

Table 3.4.3 I: Fishing Sinkers – Steel

	Financial Parameter	Measure/Metric	Source of Information
<i>Required Data</i>			
	Initial purchase price for chemical/alternative	<p>The price for hot rolled steel plate in Dec 2005 was approximately \$0.29/lb (steelonthenet, 2006).</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>steelonthenet, 2006</p> <p>Gabby, 2006a</p> <p>Myers, 2003</p>
	Initial purchase cost for end-product/component	<p>Bullet Weights: Prices range from \$0.07 for a 1/16 oz weight to \$0.19 for a 3/4 oz weight. Prices are approximately 1 to 2 times the price of lead bullet weights.</p> <p>Egg Sinkers: Prices range from \$0.12 for a 1/4 oz sinker to \$0.37 for a 1 oz sinker. Prices are approximately .7 to 2 times the price of lead egg sinkers.</p> <p>Note: The steel sinkers were typically sold in packages with smaller quantities of sinkers than the equivalent lead sinkers, which may affect a per unit price comparison.</p>	<p>Bass Pro, 2006</p> <p>Cabela's, 2006</p>
	Availability of chemical/alternative	Global crude steel output in 2005 was 1,129 million metric ton. Increased production of steel fishing sinkers will not affect supply or price of steel.	ISSB, 2006
	Availability of component/end-product	Steel bullet weights and egg sinkers were available at two major online retailers (Cabela's & Bass Pro). A Wal-Mart store did not carry steel sinkers. Steel split shot sinkers were not available at several major retailers (store and online).	<p>Bass Pro, 2006</p> <p>Cabela's, 2006</p> <p>FishUSA, 2006</p> <p>Wal-Mart retail store, Bellingham, MA, March 2006.</p>
	Capital costs	Manufacturers switching from lead to steel would be required to make significant investments in capital equipment. The high melting point and hardness of steel make it impractical to manufacture steel sinkers using a molding operation. Steel sinkers can be produced using machining operations (Ellis, 2006). An alternative to investing in steel machining equipment would be to outsource the production of the steel weights to a supplier with steel machining capabilities.	Ellis, 2006