

Meeting with T. Desanti
Re: Marketing of Arsenic

February 26, 1979

He reviewed briefly the work they had done so far on determining the market. There are two firms in Texas that will take 5-10,000 tons per year and seemed prepared to purchase up to 2,000 tons of our product.

In Buffalo, Osmos uses 2,500 tons per year and may take as much as 1,000 tons from us.

In all he feels we could be looking at something like 6,000 tons and not have to sell at a discount to Koppers.

He noted that at 23 cents per pound, the payback on our plant would be one year, at 18 cents one and one-half years and at 13 cents 2 to 3 years.

From the work done to date he feels that the project looks very encouraging. He made some comment about who would be involved in the selling of the product, as Raleigh is involved to some extent in his talks to Koppers. I indicated that the reason Raleigh was talking to Koppers was because of their initial involvement and that eventually when we get to selling the product we would be handling it through the Marketing Department.

