

Meeting Notes, November 3, 1978
2:30 to 3:00 p.m.
Re: Arsenic Sales

*(met, file &
then show over)*

Present: P.J. Raleigh; L.S. Price; D.J. Emery
Hite, Beattie plus 2 others from Koppers

We met briefly in Raleigh's office following lunch and talked generalities only. Some further comments made on pricing and it would appear that Koppers are going to be accomodating to some extent in that they are not expecting (at least Hite isn't) to make a killing on the resale of arsenic.

They do not seem to have any interest in the gold contained in the residue. They would also prefer to see us just sell them arsenic and not be involved in the upgrading facility.

Hite indicated that they had a substantial inventory on hand to which I suggested that maybe there was no rush for us to come to some sort of an agreement, i.e., I was more or less calling his bluff. He back-tracked a bit saying that they wanted to know who they were going to be dealing with and would like to get this thing firmed up as soon as possible.

We indicated to them that we are considering our options and also the possibility of an upgrading facility and that by the end of the year have hopes to have some ideas on which route we would like to go. This timetable seems to be satisfactory to them.

We indicated that we were not about to sign their letter of agreement and that there were a number of points that we would want to thrash out with them before we got anything in writing.

DJ

D. J. Emery

DJE:jc
Nov. 7/78