

**Table 3.4.3 H: Fishing Sinkers – Ceramic**

<b>Financial Parameter</b>	<b>Measure/Metric</b>	<b>Source of Information</b>
<i>Required Data</i>		
Initial purchase price for chemical/alternative	<p>According to a manufacturer of ceramic sinkers, ceramic sinkers cost 33% more per pound than lead.</p> <p>Lead raw material price: \$0.65/lb, Platts Metals Week North American producer price, December 2005.</p> <p>A major U.S. fishing sinker manufacturer, Water Gremlin, said that its cost to purchase lead was \$0.30/lb in 2003.</p>	<p>McMahon, 2006b</p> <p>Gabby, 2006a</p> <p>Myers, 2003</p>
Initial purchase cost for end-product/component	<p>Slip Sinkers: Prices range from \$0.33 for a 1/2 oz sinker purchased in a package of 24 to \$0.42 for a 1/2 oz sinker purchased in a package of 12. Prices are approximately 2 to 3 times the price of lead slip sinkers.</p> <p>Note: The ceramic sinkers were sold in packages with smaller quantities of sinkers than the equivalent lead sinkers, which may affect a per unit price comparison.</p>	<p>Big Ten, 2006</p> <p>FishUSA, 2006</p>
Availability of chemical/alternative	<p>Availability of steatite ceramic would not be affected by increased production of ceramic sinkers. Talc, including steatite, is mined in many countries including the U.S. and is used in a wide variety of products, including paper, talcum powder, paint filler, and ceramic products such as electrical insulators. U.S. mines produced around 1 million metric tons of crude talc ore per year during the 1990's.</p>	<p>USGS, 2000</p>
Availability of component/end-product	<p>Ceramic sinkers were not available at three major online retailers (Cabela's, Bass Pro Shops &amp; FishUSA.com) or at Wal-Mart stores. An internet search located only one company selling ceramic weights (Big Ten, 2006).</p>	<p>Bass Pro, 2006</p> <p>Big Ten, 2006</p> <p>Cabela's, 2006</p> <p>FishUSA, 2006</p> <p>Wal-Mart retail store, Bellingham, MA, March 2006.</p>
Capital costs	<p>Ceramic sinkers are produced in a mold and then fired in a high temperature furnace. This manufacturing process is significantly different than the molding process used to produce lead sinkers and therefore a significant capital investment would be required to switch from lead sinker production to ceramic sinker production. A manufacturer of ceramic sinkers, Big Ten Tackle, avoided the investment in production equipment by outsourcing the production of the ceramic components to a company that specializes in the production of ceramic parts.</p>	<p>McMahon, 2006b</p>