

FILE NAME: RT Vanderbilt (RTV)

DATE: 1972 Nov 7

DOC#: RTV170

DOCUMENT DESCRIPTION: Desert Minerals Inc., Memo RE Talc
National Account Candidates with National Account List

EBS

Desert Minerals, Inc. - Carson
November 7, 1972

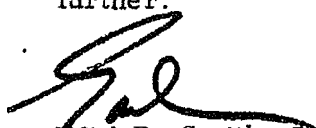
Fred Richards

cc: P. A. Martinson
H. R. Keefe
H. Kranich
N. B. Scheffel
R. F. Bassett

TALC NATIONAL ACCOUNT CANDIDATES

Attached is a listing of suggested national accounts for servicing of DESERTALC® and CYCLONIZED® products. These are primarily multi-operational accounts having various combinations of executive offices, research facilities, and product facilities. Undoubtedly many are common to Celite products.

Your help would surely be welcome at all of these accounts --- and possibly others which we have overlooked. Let me know if you want to discuss this further.



Carl B. Smith, Sales Manager

Enclosure

EBS:jec

Pako Corporation

Pfizer Inc.

Phillips Petroleum

Procter & Gamble Company

F. H. Ross

Jos. Schlitz Brewery

~~S~~ Sears Roebuck & Co.

~~S~~ Shell Oil

~~S~~ Sherwin Williams Company

~~S~~ Southwest Chemicals & Plastics

Stauffer Chemical Company

Sunkist Growers (Lemon & Orange)

Texaco

Thompson-Hayward Chemical

Treck Photographic

Union Carbide Corporation

Upjohn Company

Van Waters & Rogers

NATIONAL ACCOUNTS -- Desert Minerals, Inc.

I. PAINT

- The Glidden-Durkee Company
- Benjamin-Moore & Co.
- Celanese Coatings Company
- DeSoto Chemical Coatings, Inc.
- E. I. DuPont de Nemours & Co.
- Grow Chemical Coatings Corporation
- Inmont Corporation
- N. L. Industries
- National Gypsum Company
- O'Brien
- The Sherwin-Williams Co.

II. PAPER

- American Can Company
- Boise Cascade Corporation
- Crown Zellerbach Corporation
- Georgia-Pacific Corporation
- Great Northern Paper Company/ Nekoosa
- Hammermill Paper Company
- International Paper Co.
- Kimberly-Clark Corp.
- Mead Corp.
- St Regis Paper Co.
- U. S. Plywood-Champion Papers, Inc.
- Westvaco Corp.
- Weyerhaeuser Co.

CANADA

- Abitibi Corp.
- Canadian International Paper Co
- Domtar Ltd

III. PLASTICS

- Amoco Chemical Company
- Enjay
- Shell Chemical Company

(CONTINUED)

NATIONAL ACCOUNTS--DESERT MINERALS, Inc. (Page 2)

IV. RUBBER

Firestone
Goodrich
Goodyear
U. S. Rubber

V. OTHER

Avon
—Ford Motor Co.

EBS:jec

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