

# INTERNATIONAL SMELTING AND REFINING COMPANY

East Chicago, Indiana



Pigment Division

December 31, 1945

Mr. R. E. Dwyer,  
Executive Vice President,  
Anaconda Copper Mining Company,  
25 Broadway,  
New York 4, N. Y.

Dear Mr. Dwyer:

This is a summary of the sales position of zinc oxide and white lead for the month of November, 1945.

Table No. 1 gives a comparison of zinc oxide sales for October and November of 1945 and the corresponding months of 1944.

TABLE NO. 1

|          | <u>1945</u>  | <u>1944</u>    |
|----------|--------------|----------------|
| November | 963,900 Lbs. | 766,900 Lbs.   |
| October  | 814,850 Lbs. | 1,127,350 Lbs. |

Sales during November continued the upward trend from the low point for several years that was reached in September. This trend will continue in December and we feel that January will be better than December.

Despite unsettled conditions we are optimistic about our sales position beginning with the first of next year. Since we went competitive on price September 24th we have been laying the groundwork for regaining considerable of the tonnage we were forced to give up. While the volume is not large, bookings during the current month for shipment in the following month have been unusually good.

For December sales should be over 1,000,000 pounds. Total sales for 1945 through November were 14,586,700 pounds. For the same period of 1944 they were 15,283,383 pounds.

Table No. 2 gives a breakdown of sales according to paint, rubber, and miscellaneous industries.

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TABLE NO. 2

|               | <u>NOVEMBER</u> |                             |                |                             |
|---------------|-----------------|-----------------------------|----------------|-----------------------------|
|               | <u>Pounds</u>   | <u>1945</u><br><u>Value</u> | <u>Pounds</u>  | <u>1944</u><br><u>Value</u> |
| Paint         | 539,400         | \$ 40,396.50                | 238,300        | \$ 17,884.56                |
| Rubber        | 141,800         | 10,483.75                   | 278,800        | 26,689.25                   |
| Miscellaneous | <u>282,700</u>  | <u>21,986.38</u>            | <u>249,800</u> | <u>24,662.02</u>            |
|               | 963,900         | \$ 72,866.63                | 766,900        | \$ 69,235.83                |

  

|               | <u>OCTOBER</u> |                             |                |                             |
|---------------|----------------|-----------------------------|----------------|-----------------------------|
|               | <u>Pounds</u>  | <u>1945</u><br><u>Value</u> | <u>Pounds</u>  | <u>1944</u><br><u>Value</u> |
| Paint         | 370,950        | \$ 27,369.02                | 376,650        | \$ 28,544.00                |
| Rubber        | 265,000        | 19,300.00                   | 550,650        | 52,703.38                   |
| Miscellaneous | <u>178,900</u> | <u>14,044.39</u>            | <u>200,050</u> | <u>20,162.88</u>            |
|               | 814,850        | \$ 60,713.41                | 1,127,350      | \$ 101,410.26               |

Sales of zinc oxide to the paint industry continue at a good rate. This is due principally to the demand for leaded zinc oxide. If we could purchase sufficient lead sulphate I believe that we could sell 1,000,000 pounds of leaded zinc oxide per month at the present time. Some of the increase in sales to the paint industry is also accounted for by business on lead-free zinc oxide that we have regained since we became competitive on price.

On the other hand, sales to the rubber industry continue to lag. We believe that this is due principally to the fact that our largest customers, most of whom have not purchased since V-J day, had large inventories on hand at the time the war ended. We expect that they will be in the market for our zinc oxide after the first of the year and this should materially improve our position.

Table No. 3 gives a breakdown of zinc oxide sales for November according to the three classifications.

TABLE NO. 3

|                            |                     |
|----------------------------|---------------------|
| U.S.P. Quality             | 155,800 Lbs.        |
| Seal                       | 57,100 Lbs.         |
| Other Lead Free and Leaded | <u>751,000 Lbs.</u> |
|                            | 963,900 Lbs.        |

Table No. 4 gives the average sales price per pound for the past three months.

TABLE NO. 4

|                                 | <u>November</u> | <u>October</u> | <u>September</u> |
|---------------------------------|-----------------|----------------|------------------|
| Average Sales Price - Per Pound | 7.560¢          | 7.451¢         | 8.375¢           |

The average sales price for November was a little over the range of 7.35 to 7.50 that was predicted. However, the average sales price will not fall far out of this range.

Table No. 5 gives a comparison of white lead sales for October and November of 1945 and the corresponding months of 1944.

TABLE NO. 5

|          | <u>1945</u>    | <u>1944</u>    |
|----------|----------------|----------------|
| November | 1,132,733 Lbs. | 1,242,395 Lbs. |
| October  | 878,833 Lbs.   | 1,288,144 Lbs. |

Sales for November were up substantially over October. As indicated in my last report these fluctuations in sales are due to timing more than anything else. Our over-all stock at East Chicago is low and we do not always have the particular grade that the customer wants which sometimes causes us to hold orders over into the next month.

Sales for December will be approximately 900,000 pounds. Since we started the white lead plant on September 15th sales have been a little under production. Stocks at East Chicago and in warehouses have had but a moderate increase.

Sales for 1945 through November were 7,865,208 pounds. For the same period of 1944 they were 11,753,897 pounds.

Table No. 6 gives the average sales price per pound for dry white lead for the past three months.

TABLE NO. 6

|                                 | <u>November</u> | <u>October</u> | <u>September</u> |
|---------------------------------|-----------------|----------------|------------------|
| Average Sales Price - Per Pound | 8.362¢          | 8.442¢         | 8.376¢           |

To summarize, zinc oxide sales during November continued the upward trend from the low for several years that was reached in September when we went competitive on price. This upward trend will continue in December and we expect January to be even better.

Mr. R. E. Dwyer

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December 31, 1945

Dry white lead sales for the fourth quarter will be slightly under production. We expect this situation to continue through the first quarter although linseed oil is a retarding factor as regards activity in the paint industry.

Very truly yours,

*F. E. Hurless*  
Sales Manager

F.E.Hurless:ho

cc: Mr. Frederick Laist /  
Mr. G. E. Johnson  
Mr. F. O. Case

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