



E. I. DU PONT DE NEMOURS & COMPANY
WILMINGTON, DELAWARE 19898

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CHEMICALS, DYES AND PIGMENTS DEPARTMENT

March 18, 1980

DISTRICT MANAGERS,
ASSISTANT DISTRICT MANAGERS,
SALES REPRESENTATIVES

RUTILE SLURRY

Attached is a summary of information for your use in discussing rutile slurry with current and potentially new customers.

We have recently determined that the current cost penalty for slurry is almost 2-3/4¢/lb. versus dry bag and that this difference will grow to more than 4¢/lb. unless we do something different. Work is underway to determine what can be done to reduce rutile slurry costs. It is important for us to describe in general terms where we are on costs and what it looks like for the future as described in the attached. Please do not use specific numbers such as above because they undoubtedly will change. However, it is important that we not mislead any customer; particularly one that is considering a new installation.

We will be developing additional definition of our longer range rutile slurry program during the balance of 1980 and will advise you of any new developments.

Please also note:

Chestnut Run Support(Slurry System design, etc.)

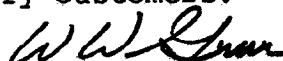
Chestnut Run will respond to requests for information from customers and will provide assistance agreed upon beforehand with the White Pigments and Mineral Products Division.

New Rutile Slurry Business

Please secure prior written approval from the White Pigments and Mineral Products Division before committing to supply additional rutile slurry; either to a possible new slurry installation or an existing facility.

Rutile Slurry Order Lead Time

You have the packet describing the need for increased slurry order lead time. Success in this area can mean lower than expected costs as well as much improved slurry delivery service. So please cover the procedures thoroughly with all slurry customers.


W. W. GREER

WWG/efm
Attachment

cc: E. C. Broge
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L. H. Papineau
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TELEX

MARCH 24, 1980

TO: P. L. PENNARTZ/F.E.BURGESS/JG.MC KERNAN-CHARLOTTE
R. D. LORENZ/P.J.GORMAN/E.L.BAENEN/G.S.BRYANT-CHG.O HARE
A. J. HART/M.A.TOOMEY/T.A.JONES-CLEVELAND SALES
W.GAYLORD/R.T.HARDING-HOUSTON SALES
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T. J. VAN KIRK/R.I.MC LAREN/T.A.BARTOLEC-WEST COAST SALES
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T. E. ARNOLD/A.S.GEREN/C.A.SPANOS-CHG. O HARE
E. R. MC CULLOUGH/H.L.OWREY-CLEVELAND SALES
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L. E. GRAFF/T.P.HARTZ-SAN FRANCISCO
R.L. BENEDICT/D.P.BOYD-WYNNEWOOD SALES

ALL SALES REPRESENTATIVES

FROM: W. W. GREER/J.D.TRAVIS
CD&P

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LET US KNOW IF YOU NEED ADDITIONAL INFORMATION.

WWG/JDT/efm