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NATIONAL LEAD COMPANY

111 BROADWAY

NEW YORK

F. M. CARTER
VICE PRESIDENT

July 7, 1930

Mr. F. E. Wormser, Secretary
Lead Industries Association,
420 Lexington Ave.,
New York, N.Y.

Dear Mr Wormser -

I attach copy of a letter just sent to Mr. Edward McCready, of the Grand Rapids Store Equipment Corporation, Grand Rapids, Mich. Mr. McCready formerly was with the Carter White Lead Co. and wrote me asking for some information regarding the Association of lead producers and manufacturers.

He will I know appreciate any information which you can give to him on the subject in general.

Yours very truly,


Vice President

PS: The reason for Mr. McCready's request is his statement that an effort is being made to organize a Trade Association in the fixtures industries.

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July 7, 1930

Mr. Edward McGready,
Grand Rapids Store Equipment Corporation,
Grand Rapids, Mich.

Dear Mr. McGready -

When the corresponders first formed an Institute in 1918 all members of the Association filed their published price lists, with the Secretary, and reported at frequent intervals production, stock and sales, the latter by tonnage. In addition to these statistics, each member, in case sales or quotations were made at other than the list filed with the secretary, would at once report the details of such sales or quotations to the secretary. This information was promptly disseminated by the secretary among the membership.

The above is a rough sketch of the essentials adopted by the Association, which lasted for two or three years.

Following the war period, the Department of Commerce commenced to collect and publish rather complete information regarding sales and production and it was thought that this information would probably suffice for the needs of the industry and the Lead Institute gradually ceased to function.

Something over a year ago the need was felt for more prompt and more frequent publication of these essential facts concerning production and stocks, and the Lead Industries Association was formed, with a membership composed of producers of pig lead and all manufacturers therefrom. This includes mixed metal manufacturers--those who make alloys of all kinds; miners, smelters, oxide manufacturers including most of the important users, and the white lead industry.

The Lead Industries Association compiles no statistics relating to prices, but they furnish weekly reports of tonnage and sales of pig lead sales, and monthly reports of production and stocks not only as to pig lead but lead products of various kind. Because the membership is very comprehensive, the information disseminated is very complete

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and as time goes on naturally becomes more valuable because of the background for comparisons.

At the moment I am unable to lay my hands upon a copy of the by-laws of the Lead Industries Association, but I am asking the secretary, Mr. F. E. Worsner, 420 Lexington Ave, New York City to send one to you)—also suggesting that if he can add anything of interest to this letter (I am sending him a copy) to do so.

I will look forward with pleasure to seeing you while I am at Spring Lake during August and as you can well understand, I am looking forward to the month of August, and life at the Michigan cottage.

With kind regards,

Yours very truly,

Vice President

July 7, 1930

Edward McCready, Esq.,
Grand Rapids Store Equipment Corporation,
Grand Rapids, Mich.

Dear Mr. McCready:

Mr. Carter of the National Lead Co. has kindly mailed me a copy of his letter to you of July 7th. As he requested in his letter I am mailing you under this cover a copy of our Constitution and By-Laws which will show you how we are organized. Please note that we selected the unincorporated type of trade association set-up. Some associations, as you know, prefer the incorporated type.

Our association was formed with the thought in mind that, after all, the various links in the chain from mine to finished product as represented by mining companies smelting and refining companies, and corporations fabricating the multitudinous lead products, have allied interests, and that what affects one link in the chain is apt to influence others. For that reason we attempt to provide all our members, whether buyers or sellers of pig lead, with statistical information relating to stocks, production and shipments, as Mr. Carter has described to you, covering not alone pig lead but also manufactured products.

Moreover, we are cooperating internationally in that we are exchanging our pig lead statistics with an organization in London gathering important statistics bearing on the world lead market.

If you are interested mainly in the statistical activities of trade associations I shall be glad to give you full details of our work, or how it is being handled.

We have, naturally, been engaged in a great number of other activities on behalf of our members such as representing them in Washington in connection with the tariff, Federal Trade Commission, and other matters. Then again, we are trying

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to develop new uses for lead through cooperative technical research, and otherwise. We are supporting medical research intended ultimately to improve sanitary conditions among users of lead. We expect soon to give lead some educational publicity in a modest way. Summing up we are devoting our energies to problems of common interest to the lead industries.

If you feel that there is anything in our experience which may prove useful to you please let me know, or, if you wish any supplementary data.

Very truly yours,

Secretary

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