



To: Giant Yellowknife As<sub>2</sub>O<sub>3</sub> File  
Subject: Giant Baghouse Dust.

Date: February 25, 1981

D.J.E. FEB 26 1981

INTER-OFFICE MEMORANDUM

From: D.N. Zeraldo  
Copies to: DJE, PJR, TJD

I received a call February 23, 1981 from Joe Eller (who I believe is President) of Crystal Chemical Company in Houston, Texas. The following is a summary of the major points discussed:

1. Crystal Chemical is a large producer of arsenic acid and other arsenic based agricultural chemicals with an annual As<sub>2</sub>O<sub>3</sub> consumption of 4,000 SDT.
2. Eller buys his requirements primarily from Asarco but over the last year has experienced increasing difficulty in getting supplies from Asarco, Boliden, and Salsigne.
3. Eller has made at least 4 phone calls to me in the past 10 months since he learned of Giant's sale to Koppers.
4. Eller's plant can accept crude Arsenic Trioxide as low as 90% As<sub>2</sub>O<sub>3</sub>.
5. Eller's call to me was as a result of an offer made to him very recently by an individual in California associated with "Mineral Research and Development Corporation" in N. Carolina. Apparently the material being offered is identical to Giant Baghouse dust.

My concern here is that if Giant has additional baghouse dust it wants to sell, it should be handled directly by the marketing department which will deal with the potential end users directly. Involvement of middlemen will result in a higher price paid by the buyer and a lower netback to Giant.

6. I told Eller to send me a letter outlining all his requirements and a price he is prepared to pay. Eller agreed to do this.

  
D.N. Zeraldo

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