



AMERICAN SMELTING AND REFINING COMPANY
PURCHASING DEPARTMENT
120 BROADWAY, NEW YORK 6, N.Y.

FRANCIS H. EICHLER
VICE PRESIDENT

December 29, 1958

Mr. Robert L. Ziegfeld
Secretary-Treasurer
Lead Industries Association
60 East 42nd Street
New York 17, N. Y.

Dear Bob:

I believe the draft of your proposed letter
is fully adequate and should do the needful without any
changes.

I am sure Simon Strauss will turn his copy
over to me when received and we will then be prepared to for-
ward to you a complete listing of our technical people, Supply
Agents, Buyers, etc.

Since such lists have proved quite useful to
the Zinc Institute, I feel they will also be productive for
you.

Best regards,

Cordially yours,

FHE-K

A handwritten signature in dark ink, appearing to read "Frank Eichler", written over the typed name "Francis H. Eichler".

December 24, 1958

Mr. Frank Eichler, Vice President
American Smelting & Refining Company
120 Broadway
New York 5, N. Y.

Dear Frank:

I am sorry that I have delayed so long in sending you a rough draft of the letter I propose to send to the executive in each member company who has the most direct contact with the Lead Industries Association. For example, in the case of your own Company it would be directed to Simon Strauss who would probably turn it over to you.

We naturally would hope that a similar procedure would be followed in other member companies.

May I have your comments and suggestions in connection with this letter? I have no pride of authorship so please make changes as freely as you wish.

With kindest regards,

Sincerely yours,

Secretary.

LIA22337

Draft

Date

SUBJECT: PURCHASING FOR
LEAD PRODUCTS

Mr. _____
Company
Street
City

Dear Mr.

The Industry Development Committee of this Association feels that all personnel who influence purchasing by member companies should receive all literature and other data issued by L.I.A. relating to the use of lead products. Naturally, it is good policy for members of the lead industry themselves to use to the fullest possible extent those lead products which are competitive in performance and cost with products of other industries. A partial list of such products is attached.

Won't you be good enough to provide us with the names and addresses of your engineering, purchasing or other personnel who influence purchasing in your Company so that they may be added to our mailing list? We, in turn, will see that they receive engineering and other data about lead products which will be helpful to them and permit them to make the fairest and most informed appraisal of lead products.

We want them also to know that we are in a position to lend them personal assistance of a technical nature and to help them find technical information about lead products that may not be readily available.

Very truly yours,

Secretary.

N 3429.02

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Partial List of Industrial Lead Products

<u>Use</u>	<u>Product</u>
Automobile body repairs	Body solder
Brass, free machining	Loaded brass
Building exteriors and interiors	Porcelain enameled aluminum Glossed tile Glossed brick
Cans	Terne plate
Chemical processing	Lead pipe Sheet lead tank linings Bonded lead linings Lead-brick linings Lead and lead-lined fittings and pumps Lead floors and troughs Lead fines
Communication lines	Lead sheathed cable
Fastening to masonry	Lead anchor bolts
Industrial trucks	Lead-acid battery: as
Laboratories	Lead pipe Lead traps and bends Lead sinks and plugs Lead table tops
Metal joints	Solder
Metal roofing	Lead-headed nails
Mine locomotives	Lead-acid batteries
Nuclear laboratories	Lead shielding Lead shipping containers Lead glass
Paint, all coats, wood	White lead paint
Paint, intermediate and top coats, steel or galvanized iron	Lead chromate paint Lead silico-chromate paint White lead paint
Paint primer, galvanized iron or steel	Red lead paint
Paint primer, steel	Red lead paint Lead chromate paint

<u>Use</u>	<u>Product</u>
Plumbing, drainage and vent systems	Lead pipe Lead traps and bends Solder Calking lead Vent pipe roof flashings Sheet lead shower pans
Power lines	Lead sheathed cable
Printing	Letter-press process from lead type
Roofing and flashing	Hard lead sheet
Roofing and siding, low cost	Turns plate
Sewers, cast iron	Calking lead Lead-glazed tile pipe
Stand-by power	Lead-acid batteries
Steel, free machining	Leadeds steels
Vibration isolation, buildings and machinery	Lead-asbestos pads
Water mains, cast iron	Calking lead
Water services	Lead pipe Solder