



CRYSTAL CHEMICAL COMPANY • 1525 N. POST OAK ROAD • HOUSTON, TEXAS 77055

February 24, 1981

Mr. Dan Zeraldo  
Falcon Bridge Canada  
P. O. Box 40  
Commerce Court West  
Toronto, Ontario M5L1B4

Dear Mr. Zeraldo:

It was a pleasure speaking with you on the phone yesterday and it was a most encouraging conversation to me that we had had since we began talking in early 1980.

This is confirming that we are a consumer of arsenic trioxide in which we use it as a raw material in manufacturing monosodium acid methanearsonate, a very important herbicide used throughout the world where climates during growing season exceed 80°F.

Further we installed a vacuum pneumatic unloading system for arsenic trioxide in 1969 with ASARCO being our primary supplier. We have purchased material from Sweden, France, and Peru the past few years because of ASARCO's inability to supply our increased needs. Our minimum increased need at this moment would be 200 tons per month of your 90%  $\text{As}_2\text{O}_3$  which we believe we can use, but we will not actually know until we have received a truckload, unloaded it and then run it through our system. We are presently paying ASARCO \$700.00 per 2,000 lb. ton delivered Houston in hopper cars. They guarantee 95% minimum but it consistently ranges in excess of 97%. This would be equivalent to a value of your 90% material of \$649.00 per ton delivered Houston in bulk.

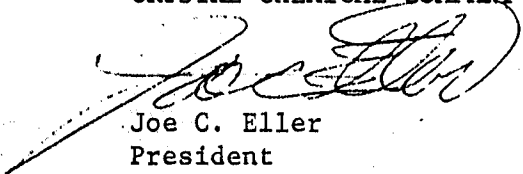
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As I told you on the telephone we would be willing to pay a slight premium in order to receive the material provided we could use it without too many excess problems. We will further be willing to sign a contract to take 200 tons per month of the material for a period of one to two years with the price being tied into the ASARCO price, as it would probably increase over that period of time.

Please study your situation and if at all possible arrange for us to get at least one truckload of material to determine if we can go further with a permanent arrangement.

Sincerely,

CRYSTAL CHEMICAL COMPANY



Joe C. Eller  
President

JCE:bjm