



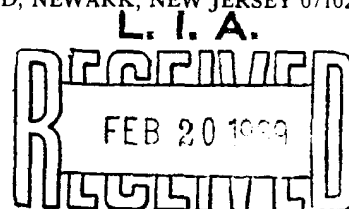
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EAGLE-PICHER INDUSTRIES, INC.

CHEMICALS AND METALS DIVISION • 1180 RAYMOND BOULEVARD, NEWARK, NEW JERSEY 07102

February 19, 1969

Lead Industries Assn. Inc.
292 Madison Ave.
New York, N.Y. 10017



Gentlemen:

A customer of ours, who is in the process of eliminating lead and lead coatings from their manufacturing specifications, states part of the pressure is being brought by the U.S. Department of Navy.

This account is currently working with two coatings - zinc-rich coatings and busan-barium metaborate. They feel these coatings are less toxic and more durable under extreme conditions (coatings for hulls of ships and other steel structure subjected to salt sea airs).

They have two basic questions:

1. Is lead water soluble?
2. To what extent is it soluble in water?

Not only do they coat ships, but steel used in water tanks. Both forms of steel are coated with one-type coatings in one operation. The other area of confusion comes when the steel is being welded with a lead coating applied. The manufacturer claims that cracks and pot holes develop which are detectable only under xray and that toxic fumes are given off when welding.

With the above facts, please comment, presenting me with information so I can go back to them and refute such arguments.

The pigment we currently market them is red lead and we are also trying to interest them in basic silicate white lead. When replying, please take these two pigments into consideration and develop your case around them.

Your assistance will be greatly appreciated.

Yours very truly

CHEMICALS AND METALS DIVISION
Eagle-Picher Industries, Inc.

Albert H. Bolger
Albert H. Bolger,
District Manager.

AHB:lmg

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