



EAST CHICAGO, INDIANA

February 10th, 1933

Mr. Frederick Laist,
General Metallurgical Manager,
Anaconda Copper Mining Company,
Room 1720 - 25 Broadway,
New York, N. Y.

Dear Mr. Laist:-

Under date of January 6th the Purchasing Department advised us that our Acetic Acid Contract for 1933 had been placed with the Sherwin-Williams Company at a price of \$4.83 per cwt. delivered, East Chicago, Indiana. Upon inquiry, I was advised by Mr. Rice that the following prices had been quoted for delivery of acetic acid for 1933:

Acetic Acid Quotations

General Chemical Co.	\$4.75 per cwt.
Sherwin-Williams Co.	4.83
Grasselli Chemical Co.	5.00

The above prices are all based upon delivery to our plant at East Chicago.

In the past, we have obtained our acetic acid either from the General or the Grasselli Chemical Companies. Both of these firms have given us a satisfactory product and good service. I know of no reason why Sherwin-Williams should be given this business at a higher price than the General Chemical Company. It is quite likely that Sherwin-Williams obtained the business as a matter of reciprocity between the Anaconda Copper Mining Company and their firm, as I understand Sherwin-Williams buy a large quantity of arsenical products. Sherwin-Williams also purchase a considerable tonnage of refined lead for use in their Chicago plant.

You will perhaps recall the unfortunate situation which developed with Sherwin-Williams in connection with the Devos and Reynolds contract. Their attitude on this contract was of no help to the Anaconda Lead Products Company, and therefore I feel that the Anaconda Lead Products Company should,

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if possible, avoid purchasing supplies from Sherwin-Williams. I fully realize the delicacy of reciprocity in business, and do not believe any change should be made in our 1933 contract but hope that before any contracts are signed for 1934 that we may be able to obtain our acetic acid from some other firm.

From the standpoint of the Anaconda Lead Products Company, it should be the last of the Anaconda subsidiaries which should be forced to do business with Sherwin-Williams in as much as they are direct competitors in this field, and are obviously interested in shutting down the White Lead Plant if possible.

Very truly yours,

G. E. Johnson,
Superintendent.

GEJ/s

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