

Cyprus Industrial Minerals Company

CALL REPORT

RWG

2/9/76

SALESMAN

ACCOMPANIED BY

DATE

Telephone

Z-1

COMPANY

ADDRESS

INDUSTRY

COLGATE-PALMOLIVE COMPANY, New York, New York

PERSONNEL AND TITLES (X - INFLUENCES BUYING) IC - CALLED ON

Bob O'Connor, Purchasing Agent

4/13/3

OBJECTIVE:

Try to get an appointment with this gentleman and discuss cosmetic talc.

SUMMARY:

Unfortunately, Margaret Lewis is the buyer directly involved with talc and she is on vacation and will be back next Tuesday. I will contact her at that time to discuss our Olympic talc.

ACTION REQUIRED:

Try to see Margaret Lewis as soon as possible.

RWG:bnk
Rec'd 2/17/76
Typed 2/27/76

PLAINTIFF'S
EXHIBIT
CAM-73

EXHIBIT 1
WIT: Mulryan
DATE: 7-17-15
G. LUCAS, RPR, RMR, CRR, CLR

FOLLOW-UP

CYPRUS

CYP00000700

Cyprus Industrial Minerals Company

CALL REPORT

MDH

SALESMAN

ACCOMPANIED BY

2/12/76

DATE

40 minutes

Z-1

COMPANY

ADDRESS

INDUSTRY

COLGATE-PALMOLIVE COMPANY, Jeffersonville, IN

PERSONNEL AND TITLES (X - INFLUENCES BUYING) IC - CALLED ON

S. Eugene Bricker, Coordinator

fm 3/3

(X) RWB

OBJECTIVE:

Learn if there was still a one source talc user.

Try to see if we can find a key for Ron Grexa to turn in New York.

SUMMARY:

1. All of their talc is still bought from Whittaker, Clark & Daniels.
2. Bob O'Conner at 300 Park Avenue, New York, is the man to see according to Gene.

DETAILS:

Listed below are the specifications which Colgate-Palmolive has for their talc:

Ap. Density 0.82+0.10 gm/cm³
100% through 100 mesh (US Screen)
98% through 200 mesh minimum
88% through 325 mesh minimum
Alkalinity as Na₂O 2.0% maximum
Acid soluble iron as Fe₂O₃ 0.75% maximum
As 3ppm maximum
Pb 20ppm maximum
Soluble in N/2 Hd 2.0% maximum
Microbiological content 100 col/gm maximum
Bacteriologic Count No gas forming organisms

Run most probable number test per lab SPI 2302 -(see below)
using 15 tubes of/fluid thioglycollate containing
dextrose with the 10% slurry.

Incubate all tubes at 37°C for 48 hours, inspecting
for gas surface bubbles at 18-24 hours and 48 hours.

(Omitted: Euton broth. Inoculate 5 tubes of)

FOLLOW-UP

CYPRUS

CYP00000698

CALL REPORT

COMPANY

ADDRESS

INDUSTRY

COLGATE-PALMOLIVE COMPANY, Jeffersonville, IN

PERSONNEL AND TITLES (X - INFLUENCES BUYING) IC - CALLED ON

PAGE 2

Gene thought that they should be having a second source, the usage at Jeffersonville is 1200 tons per year and their use in their east coast plant is about 1800 tons per year, all bought from a single source. Gene just can't see why they wouldn't do handsprings over our approaching them. He also indicated that the price of the Whittaker, Clark & Daniels material is approximately 7-1/2¢ a lb. They presently receive it in truckloads from Alabama but they do have rail facilities at this plant. He sees no reason why they wouldn't be able to receive it in carloads on Double Face 4-Way Entry Wooden Pallets.

ACTION:

Ron Grexa, the ball was in your court and I am sure that you can smash it into Colgate's court and win the game.

MDH:bnk

Rec'd 2/18/76

Typed 3/2/76

FOLLOW-UP

CYPRUS

CYP00000699

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN	RWG	ACCOMPANIED BY	DATE
TIME	1 hr.	INDUSTRY CODE	3/30/76
COMPANY	Colgate Polmolive	ADDRESS	INDUSTRY
PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)			

Margaret Lewis - PA

4/21

OBJECTIVE:

Introduce our Olympic talc.

SUMMARY:

Presently using WCD Alpine talc at both their Jeffersonville, Indiana and Jersey City, NJ plants. Margaret estimates usage at approximately 1,000/tons per year and this figure is much lower than what MDH came up with at Jeffersonville. Buying carloads in Jersey City and storing it in a local warehouse and taking it out when necessary. Buying direct truckloads from Alabama to Jeffersonville, Indiana. Margaret extremely happy with their present supplier but would entertain an alternate source. Our delivered price in carloads of 7½¢/pound or less depending on location is higher than competitive prices but I tend to doubt that this is so based on information from other customers. Margaret requested that I send a 5# sample of Olympic talc to Mr. Carl Shumway at their Piscataway, NJ Research Center with a cover letter. This I will do.

ACTION REQUIRED:

SEnd appropriate sample as well as cover letter and follow up.

RWG:kah

rec'd: 4/6/76

typ'd: 4/7/76

FOLLOW-UP

CYPRUS
CYP00000697

Cyprus Industrial Minerals Company

CALL REPORT

DATE	4/12/76
TIME	RWG
INDUSTRY CODE	2-1
ADDRESS	telephone
INDUSTRY	

COMPANY

Colgate Palmolive Res. Center Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marsh - Chem

fm 4/26

OBJECTIVE:

Return call.

SUMMARY:

Frank wanted to discuss our Olympic talc, and asked for a meeting. Told Frank this would possible and we set a meeting for April 19 at 10:00AM. In the meeting will also be Carl Shumway and a Mr. Joe Simko. In particular Colgate is interested in our asbestos content and how we check for it. Will discuss all these variables on April 19.

ACTION REQUIRED:

Make sure all information is available on our methods for detecting asbestos when I meet with Colgate on the 19th.

RWG:kah

rec'd: 4/20/76

typ'd: 4/20/76

FOLLOW-UP

CYPRUS

CYP00000691

Cyprus Industrial Minerals Company

DATE

ACCOMPANIED BY

DATE

RWG
TIME

4/19/76
INDUSTRY CODE

CALL REPORT

3 hours, incl. lunch

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Palmolive Research Center, Piscataway, NJ
PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner, Toiletries Division, Karl Shumway, Section Head,
John Focz, Analytical Dept. Toiletries

Joe Simko, Analytical Dept.
Emily Owen, Bacteriological Dept.

ms/s

OBJECTIVE:

At request of Colgate, sit down and discuss Olympic Talc and, in particular, asbestos.

SUMMARY:

Had a good session with these people, and they are not getting the proper cooperation from WC&D and they are, therefore, very interested in another source who will give them the appropriate asbestos information they desire.

DETAILS:

Most concerned with the fact that they would like a certification on each lot of Olympic Talc milled, with regard to asbestos determination by X-ray diffraction techniques, and possibly also by TEM techniques with a specific area electron diffraction pattern. Told them that I would discuss this with LDM and was fairly certain that we would be at least able to give them the X-ray diffraction on every particular lot. They feel that our Olympic Talc is not exactly as smooth as their present Whittaker source out of Alabama and that there would probably have to be some customer acceptance testing. I personally felt the two talcs while at the meeting, and I would not like to stake my life on which was smoother. *No-yes*

It appears as if they would be very interested in our materials if we would give them some help with regard to asbestos information.

Karl will be looking at our Olympic Talc, to determine whether or not it fits their specifications, and will be getting back to me shortly with some information. If, in fact, we can give them the proper density material, they will then go into some customer testing.

FOLLOW-UP

CYPRUS
CYP00000689

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

RWG w/HTM

ACCOMPANIED BY

DATE

6/2/76

TIME

one hour

INDUSTRY CODE

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Palmolive Co., New York City, NY

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Margaret Lewis, P.A.

fm 6/24

OBJECTIVE:

Determine status of Olympic talc evaluation, if possible, and also introduce HTM.

SUMMARY:

Margaret has not obtained much information from the research center, other than our talc passes bacteriological testing with flying colors. She hopes we will get more information on Friday when we meet with them.

It seems, from Margaret's standpoint, that they have a valued supplier in WC&D and the Alabama talc they have been purchasing. She also gave us the runaround concerning consumer testing of our talc because it's a little bit different and whatever.

HTM impressed on Margaret that we are a very reliable source, the largest talc producer in the world, and would definitely be an asset to their company.

Nothing much more was accomplished here, but hopefully we will get more information on Friday.

ACTION REQUIRED:

Check with the research center on Friday, and if any information is needed by them, be sure to copy Margaret Lewis with any correspondence.

RWG/prf

rec'd 6/11/76

typed 6/14/76

FOLLOW-UP

CYPRUS

CYP00000684

Cyprus Industrial Minerals Company

RWG/HTM

6/4/76

CALL REPORT

TIME

1½ hrs

INDUSTRY CODE

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Palmolive Res. Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Karl Shumway - Toiletries Div.

Frank Marshner - Same

Joe Simko - Anal. Mgr.

John Focq - Microscopist

*Im 6/24*OBJECTIVE:

Determine status of Olympic talc.

SUMMARY:

Olympic talc has been given bacteria approval and it is going in for asbestos and bulk density as well as particle size testing. Colgate seems extremely interested in going to our Olympic talc especially because we can handle a lot of the lab work concerning asbestos which they are having sent out to McCrone in Chicago right now. HTM agreed to run certain asbestos tests (he agreed to discuss running these tests), after getting approval. At our meeting a timetable was set up and Frank Marshner is to get back to me in a week or two to obtain a 50# bag of Olympic and then they will go ahead and proceed to get together a panel test to determine if it would hurt going to our material vs the material they are presently using from Charles Mathieu. It was also mentioned during our meeting that they found some tremolite in their other talc source and this has really gotten them up in arms. Things look good here and I will await a call from Frank Marshner.

HTM
for - this was not in your report & maybe overlooked.

DETAILS:

During our meeting HTM agreed to send to Karl Shumway a geological survey of our mine in Montana and also HTM offered to have them visit our Montana operation. Apparently they are using more than the 1,000 Tons that Margaret Lewis in New York mentioned. It looks from here to be more like 2,000 tons at both locations. Colgate is very impressed with our capabilities from a lab standpoint and I think this is our biggest selling point at this time.

FOLLOW-UP

CYPRUS

CYP00000687

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

RWG

ACCOMPANIED BY

DATE

7/14/76

TIME

telephone

INDUSTRY CODE

2-1

COMPANY

ADDRESS

INDUSTRY

Colgate Polmolive Res. Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Toiletries Div.

OBJECTIVE:

Return call.

SUMMARY:

Frank wanted to know lot number of two bags of Olympic talc sent to his attention for testing. After checking with Jackie Spyra, I called Frank back and told him that it was lot number 919G which was made around May 1st, 1976. This was the information that Frank needed so that they have an actual lot number to work with. The evaluation is progressing on schedule according to Frank and he asked that I get in touch with him in a few weeks. Which I will do.

ACTION REQUIRED:

Check with Frank Marshner later on in the summer.

RWG/kah

rec'd: 7/16/76

typ'd: 7/16/76

FOLLOW-UP

CYPRUS
CYP00000682

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

RWG

ACCOMPANIED BY

DATE

9/30/76

TIME

telephone

INDUSTRY CODE

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Polmolive Res. Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Lab Mgr.

in 9/21

OBJECTIVE:

Try to get Frank or Carl Shumway to our dinner party in Washington at the CTFA.

SUMMARY:

Neither gentleman are going to Washington but I did set up a luncheon date with Frank and Carl when LDM is in the east. There won't be too much to report on the Olympic talc situation as it is still being evaluated but I wanted LDM to meet the key personnel here.

ACTION REQUIRED:

Meet with Carl Shumway and Frank Marshner in early September.

RWG/kah

rec'd: 9/15/76

typed: 9/15/76

FOLLOW-UP

CYPRUS

CYP00000681

Cyprus Industrial Minerals Company

RWG/LDM

9/16/76

CALL REPORT

TIME

2 hrs. inc. lunch

INDUSTRY CODE

Z-1

COMPANY

Colgate Polmolive Res. Center

ADDRESS

Discataway, NJ

INDUSTRY

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Gp. Leader

~~Joe Simpko - Anal. Gp. Leader~~

FM 10/5

OBJECTIVE:

Discuss Olympic talc situation.

SUMMARY:

The Olympic talc has passed all analytical and biological testing as well as physical testing. They are at the point now where a panel test will be conducted by Gill Leigh. This is the final say in whether Colgate approves our material. Right now, it looks from here as though they will, because they are having quite a few problems with their present source with respect asbestos. Frank admitted as they have been sending out samples to McCrone in Chicago for TEM and LDM and I both know this is very expensive. They have found suspect asbestos minerals in the talc on occasion and this is very upsetting to Colgate. As per our discussion with HTM during my last visit, Colgate would be willing to pay an additional fee for having us run a TEM on a regular basis. However, this can be discussed in the future. Frank would like present pricing on Olympic talc and RWG is to submit a letter indicating 1976-77 prices. Things are looking good here and the target date for approval is Jan 1, 1977.

ACTION REQUIRED:

Send appropriate letter with copy to NY purchasing and follow up.

RWG/kah

rec'd: 9/28/76

typed: 9/28/76

FOLLOW-UP

CYPRUS

CYP00000693

Cyprus Industrial Minerals Company

CALL REPORT

RWG

9/21/76

TIME

telephone

INDUSTRY CODE

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Res. Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Gp. Leader

OBJECTIVE:

Return call.

SUMMARY:

Frank wanted to know if we had calculated our pricing for Olympic talc based on running TEM determinations on each lot. Told him we did not, but probably would be included in the dollars per ton price. For internal information, and not for public knowledge, Frank gave me the 1977 forecast figures for talc for Colgate. From both plants it amounts to 1263 tons. Told Frank that as soon as I discussed this situation with LDM I would be back to him with some kind of figure.

ACTION REQUIRED:

Check with LDM on pricing on Olympic talc at Colgate.

RWG/kah

rec'd: 9/28/86

typed: 9/28/76

FOLLOW-UP

CYPRUS

CYP00000692

Cyprus Industrial Minerals Company
Talc Division

CALL REPORT

TIME	RWG	10/21/76
	telephone	INDUSTRY CODE
		Z-1

COMPANY

Colgate Res. & Dev. Center

ADDRESS

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Gp. Leader Toiletries.

hmls

OBJECTIVE:

Inform Frank that we would charge \$5.00/ton for running XRD, TEM and if a fiber is indicated SAED.

SUMMARY:

Frank seemed to think this was fair enough and would take it with their analytical department. Told Frank I would get him a quote in writing and would copy it to Margaret Lewis in New York City. The panel test has been run but Frank has not gotten the results yet. Told him I would give him a call in a week or so.

ACTION REQUIRED:

Send appropriate letter to Frank Marshner quoting price on Olympic talc.

Follow up.

RWG/kah

rec'd/typed: 11/1/76

FOLLOW - UP

CYPRUS
CYP00000678

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

RWG

ACCOMPANIED BY

DATE

11/1/76

TIME

45 min

INDUSTRY CODE

Z-1

COMPANY

Colgate R&D

Piscataway, NJ

ADDRESS

INDUSTRY

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Carl Shumway - Gp. Leader

11/1/76

OBJECTIVE:

Discuss Olympic talc panel test.

SUMMARY:

Panel test has been completed and the panel split 50/50 on our talc vs competition's. Therefore we have been approved and Carl requested that I call Frank Marshner who is on vacation, later in the week and set up our next meeting which will take place in Piscataway and will include key purchasing personnel. We will probably start getting business here January 1.

ACTION REQUIRED:

Contact Frank Marshner and set meeting and follow up.

RWG/kah

rec'd/typed: 11/8/76

FOLLOW-UP

CYPRUS

CYP00000677

Cyprus Industrial Minerals Company

SALESMAN

ACCOMPANIED BY

DATE

RWG

11/8/76

TIME

INDUSTRY CODE

CALL REPORT

telephone

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Polmolive R&D Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Gp. Leader

OBJECTIVE:

Discuss Olympic talc.

SUMMARY:

Frank confirmed what Karl Shumway told me earlier, that Olympic has been approved. However, Frank has been asked by Joe Simko, the head of the analytical dept. if it were possible to have an optical micrograph included with the other analytical work we will be doing on the Olympic for Colgate. Told Frank I would discuss with LDM and probably have LDM call Joe Simko directly. Frank claims that the fragrance testing should be done the end of November or early December and that a meeting should be set up after that time. I asked Frank to give me a call when he was ready to set up that meeting.

ACTION REQUIRED:

Wait for Frank's call and contact LDM and discuss situation additional analytical work for Olympic talc.

RWG/kah
150

① RWG PAC 12-13-74

- ① Only reason for low water phase contrast microscope is it is cheaper than XRD & other methods
- ② If they want XRD, SEM, TEM/SAED & also optical, then the charge to do the extra optical is approx 5 hrs at \$30/hr or \$150 per sample. This translates to an extra \$2 1/2 /ton (60ton cars). Now - do they still want this?

FOLLOW-UP

CYPRUS

CYP00000676

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

RWG

ACCOMPANIED BY

DATE

12/13/76

TIME

telephone

INDUSTRY CODE

z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Research Center Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Marshner - Chief Chemist

OBJECTIVE:

Make appointment to see Frank with LDM.

SUMMARY:

Made the appropriate appointment however, Frank claims that although our material passed the panel test from slip, that it has failed fragrance testing. Told Frank that I would like to discuss this with him when EDM and I meet with him on December 21.

ACTION REQUIRED:

Meet with Frank and Carl Schumway and bring along a new sample of Olympic talc.

RWG/kah

FOLLOW-UP

CYPRUS

CYP00000675

Cyprus Industrial Minerals Company

CALL REPORT

SALESMAN

OGC

ACCOMPANIED BY

DATE

12/20/76

TIME

telephone

INDUSTRY CODE

Z-1

COMPANY

ADDRESS

INDUSTRY

Colgate Polmolive Co. Jeffersonville, Indiana

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Jerry McAdams - Coordinator

hml

OBJECTIVE:

Follow up on basis of RWG's call report advising Olympic talc had been approved for use in this plant.

SUMMARY:

No talc production is planned for 1977 in Colgate's Jeffersonville plant.

DETAILS:

Mr. McAdams replaces Gene Bricker who will retire December 31, 1976. Jerry advised they brought in their last shipment of talc from Charles Mathew, the week of December 13. Present plans are to disassemble the talc packaging equipment in the Jeffersonville plant and use this space for other purposes. Apparently all of their talc packaging will now be done in Jersey City.

*(X) RWG
DAC
1-13-77*

ACTION:

A letter has been sent to Jerry McAdams advising him how to contact us in the event Colgate's plans are changed and they may wish to order from us.

I will recontact him on the phone in approximately 6 months, unless I hear otherwise from Ron via call reports or note.

OGC/kah

FOLLOW-UP

CYPRUS
CYP00000674

Cyprus Industrial Minerals Company
Talc Division

CALL REPORT

RWG with LDM

12-21-76

TIME

INDUSTRY CODE

1 1/2 hours

Zi

COMPANY

ADDRESS

Colgate Research and Development Center, Piscataway, New Jersey

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Karl Shumway, Toiletries Division

OBJECTIVE:

Determine if we will be able to gain orders for Olympic talc here starting in January.

SUMMARY:

Unfortunately, the Olympic talc has failed the fragrance test. At this time we left off a bag of Olympic talc with a different grind and Karl will have that tested by the fragrance group. The biggest problem as Karl sees it is that they would have to go through another pannel test with this different material and this costs about \$5,000. We told Karl that there shouldn't be any physical differences that they could notice in the pannel test but Karl claims that they would have to go through with it anyway. The meeting ended with Karl deciding to check the new sample of Olympic and additional old sample of Olympic that they have and check them side by side versus the Alpine talc that they are presently buying. In this way they will be able to get a up to date reading on the fragrance stabilities of each of those products. We are hoping that we will be able to get an approval here but it looks like orders will be sometimes off.

ACTION REQUIRED:

Check back with Karl sometimes after the new year.

RWG:pac

Tped. 1-18-77

FOLLOW - UP

CYPRUS

CYP00000670

7-ITM
Cyrus Industrial Minerals Company

CALL REPORT

ACCOUNT BY RWG	DATE 9-26-77
TIME Telephone	INDUSTRY CODE Z1
ADDRESS	INDUSTRY

COMPANY

Colgate Research and Development Center, Piscataway, N.J.

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Schebece - Chemist

RECEIVED

NOV 09 1977

L. E. FERREIRA

OBJECTIVE:

Return call.

SUMMARY:

Frank wanted to know if the sample of classified talc that I sent to him had a lot number. I told him that this was an experimental material that we could not make it tomorrow if he needed it in large quantities but if he did have interest we could get a larger amount made. He accepted my information and did mention that he thought it was a beautiful looking cosmetic talc. This slip is apparently excellent according to Frank and it has all the qualities that they would like and he is putting it up for fragrance testing immediately. Lets hope it looks interesting and we will go from there.

*Interview
Classified
D'head?
Joe
Yes
Yes VSP take
fines taken
out with
J.S.
Main*

ACTION REQUIRED:

Check back with Frank Schebece in a few weeks.

RWG:pac

Received: 10-03-77

Typed: 10-10-77

CYPRUS

CYP00000831

Cyprus Industrial Minerals Company
Talc Division

CALL REPORT

SALESMAN

ACCOMPANIED BY

DATE

R.W. Grexa

11/9/77

TIME

INDUSTRY CODE

1-1/2 incl. Lunch

Z1

COMPANY

ADDRESS

Colgate Research Center

Piscataway, NJ

PERSONNEL AND TITLES (X - INFLUENCES BUYING) (C - CALLED ON)

Frank Schebece, Chief Chemist

OBJECTIVE: Follow up on classified talc sample sent to Frank for evaluation purposes.

SUMMARY: Frank claims that the classified talc is a little better than the Olympic talc that we previously submitted, but they still rejected the material. In the past, the Olympic talc failed after two weeks under the elevated temperature testing of 1100 C and 1200 C. The classified talc sample failed after four weeks, however, the room temperature sample seems to be okay and that was not the case with the Olympic talc. The next move is up to us, and, frankly, I do not know where to proceed from here other than to possibly remove a little more of the fines from the classified material. RWG will have to discuss with LDM.

ACTION

REQUIRED: Check back with Colgate after discussing entire situation with LDM.

RWG:mr

Received: 11/15/77

Typed: 12/13/77

*Can we get chemical n
the hole surface or modify
the hole so of want
take up the programme?.*

28 Dec 12/14/77

*LET
Lary - a
method of blocking
the adsorption of the
perfume components
look to be the
answer.*