

SUBJECT

Dahl Lead.

Return to -

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175 FULTON ST., NEW YORK 7-1 G-12, CLEVELAND.

9/24/91

Mr. E.P. Williams,

My Dear Williams;

We were excused to the Lead people and they received our explanation very pleasantly indeed. They seem bound upon our association with them, either as majority owners of the stock or as holders of a portion of the same or as sole selling agents for this new process of Lead. They gave me a new fact to-day and which they want you to consider; namely, the difference between the cost of the same number of gallons of Paint made by the old Dutch process and the same number of gallons of Paint made by the new process was 36c. in favor of the new process. Here are the figures:

100 lbs. Dutch process Lead-----6 1/4c.-----\$6.25

34 " Linseed Oil, or 4 1/2 gall.,--45c.----- 2.03

Total-----\$8.28

Total amount of gallons--7, which makes the cost per gallon of the old Dutch process \$1.18.

Now of the new:

60 lbs. Dahl Lead-----6 1/4c.-----\$3.75

34 " Linseed Oil, or 4 1/2 gall.,--45c.----- 2.03

Total-----\$5.78

the cost of 7 gallons, or \$2.03 per gallon, a difference, as I said above, in favor of the Dahl Lead of 36c. per gallon.

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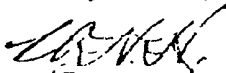
Now, how can that be? This explanation of it is

Mr. Williams-2

the corrosion of every particle of lead in the Dahl process. It being first brought into a liquid state, every particle is corroded, while in the old process, we all are familiar with the fact that some of it is not corroded and that amount of it never absorbs or takes up any Linseed Oil. Hence the difference they claim. It seems to me that if this can be tried, it would be a very important factor in the use and sale of Dahl Lead.

Should you care to make an experiment of this kind yourself, I will be very glad indeed to see that you get sufficient stock to do it.

Yours very truly,



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