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CONCORD MICA CORPORATION
CONCORD, NEW HAMPSHIRE

July 14, 1964

E. I. DuPont DeNemours and Co.
256 Vanderpool Street
Newark, New Jersey

Attention: Mr. Ed Klenke

Dear Mr. Klenke:

I am writing with regard to Waterground Mica such as was shipped against your Order OU 8990 your Code No. N-956. On the basis of our experience in the production of this material to date, I can state on a reasonably certain basis that we can supply you with a minimum of 200,000 pounds of this material annually.

Also on the basis of production results I can guarantee that this material will be 95% within your specification of minus 40 mesh plus 120 mesh.

The color of this material will be as provided in the aforementioned order.

As indicated in my letter of June 21, 1963, we can provide the first 30,000 pounds of this material at a price of 30¢ per pound. However, contrary to my price indication for quantities after the first 30,000 pounds as stipulated in my June 21st letter, the price for subsequent quantities will have to be at 18¢ per pound. The necessity for this increase over my first approximate price is due to the 100% price increase in Ruby Mica Waste from India and the higher price that must be paid for substitute Brazilian Mica Waste. In addition, and I speak on the basis of our recent problems in conforming to color standards in PA1, there is a great deal of extra work in blending and tabulating which must be compensated.

I trust this information will be of interest to you and I remain,

Sincerely yours,

CONCORD MICA CORPORATION

FRANCIS D. PITTS, JR. /Signed
President

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