

Notes of a meeting in P. J. Raleigh's office re Arsenic Sales
March 28th, 1979.

Present: P. J. Raleigh
L. S. Price
T. J. Desanti
P. Zeraldo
J. Hite)
J. Kozak) of Koppers

I attended the meeting from approximately 9:15 a.m. to 11:00 a.m. during which time there was a rambling discussion on what Giant had in mind with regards to arsenic purification, the market for arsenic at different purities and a requirement for some commitment from Koppers as to whether they wanted any of our product.

There was also a considerable discussion as to the ^{wa} amonia leach process, which clearly indicated that Giant had considered the process and discarded it as being unacceptable because of the impurities in the product. Koppers noted that these impurities were not detrimental to their use and that the process could give a product acceptable for the wood preservative industry.

Desanti covered the market indicating that the lowest netback would come if we sold to Koppers and that we felt it would be necessary to develop a high purity product to make sure that there was as broad a ^{base} market as possible. There was a fair amount of discussion on what our production of 6,000 tons per year would do to the market price. Hite tried to make a point of saying that there was a lot of material available and that they weren't tied to the Giant source of supply if it was going to be too costly. They are looking for a 10¢ saving by using our product. I immediately replied that this was out of line as did Pat Raleigh.

There was also mention of a royalty being paid to Koppers on the basis of the technology they develop for the use of amonia, either for their production that they used in their own operation or at a lower rate of royalty if it was to be applied to all the products sold using this process.

The secrecy agreement was touched on. I indicated that I wouldn't sign it. I also suggested that maybe Giant should be a co-author of the new technology and left it at that. There was no real response from Hite.

After I left the meeting, evidently discussion carried on for a little while longer and it was left with Hite saying he would write a letter to us explaining what he wanted. There was a commitment to take a 1,000 tons per year of our product for a two year period if we wanted to go to the hot water leach process and not use "their" process.

