

California Historical Society
for reference use only

Oct. 31, 1919

PRIVATE

Messrs. W. F. Fuller & Co.,
San Francisco, Calif.

Gentlemen:-

ZINC OXIDE:

Mr. H. W. Henderson, assistant sales manager of the New Jersey Zinc Co., called on us today in reference to contracting for Zinc for the balance of this year and the first quarter of 1920.

As you know, they discontinued sending out notices to the trade of changes in price, some time ago. It is their desire however to protect their old friends as much as possible and with this object in view, Mr. Henderson suggests contracting now for all the Zinc we expect to use up to March 31st, 1920, on the Florence Brand Zincs as well as the Standard and Lehigh (35%), at present contract prices.

His reason for making this suggestion is that the price of the Florence Brand Zincs will advance the first of January and the indications are that the other grades will also advance.

We can either have contract dated November 1st or January 1st as you prefer. Mr. Henderson mentioned