

Notes of a Meeting in Toronto

March 1 and 2, 1979

Re: Arsenic Sales

With: P.J. Raleigh on March 1st.

P.J. Raleigh, L.S. Price and H.T. Evans on March 2nd.

In the first meeting Raleigh and I discussed the marketing aspect of the arsenic program. I mentioned that Desanti was concerned as to whether the Marketing would be handling it or Engineering. It was agreed that Marketing would be handling the sales, but that we did have a commitment to Koppers.

Raleigh was meeting in a few minutes with Desanti and the Trimac people who were interested in trucking the product. The capital required for us to develop our own trucking fleet would be something like a half million, and this has not been included in the estimates to date. The trucking costs have been included in the overall assessment assuming that somebody else would be doing the work.

Raleigh also noted that Koppers has, or is developing another method to purify the arsenic and is less capital intensive and requires less energy. They will want us to sign a secrecy agreement. I suggested that we better not sign any agreement if we have the technology somewhere within the group.

The meeting on March 2nd carried on the discussion of the above. Raleigh had a copy by this time in telex form of the secrecy agreement from Koppers. The Falconbridge legal department will take a look at it before we agree to it.

There followed considerable discussion on what the technology might be and how we might protect ourselves and take the sting out of such an agreement. Evans and Price are to get together and draft up a memo to give us some protection. Price made a call to Hatch to see if he knew of any technology.

Evans stated that it would probably be a caustic solution with ion exchange or solvent extraction.


D. J. Emery