

California Historical Society
for reference use only

Sept. 30, 1920

PRIVATE

Messrs. W.P. Fuller & Co.,
San Francisco, Calif.

Gentlemen:-

LITHOPONE:

We duly received your night letter of the 27th inst. instructing us to purchase from New Jersey Zinc Co. 60 tons New Process Lithopone at best price obtainable, shipment to be made about Dec. 1st; also note your instructions to purchase this material at best time to secure the lowest price.

As mentioned in our telegram of the 24th inst., the Grasselli Chemical Co.'s price is now 8 $\frac{1}{2}$ ¢ per lb. and we understand this price is also being quoted by the DuPont Co. and the Krebs Pigment Co.

Whether or not the New Jersey Zinc Co. will advance their price for the fourth quarter we do not know at the present time, but in order to take advantage of their offer of 8 $\frac{1}{2}$ ¢, it was necessary for us to place order immediately, this being regarded as a third quarter purchase.

We therefore notified them that we would take 60 tons and asked them to hold their offer on the other 40 tons open until we had a opportunity to receive a reply from you to our telegram of the 27th inst., in the event of your desiring to take the entire 100 tons.

Not hearing from you we have placed the order for the 60 tons. The New Jersey Zinc Co. advise they are very anxious to secure our Lithopone business and feel confident they will be able to take care of our requirements in future.

In reference to shipment of the 60 tons, they state that this material is available at the present time and they are unable to hold it for December first shipment. You will note their offer called for early October delivery; we will however have shipment made as late in October as possible