



EAST CHICAGO, INDIANA

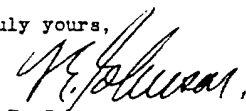
March 30th, 1932

Sheet #2 - Mr. Frederick Laist

Estimates, which we have just prepared, show definitely that dry white lead sold in pulp form can not be sold for less than 1.25¢ per pound above the value of the lead contained. This figure is obtained on a new money basis for the additional tonnage produced, and includes no allowance for freight, sales expense or cash discounts.

We concluded yesterday that white lead pulp was not to be considered as a source of lead for the production of lead sulphate in competition with other lower cost lead bearing materials which the Stauffer Chemical Company feel will prove much more attractive.

Very truly yours,



C. E. Johnson,
Superintendent.

GEJ/s
encl.

PNYC00001469

Main Office
CARBIDE AND CARBON BUILDING
230 NORTH MICHIGAN AVENUE
CHICAGO, ILL.
TELEPHONE STATE 7946

Stauffer Chemical Company

of Indiana

FACTORY OFFICE
FORSYTHE AND MICHIGAN AVENUES
HAMMOND, IND.

ADDRESS YOUR REPLY TO
Post Office Box 1353

March 29th, 1932

Plant Operating Rate	5-10 tons	10-15 tons
A L P account per month	Less than 100	Over 200

Reagents and supplies, operating

Sulphuric Acid	\$ 5.50	\$ 5.50
Ammonia	3.20	3.20
Barrels	3.75	3.75
Power, light, heating	3.75	3.75
Water and softening	1.02	.85
Fuel for drying	1.25	1.25
Miscellaneous	.25	.25
	<u>18.72</u>	<u>17.55</u>
Labor, operating	5.00	3.00
<u>Repairs, labor and supplies</u>	<u>2.00</u>	<u>1.25</u>
	25.70	21.80

General expenses

Depreciation	2.00	1.00
Superintendence	1.00	.50
Laboratory	.50	.25
	<u>29.22</u>	<u>28.50</u>
<u>Profit and overhead</u>	<u>7.00</u>	<u>5.00</u>
	\$36.22	\$28.50

First 100 tons per month	\$36.00 per ton basic sulphate
Next 100 " " "	32.00 " " "
Next 100 " " "	28.00 " " "
All over 300 " " "	25.00 " " "

PNYC0001470

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