

Reading, Penna.

December 7, 1962

Mr. S. T. Howell,
Cleveland (H)

IMPORTED ZINC 30% LEAD

cc: Mr. E. Schulte, Cleveland (HC)
Mr. P. C. Harney, Cleveland (H)
Mr. H. M. Warner
Mr. W. C. Rivens

P. C. H.
DEC 10 1962

We have no intention whatsoever of making any substitution for lead in Endurance Paint. I was merely pointing out the significant differences in the lead content of our Endurance and I note what you say about the 18-H leaded zinc.

However, I still come back to my previous statement in my last paragraph and that is that these products are of great interest to us in Specifications, prices are constantly lower than we can hope to meet, and it may be that such types of approaches are used by others to lower their prices, and hence, we should be aware of what is available.

L. F. WAGNER

LFW:MB

Frank:

Certainly you do have the right to use such materials as you see fit in any of your formulas, local or Specification.

What Steve is trying to say is that on national trade sales our long storage problems and inability to follow individual batches makes use of this type material prohibitive. Thanks much for such ideas - these have been noted and should be checked. Phil. 12/11/62

GLD34597