

Cyprus Industrial Minerals Company

34 SCOTCH ROAD
TRENTON, NEW JERSEY 08628
TELEPHONE: (609) 883-5111
TWX: 510-685-9586

MAIN OFFICE
555 SOUTH FLOWER STREET
LOS ANGELES, CALIFORNIA 90071
TELEPHONE: (213) 489-3700
TWX: 910-321-5752
910-321-5753

December 22, 1976

file
Mr. Frank Marshner
Colgate Palmolive Company
Research And Development Center
909 River Road
Riscataway, N.J. 08854

Dear Frank:

We regret that you were unable to join Karl Shumway, Lou Murino and I recently. At that meeting, we discussed Olympic Talc and its rejection by your Fragrance Dept. It was decided to investigate just how the Olympic Talc was tested. Namely, if it were tested individually or along side a representative sample of recent production from your present supplier.

Karl agreed that your Fragrance Group should test a new sample of Olympic Talc from the 50 lb. bag I left during our visit, and also a sample of recent production from your present source. In addition, a re-sample of the Olympic Talc just tested should be included. In this way, our material as well as competition's will be fragrance tested side by side under the exact same conditions.

Hopefully, from this testing program we will be able to determine whether or not your present source of talc has changed to any degree in fragrance stability as well as the suitability of our material.

Lastly, for your information, the recent bag of Olympic Talc which Karl has is a slightly coarser particle size product which should improve fragrance stability on one hand and not drastically change any of the other physical characteristics of the product.

PLAINTIFF'S
EXHIBIT
CAM-228

CYPRUS

December 22, 1976

Page 2

I will be in touch with you after the New Year.

Sincerely,

Cyprus Industrial Minerals Co.

Ronald W. Grexa
Product Engineer

RWG:js

cc: Karl Shumway
Frank Schebece
Lou Murino

CYPRUS