

Koppers (Convey. Co.)

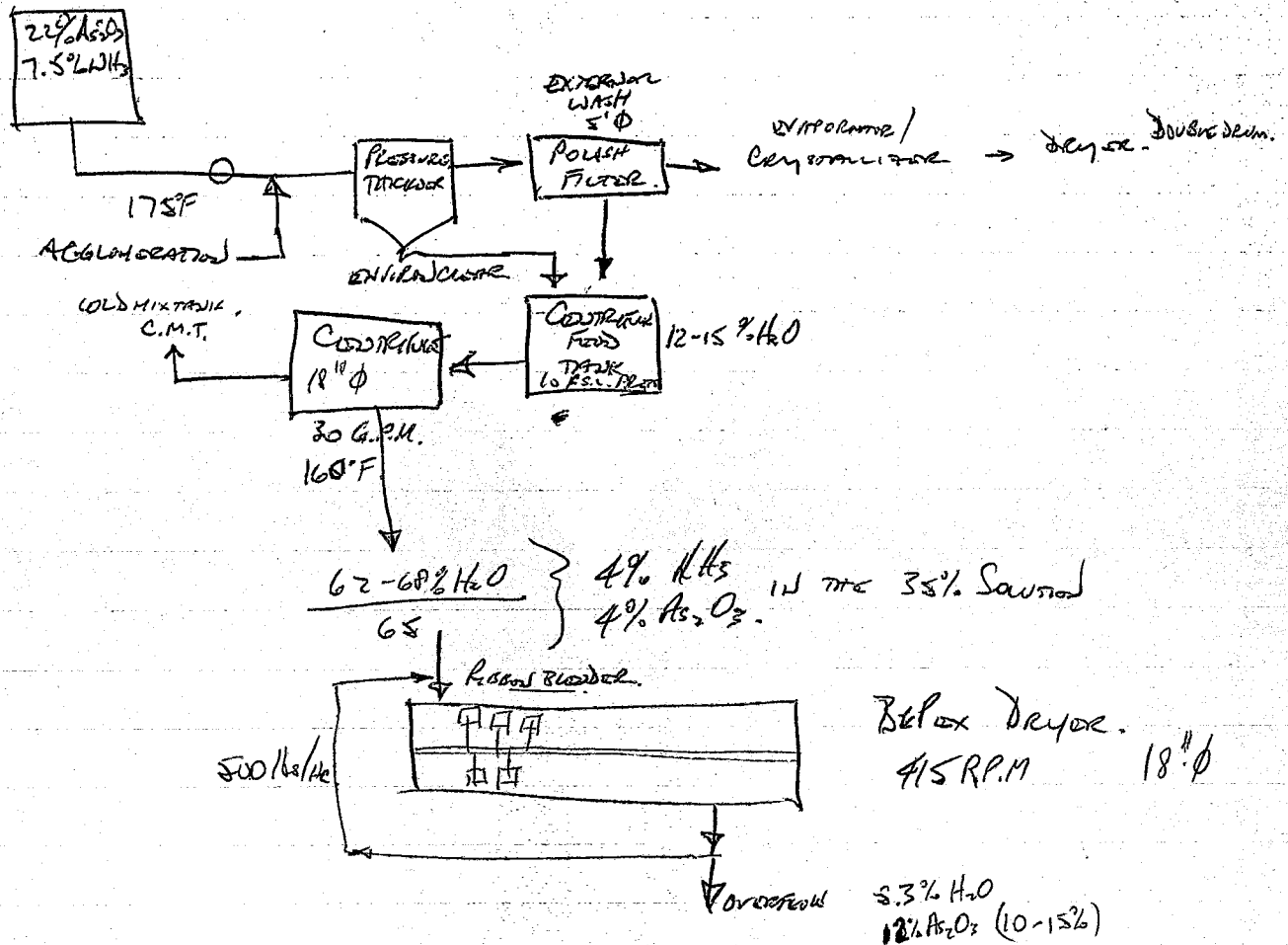
1 April 83

FRANK KLASNICK - OPERATIONS MANAGER.

Expressed difficulties with quality of feed material - 2 shipments of 70% As_2O_3 plus 2 more w-route. Reviewing the recent shipments we find 1 @ 71.8% ; 1 @ 79%. All others have been in the 83-84% level. Lowest 1985 shipment is total.

Brian Stuart Convey Plant Manager.

FRANK - Tank driver.



Loss that 22% H_2O is basically
FREE FLOWING.
TEST UNDER FEASIBLE CONDITIONS

- WHAT KIND OF PROBING FILTER ARRANGEMENT TO CON USE FOR CRYSTALS.
- Koppers plan is to produce 3000 tons/yr. As_2O_3 crystals. (THIS YEAR) ^{Have to double by next year?}
- Current production (4 1/2 day wk) = 100,000 lbs. As_2O_3 crystals.

Current production is 100,000 lbs./wk. Refined As_2O_3 (50 tons)
This utilizes about 50 tons per week of Giant Crude; Balance is from other sources of As_2O_3 .

Plants anticipate 6,000 tons of refined As_2O_3 from their facility by Fall or year end. Installation of the evaporation - crystallization unit is ready to start. Needs 6 + weeks (say June).

They have had much more success (with the residue dryer) in producing suitable residue. It operated most of last week (1st week of prodⁿ) under test conditions (up to 4 hrs continuous) by recovering 500 lbs/hr. back to the feed. Still problems with vacuum feed material particularly from the leaf filter discharge. The environmental thickener is operating very well in their opinion.

They have experienced significant difficulty with Low Grade Crude - their analysis shows a poorer quality than ours. They complained about 2 loads treated earlier (< 70% As_2O_3) and 2 loads to come. It may be worthwhile to phone Don Marion and advise him of current quality.

If their residue comes out like the sample they showed us we should be able to handle in bulk for return to Giant. They can produce a 5% H_2O product (some dusting) to a 15% H_2O product. We asked them to check physical characteristics under freezing conditions. High moisture produces a larger sized (pen-size) product that should handle well by tanker.

Demand.

Partnership.

Capital.

Net-Back. (Profit)

Risks.

Coppers

2500 Tons Giant Cause / yr.
↑ 3500 Tons " "

NIL

0

2¢ / lb. As_2O_3 = \$8500 / yr.

Applied

20,000,000 lbs. C.A.
↑ 40,000,000 lbs C.A.

65%.

\$3,000,000 U.S.

$\frac{5000 \text{ Tons} \times 2000 \times .15}{0.85}$ (CRUDE) (GIANT)
\$1,750,000
+ Net / lb. C.A. = .30 ÷ 2 (GIANT %)
\$3,000,000

4,750,000
- 1,000,000 / yr. w/o.
\$3,750,000

Payback < 1 yr.

Plant won't be economic -
shut down - left with no
markets.

Never receive a suitable
price even if it operates

Investment made - market
not developed or accepted.
(Applied now has 10% of C.A.
- minimum guaranteed volume)
- Can't recover enough As_2O_3
quickly enough to supply.
- Find ourselves with
incompatible partners.