rd, that he thinks it would be objectionable to license the Glidden Company "until after the Sherwin Williams Company has had an opportunity to get the same privilege". I think Mr. Case's objection can be met very easily by refusing to grant an exclusive license to anyone. The Sherwin Williams people cannot possibly have any objection to our granting a non-exclusive license to the Glidden people provided we will do the same for them.

Yours very truly,

EL/F

FREDERICK LAIST

CC-Mr. W. C. Meyer
Mr. W. O. Case
Mr. Clarence Glass

PNYC00008886

INTERNATIONAL SHELLETS AND LITHIC COMPANY

INCORPORATED IN NEW YORK



June 5, 1936.

Mr. R.E. Dwyer, Vice President,
Anaconda Copper Mining Company,
25 Broadway,
New York, N.Y.

Dear Sir:

A copy of Mr. Case's letter of June 3,
addressed to you, relative to the A. Wilhelm Company,
has been received.

I am in full accord with the thoughts ex-
pressed in Mr. Case's letter.

The Sherwin-Williams Company, as you know,
is our biggest outlet for Arsenic.

If you desire to have any discussion on
this subject, please let me know.

Yours very truly,

James E. Dwyer
Vice President.

CG:MN

cc Mr. G.E. Johnson
Mr. Fred. Laist ✓
Mr. F.O. Case

PNYC00008881

N11461.18

INTERNATIONAL SMELTING AND REFINING COMPANY
ZINC OXIDE DEPARTMENT

OFFICE OF GENERAL SALES MANAGER



GENERAL SALES OFFICE
EAST CHICAGO, IND.
PLANTS:
AKRON, OHIO
EAST CHICAGO, IND.

EAST CHICAGO, IND.

June 3, 1936.

Mr. R. E. Dwyer,
Vice President,
Anaconda Copper Mining Company,
25 Broadway,
New York, N. Y.

Dear Mr. Dwyer:

Under date of June 3rd Mr. Johnson has written a tentative letter to Mr. Graul, of the A. Wilhelm Company, a branch of the Glidden Company, and also a letter of transmittal to you. I read both of these and have discussed the proposition with Mr. Johnson. As I understand it, his letter to Mr. Graul is in line with his telephone conversation with you and Mr. Leist.

I am in accord with the contents and suggestions in these letters with the possible exception of the licensing of the Glidden Company to use our patents for the production of lead chromate. Personally, I have no objection to the Glidden Company having these but from the standpoint of the Anaconda organization I seriously question the advisability of licensing, or suggesting a license, to Glidden until after the Sherwin Williams has had an opportunity to get the same privilege.

The Sherwin Williams Company compete with Glidden in the sale of dry colors including lead chromate and we have every reason to believe that the Glidden Company would be in a very advantageous position on lead chromate if they made it by our patents. This would undoubtedly cause more trouble for us from Sherwin Williams than for us to manufacture lead chromate ourselves. In fact, Sherwin Williams probably would view the latter with a certain amount of complacency.

In view of the situation on arsenic and pig lead, and since we have no connections with Glidden that are worth much to us except the minor ones that I handle on dry pigments, I

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Mr. R. E. Dwyer.

-2-

June 3, 1936.

think this should be seriously discussed before offering a license to A. Wilhelm Company. Obviously, anything else such as experimental work or co-operation on technical development would not cause any trouble and should be entirely satisfactory to everyone.

Yours very truly,

F. O. Case
Manager.

FOCase/ajd

CC:

Mr. Frederick Loist
Mr. Clarence Glass
Mr. G. E. Johnson

PNYC00008883

June 3rd, 1936

Dear Mr. Laist:-

I received your letter
of June 2nd on the Wilhelm Company
this afternoon. The attached
letter was dictated this morning,
and I trust will be satisfactory.

G. E. Johnson

GEJ/s

PNYC00008884

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June 3rd, 1936

Mr. Robert E. Dwyer, President,
Anaconda Lead Products Company,
25 Broadway,
New York, N. Y.

Dear Mr. Dwyer:-

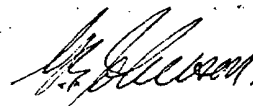
I am in receipt of your letter of June 1st which is acknowledgment of my letter of May 29th to Mr. Laist outlining the interview with the management of the Reading, Pennsylvania plant of the Wilhelm Company.

In accordance with your suggestions, I have drafted the enclosed reply to Mr. Graul's letter of May 1st. I have attempted in this letter to cover all the points outlined in your letter, and also those discussed with Mr. Laist on the telephone June 1st. I would very greatly appreciate any criticisms or suggestions on the thoughts expressed in this letter before I forward it to Mr. Graul.

The letter as prepared assumes that the Anaconda Lead Products Company would be agreeable to licensing the Wilhelm Company or, in a broader sense, the Glidden Company, to use the Sperry patents and the process for the production of electrolytic lead chromates. I believe careful consideration should be given this point of approach to the Glidden Company. There are probably ten or fifteen color makers in the United States who might be interested in the production of electrolytic chromates. The color makers' operations are, as a rule, on a small tonnage, producing an expensive product that has rather stringent requirements and specifications.

The original draft of a specification for patent claims covering the production of lead chromates and other chromates as a possibility is in preparation, and we will arrange to have this application in the hands of our patent attorney by the time we receive your reply to this letter. I believe this plan will protect us on our patent situation.

Very truly yours,



Manager.

GEJ/s
encl.
cc-Mr. F. Laist ✓
Mr. F. O. Case

PNYC00008885

N11461.21

Mr. H. E. Gaul,
Production Manager,
The A. Wilhelm Co.,
Reading, Pennsylvania.

Dear Mr. Gaul:-

I appreciate the information given in your letter of May 1st in which you advise the requirements of a lead acetate solution for production of lead chromates at Reading.

As I mentioned during my pleasant visit with you, I would assign to our Research Department the problem of making a satisfactory lead acetate. Upon my return to East Chicago I discussed with our Research Department the possibilities of making a basic lead acetate suitable for your purposes. You will also recall that in our discussion I mentioned that the Sperry cell was fundamentally well designed for the production of a lead chromate direct rather than a lead acetate solution.

Prior to the receipt of your letter of May 1st, our Research Department had recommended to me that while it might be possible to produce lead acetate of the desired basicity in the Sperry cell that for reasons of economy and a more satisfactory product, the logical thing to do would be to develop the possibilities of the Sperry cell for making lead chromates direct. Our Research Department therefore has made a number of tests on our small experimental Sperry cell, and find that we can produce very satisfactory grades of lead chromate.

While it is true that you have only been interested in the Sperry cell and its possibilities for producing lead acetate, we believe that it would be far more attractive for you to consider the Sperry cell for the direct production of lead chromates. With this thought in mind, it is obvious that some consideration must be given to the patent positions involved. Our New York officials have indicated that they are definitely interested in covering the production of chromates by patent applications and, based upon the experiments we have made since my visit, we have filed patent applications covering the process as developed. While no definite decision has been made by the Anaconda Lead Products Company as to this process, there are indications that they might be interested in licensing your firm to use such a process.

I would naturally assume that before a decision of this kind could be made as regards a license, you would want to know more definitely concerning the process and its possibilities. It is possible

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Sheet #2 - Mr. H. E. Graul

that your firm would not be interested in the electrolytic production of chromates. However, if after due consideration the electrolytic production of chromates might be of interest, we would be glad to have you advise us of your interest and we could then further consider the additional information you would need, and advise you later.

Very truly yours,

[Signature]
Manager.

GEJ/s

cc-Mr. R. E. Dwyer

Mr. F. Laist

Mr. F. O. Case

PNYC00008887

INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

June 2nd, 1936.

FREDERICK LAIST
VICE-PRESIDENT

Mr. G. E. Johnson, Manager,
Anscooda Lead Products Co.,
East Chicago, Indiana.

Dear Mr. Johnson:

I am in receipt of your letter of May 29th, which reviews your conversation of April 7th with representatives of the A. Wilhelm Company, concerning their interest in lead acetate and lead chromate produced by the Sperry process.

Mr. Deyer called my attention to that part of your letter in which you suggest the use of the Sperry cell for the production of lead chromate and he thought that it would be advisable for you to write Mr. Graul to the effect that the basic Sperry patents cover the production of compounds of this kind and that we have also applied for a specific patent on the production of lead chromate.

Such a letter might be useful for purposes of record in case there should be any controversy in the future as to our right to the process of making lead chromate in the Sperry cell. You could, of course, easily prove that you have actually produced lead chromate in the Sperry cell.

Such a letter, together with your experimental records, would put us in a pretty strong position in case the Wilhelm people were inclined to disregard our rights. As I have told you on previous occasions, I am sure that we would not want to go into the manufacture of lead chromate ourselves, but if the Sperry cell is to be used for such a purpose, we would like to be in a position to collect royalties.

Yours very truly,

FL/FJ
CC-Mr. R. E. Deyer
Mr. F. O. Case

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W11EX
2

ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

May 29th, 1936

Mr. Frederick Laist, Vice-President,
Anaconda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

The following information briefly reviews my conversation of April 7th with representatives of The A. Wilhelm Company, Reading, Pennsylvania, concerning their interest in lead acetate and lead chromate production by the Sperry process.

Upon my arrival at Reading I met with Mr. H. E. Graul, Production Manager; Mr. Hersch, Research Engineer and Mr. Whitman, Production Superintendent. In opening the conference, Mr. Graul stated that he wanted definitely to make clear two things; one, the Glidden Company does not want to make white lead by the Sperry process; and two, that the request for information on the Sperry process was made by him without the knowledge of his superior officers, and he did not know whether they would approve or disapprove of his action.

Since I did not know just what form the conference might take, particularly as regards patent situations, I advised Mr. Graul that I was not authorized to speak on the question of patent or patent rights, and as far as I was concerned I would be glad to discuss his interest in the Sperry process only as a basis for arriving at some satisfactory understanding of what they desired, and at some later time, depending on what circumstances might develop, the question of the legal and patent rights would have to be handled by the officers of the Anaconda Lead Products Company and their company.

Their primary interest is obtaining a lead acetate solution which can be satisfactorily used for the production of chrome yellows, principally lead chromate. At the present time, they are making their lead acetate for this purpose from litharge produced by the Glidden Company, presumably the Metals Refining Company at Hammond, and acetic acid which is purchased locally. They are not satisfied with the product produced by these materials, and believe that their difficulties are due to lack of control of the basicity of the lead acetate produced.

As nearly as I could determine, they are interested in producing at their plant at Reading about 1,000 pounds per day of a suitable basic lead acetate. They were of the opinion that the Sperry cell would give them definite control of the basicity of the lead acetate produced, and understood that in our white lead process we

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

May 29th, 1936

Sheet #2 - Mr. Frederick Laist, Vice-President

first produced a basic lead acetate and later precipitated the basic carbonate white lead as a separate operation. With this understanding of the Sperry process, they had in mind the construction of a small experimental cell at Reading in which they could develop the operating conditions to produce particularly the lead acetate they desired. They had the impression that an electrolytic cell for 1,000 pounds a day would create a very substantial power demand that might be prohibitive as regards their limited power equipment, and also the economic factor of power cost. In discussing these factors with them I pointed out to them, just as an illustration, that one of our white lead cells produces about 1,000 pounds per day of basic carbonate white lead, and the power requirements would be about 200 K.W.H. per cell. I also indicated to them the relative small dimensions of the cell, and they were impressed by the reasonable power requirements and the small floor space required for the cell.

I attempted to obtain definite information as to the composition of the lead acetate solution desired, but they were either reluctant to give me this information or did not know definitely what composition was best for their purposes. However, I suggested that if they preferred, they could study the question further and then if they thought it advisable give this information in a letter which could be used by our Research Department to determine whether the Sperry cell was adapted for this purpose.

During practically all of the conference the discussion was limited to basic lead acetate, but in the latter part of the conference I brought out the point that the Sperry cell would greatly simplify the sequence of steps in the production of lead chromate, since the lead chromate could be made direct from metallic lead with a simple subsequent washing and drying operation. I brought out this possibility of the Sperry cell to anticipate the possibility that the Glidden Company might file an application for a patent to produce lead chromate by an electrolytic process which would be very similar to the Sperry cell. When I mentioned this possibility of producing lead chromate, Mr. Graul seemed very much surprised that the Sperry cell could do this as simply as indicated. Mr. Hersch, their Research Engineer, however immediately realized the possibility and stated that that would be very simple, simply substitute the chromates for the carbonate salts used in the Sperry process and the product would be lead chromate. After a few moments Mr. Graul said "Well, if that is the case I must, in all fairness, ask if the Anaconda Lead Products Company can produce, with the Sperry cell, lead chromate and it may be that your company would

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

May 29th, 1936

Sheet #3 - Mr. Frederick Laist, Vice-President

want to go into the business of producing and selling lead chromates." I told him I could not answer that question because such a decision could only be made by the directors and not by myself. At that point I mentioned that the Sperry patents covered in general the production of any insoluble salt of metals, and presumably had anticipated a number of products such as lead chromate that might be made by this process.

After leaving the conference and upon my return to East Chicago, in reviewing the situation it was not exactly clear to me just where either the Glidden Company or the Anacoda Lead Products Company stood in this matter. As nearly as I could determine the interest of the staff at Reading was in producing a better grade of lead chromate. Mr. Graul's interest in asking about information on the Sperry process had in mind that this might be a far more satisfactory method of eliminating their lead chromate troubles than attempting to proceed along the older and more established lines of chemical process methods. This plan would have the advantage that it could be investigated by the Reading staff, and if the results did not justify further investigation the matter could be dropped without advising their superior officers. If, however, the possibilities appeared attractive they would be in a position to recommend the adoption of the Sperry process for this purpose.

After my return to East Chicago I was rather expecting a letter from Mr. Graul but I did not hear from him until I received the enclosed letter of May 1st in which Mr. Graul outlines in substance the thoughts I discussed with him while at Reading. You will note in this letter he makes no mention of the possibility of producing lead chromate which would to us be the most attractive use of the Sperry cell. There is considerable question whether a basic lead acetate solution can be produced in the Sperry cell because fundamentally it is designed for an insoluble salt production. There should be no advantage in the Sperry cell in producing lead acetate since the raw materials, that is, the lead and acetic acid presumably would have to be purchased at the same prices for the Sperry cell as for any other chemical process.

There might be a possibility of making lead acetate in the Sperry cell by the use of calcium acetate in an absorption or reaction tower as a source of acetic acid, provided the residue of calcium hydroxide can be readily removed by filtration. This possibility would require some changes in the Sperry cell to adapt it for this purpose. The enclosed copy of letter from Mr. Graul gives more definite information on their requirements for basic lead acetate than I was able to obtain while at Reading.

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

May 29th, 1936

Sheet #4 - Mr. Frederick Laist, Vice-President

I do not believe it would be advisable to advise the Wilhelm Company at this time that the Sperry cell is not adapted for the production of lead acetate. I believe the staff at Reading is interested enough in the possibilities of either the production of an electrolytic lead chromate or basic lead acetate to make some experiments along this line. We are preparing a patent application for the production of lead chromate by the Sperry cell, and therefore it would be advisable to avoid any definite decision with the Wilhelm Company until our patent application has been filed. In the interval, we are recovering a substantial amount of lead acetate from our slime plant operations, and as soon as our Research Department has the time available we plan to determine the percentage of basic lead acetate present and the possibilities of preparing some samples of basic lead acetate, which we might forward to the Wilhelm Company in order to clearly establish for our information the proper basicity of their solution for lead chromate production. This work would be a step in the right direction if we have any further interest in the possible production of lead chromate, and would also assist us in understanding the problems of our white lead customers who use white lead for the production of lead chromate and other color materials.

Very truly yours,

Manager.

GEJ/s
encl.
cc-Mr. R. E. Dwyer
Mr. F. C. Case

PNYC00008892

THE A. WILKIN COMPANY

Reading, Pennsylvania
May 1st, 1933

Anaconda Lead Products Co.,
East Chicago, Ind.

Gentlemen:-

Att. - Mr. G. E. Johnson

I wish to apologize for not writing you sooner relative to the understanding we had during your visit to my office. Due to unforeseen circumstances, it was impossible for us to secure the necessary information concerning the type of Lead Acetate Solution we desire previous to this time.

As advised you, during your visit to Reading, we secured a Lead Acetate Solution from Ruston Lead Company at Scranton which gave us very satisfactory results in a laboratory way, it seems they could not duplicate the original material insofar as basicity was concerned.

At your suggestion, we tried to secure a sample of a satisfactory Lead Acetate Solution to forward you but after making two attempts, since your visit to Reading, we have been unsuccessful in securing one which we feel will give us satisfactory results.

Insofar as we can determine we believe that we should have a basic lead acetate solution containing a minimum of 8% basicity $\text{Pb}(\text{OH})_2$. If it is possible for you to prepare a sample of lead acetate solution with the above minimum, we would appreciate receiving this sample as promptly as possible. In the event, it does not prove satisfactory, we will advise as to the results obtained and endeavor to give you further information as to what changes should be made in future samples. In the event the material proves entirely satisfactory, it will then be a question for us to hold a further conference and have our company decide upon a policy concerning the use of the Sperry cell.

It will be necessary for us to receive at least a gallon sample of the lead acetate solution, and I would suggest that you ship this in glass as you have been advised of the experience we had concerning the shipment of this material in wooden barrels.

In the event it is impossible for you to furnish us with a solution of the above basicity, will you kindly advise us what the maximum basicity would be and furnish us with a sample of it?

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Anaconda Lead Products Co.,
Att. Mr. G. T. Johnson,
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The writer as well as Mr. Hirsch and Mr. Whitman enjoyed your visit to us and trust that we will have the good fortune to again contact you in the future.

Yours very truly,

THE A. WILHELM COMPANY,

H. E. Graul

PRODUCTION MANAGER

HFG:FR

P.S. - If you are interested in securing a sample of the lead acetate solution, which we secured from the Euston Lead Company, we would be pleased to furnish you with a sample; even though we have found it to be unsatisfactory. Unfortunately we do not have any of the satisfactory solution which we have secured from them originally to forward you.

H.E.G.

PNYC0000889

INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

March 13, 1936.

Mr. C. T. Johnson, Manager,
Anaconda Lead Products Company,
East Chicago, Indiana.

Dear Mr. Johnson:

I am in receipt of your letter of March 11th regarding the inquiry of Mr. M. Z. Graul, Production Manager of The A. Wilhelm Company, with reference to the use of the Sperry cell for the production of basic lead acetate used by their firm for the production of basic lead chromates.

I discussed this matter with Mr. Case this morning. He tells me that we have never produced basic lead acetate in the Sperry cell, and it seems doubtful whether the Sperry cell can be used for the production of basic lead acetate. I understand that it can be used for the production of lead chromate, although the use of the Sperry cell for this purpose has not been fully developed.

My understanding is that the basic patents on the Sperry process have practically expired. I really can't see where we have anything to offer Mr. Graul. I am sure that the royalties that could be obtained from his company would be inconsequential and would not be sufficient to reimburse us to attempt to develop the use of the Sperry cell for the production of lead chromate. My suggestion is that a license be granted to Mr. Graul's company on some reasonable basis, permitting him to use the Sperry cell for any purpose he might see fit.

Yours very truly,

FLIC:R

cc: Mr. R. E. Sawyer
Mr. R. G. Sperry
Mr. F. B. Case

PNYC00008895

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ANACONDA LEAD PRODUCTS COMPANY



EAST CHICAGO, INDIANA

March 11th, 1936

Mr. Frederick Laist, Vice-President,
Anaconda Lead Products Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

I am enclosing copy of a letter of March 5th received from Mr. H. E. Graul, Production Manager of The A. Wilhelm Company, which is in reply to my letter of February 17th, copy of which was forwarded to your office.

You will note Mr. Graul is interested in using the Sperry cell for the production of basic lead acetate used by their firm for the production of basic lead chromates. Since this question has been called to our attention, we have been thinking over the possibilities of using the Sperry cell for the production of lead acetate. While this might appear as a decided departure from the basic principle of the Sperry cell, it might not be impractical and possibly would have the advantage of producing a lead acetate of definite and controlled basicity.

Mr. Case has also some suggestions that he would like to talk over with you while in New York. I understand Mr. Case is leaving today, and probably will discuss with you some time this week a suitable reply to the enclosed letter and also what steps, if any, we should take toward considering the possibilities suggested.

Very truly yours,

H. E. Graul
Manager.

GEJ/s
cc-Mr. E. C. Sperry
Mr. R. E. Dwyer
Mr. F. C. Case

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THE A. WILHELM COMPANY

Reading, Pennsylvania

March 5, 1936

Anaconda Lead Products Co.,
East Chicago, Ind.

Att. - Mr. G. E. Johnson

Gentlemen:-

The writer wishes to thank you for your letter of February 17th, in reply to my letter of February 8th, and also wish to apologize for not answering this communication at an earlier date. This was caused by my extended absence from the office.

With reference to the basic lead acetate solution in which we are interested, it is our desire to secure a material in which the ratio of Lead Hydroxide to Lead Acetate is as high as possible, and have this solution as concentrated as possible. It is important that the basicity of this solution remain constant. It is possible that we could use exactly the same basic lead acetate solution which you use in the manufacture of your White Lead before it is carbonated or manufactured into White Lead.

We are not interested in producing a dry basic lead acetate. Our interest is only in the solution. It is our desire to use this solution for the manufacture of basic lead chromates particularly, and some lead chromate yellows.

It is impossible for us to give you any idea as to what we would be interested in if we should secure this basic lead acetate solution from you due to the fact that there would be a considerable freight charge and package charge for shipping this solution from your plant to ours at Reading on account of the large amount of water present.

It is our desire, if possible, to install a cell to make this lead acetate solution in our plant. We understand from the Sperry Gyroscope Company that you control the patent rights for the Sperry cell and that was the reason for us contacting your company.

Would it be possible for us to secure a sample of your basic lead acetate solution before being carbonated to see if this material meets our requirements?

At present we are making this basic lead acetate solution with Litharge and Acetic Acid and it does not give us all the properties which we desire and we feel by securing material, as explained above, that it will have the requirements desired and will be a help to us in the manufacture of our basic lead chromates.

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Mr. G. E. Johnson - Sheet #2

This is quite a detailed subject to handle with correspondence and if at any time any representative of your company, who will be familiar with this subject, is in the East, would it be possible to have him call upon us to discuss this first hand, or it might be possible for one of our representatives to call at some designated place to discuss this with your Technical Men or whoever you designate.

Your comments will be appreciated.

Yours very truly

THE A. WILHELM COMPANY,

H. E. Gaul
Production Manager

HEG:FR

COPY

PNYC00008898

March 31st, 1936.

MEMORANDUM FOR MR. R. E. DYER

I do not believe that the returns we could get from Sperry process patents on products other than white lead, such as you have in mind, would bring any returns worth mentioning. From the time we first adopted the Sperry process, numerous investigations have been made and I think some patents have been taken out on the production of products such as litharge, red lead, lead chromate, etc. None of these things ever amounted to anything or seemed sufficiently attractive to warrant going ahead with.

FL/FW

PNYC00008899

N11461.29

MEMORANDUM

Mr. Frederick Luit:

Referring to Mr. Case's letter to you under date of March 24th, relative to patents.

Would it not be advisable, in case the White Lead Department could develop and take out patents for the use of the Searry Process on products other than white lead, to have Johnson look into the question of getting such patents. That is, of course, if the cost of development or work in connection therewith would not be out of line with future returns from such patents.

ROBERT D. DYER

RED:RT.
3/29/36

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INTERNATIONAL SMELTING & REFINING COMPANY

25 BROADWAY

NEW YORK

FREDERICK LAIST
VICE-PRESIDENT

March 27th, 1935.

Mr. F. W. Case, Manager,
International Smelting & Refining Co.,
Tins Oxide Department,
East Chicago, Indiana.

Dear Mr. Case:

I am in receipt of your letter of March 26th, with reference to the patent on the modification of the Perry process recently issued to a Mr. Sivert.

If I read your letter correctly, Mr. Sivert has patented the production of lead borate by the Perry process. Inasmuch as we are not interested in the production of lead borate and are not apt to be, I don't quite see why we should take any action in the matter or be greatly concerned about it.

Yours very truly,

FL/ET

CC-Mr. G. F. Dwyer
Mr. G. W. Johnson

PNYC00008901

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