

Larry Driscoll's

Metropolitan Talc Company, Inc.

P.O. BOX 1AM • 18-22 BANK STREET
SUMMIT, NEW JERSEY 07901

COPY
Mar 3/22

(201) 277-0500

Plant:
Metuchen Road
South Plainfield, N. J. 07080
(201) 754-4660

March 21, 1972

Whittaker, Clark & Daniels, Inc.
1000 Coolidge Street
South Plainfield, New Jersey 07080

Att: Mr. Clarence E. Clark

Dear Mr. Clark:

In reply to your letter of March 17th which I received this morning, in which you question the sale of 20 Tons of #1615 Talc to Charles A. Wagner Company, please be advised that we have sold this Company EGT 00000 Talc for some 25 years and that because of the problems with getting deliveries direct from Italy, we suggested this year that they purchase the #1615 Talc instead of importing the ground material.

Their annual purchases have always been in the order of approximately 30 tons per year and as I understand it, service only one company which they have sold for this entire period.

Therefore, this is not a new sale in the sense of allowing them to offer the material without your consent but merely to supply them for this one customer which they have supplied over the years. It did not occur to us that this was in any way detrimental to Whittaker, Clark & Daniels and certainly should their purchases of Italian Talc increase significantly, obviously we would discuss it with you immediately. However, in view of the fact that their total annual purchases do not exceed 30 Tons per year, we felt that this was in no way a competitive situation, but merely a continuation of sales which they have been making for many, many years.

We understand from Larry that you are going to be in South Plainfield on April 7th and look forward to sitting down with you at that time and going over the various items which have accumulated since we last got together. I am assured that we will have the final Metropolitan statement for 1971 from our auditors by the end of this week and will be delivering a

Whittaker, Clark & Daniels, Inc.
March 21, 1972
Page 2

copy to Jack Bennett as per your instructions.

Looking forward to seeing you on April 7th. I remain.

Very truly yours,

METROPOLITAN TALC CO., INC.


Donald R. Ferry

DRF:as

April 12, 1972

Whittaker, Clark & Daniels, Inc.
1000 Coolidge Street
South Plainfield, New Jersey 07080

Att: Mr. Bernie Keller

Gentlemen:

Please be advised that as of the arrival of the "Hans Christofersen" on or about April 24th, the price of \$1615 AGI Italian Talc will be increased from the present cost of \$144.00 Per Ton to \$156.00 Per Ton.

This price increase was necessitated by the increase in the cost of the crude ore by our principals in Italy together with an increase in the freight rate which we are obliged to pay to bring the crude ore to the United States.

This price increase merely represents the out of the pocket increased cost of importing this crude ore and does not reflect an increase in the profit margin for the talc produced.

Also, please be advised that as of the same date, April 24th, the price of \$1621 talc will be increased to \$216.00 Per Ton which again represents the increased costs of importing the crude Italian Talc ore.

We trust that this will enable you to advise your customers of the price increase in time and should there be any questions, we would appreciate your contacting us at your earliest convenience.

Very truly yours,

METROPOLITAN TALC CO., INC.

Donald R. Ferry

DRF:ag

CC: Mr. C. W. Driscoll
Mr. Fred Roesch

April 6, 1973

Mr. C. U. Driscoll

Italian Talc Prices

Dear Larry:

I have been advised by Den Ferry of an impending price increase on crude Italian ore from Italy which will affect prices on #1615 Talc and #1621 Lo-Micron Talc.

He expects the increase to be approximately \$4.00 a ton, plus any increase in charter cost of transportation which will probably go into effect sometime late in May.

Then he predicts in late summer or early fall there could be another \$5.00 a ton increase, plus any change in charter cost.

This advice is for record only. We will be formally advised if there is any actual change.

Fred Roesch

FR/ap

cc: Mr. W. H. Snyder
Mr. G. J. Dippold
Mr. W. Hansen

RR File

Metropolitan Talc Company, Inc.

P.O. BOX AM • 18-22 BANK STREET
SUMMIT, NEW JERSEY 07901

(201) 277-0610

Plant:
Metuchen Road
South Plainfield, N.J. 07080
(201) 754-4230

May 24, 1973

Whittaker, Clark & Daniels, Inc.
1000 Coolidge Street
South Plainfield, New Jersey 07080

Gentlemen:

Confirming our conversations together concerning the #1615 AGI talc, please be advised that as of June 1st., 1973 the price of this quality talc will be increased to \$7.00 a ton to \$163.00 per ton f.o.b., South Plainfield, New Jersey.

This increase has been caused by an increase in the crude ore purchased from our principals in Italy. They indicate that this increase is necessary to offset large concessions to the miners and millers in Italy under their new wage contract. This large increase in wages coupled with the decrease in the value of the American dollar abroad has forced them to raise their price to us and therefore we have no alternative but to pass this out-of-pocket increase along to you and your customers.

We trust that the above explanation is in accordance with your wishes and should there be any further information required we would be glad to submit it to you upon request.

Very truly yours,

METROPOLITAN TALC CO., INC.


Donald R. Feix
President

DRF:lh

Copy to Harrison

WCD 002849

REPLY MESSAGE

BILL HANSEN

WHITTAKER, CLARK & DANIELS, INC.
1000 COOLIDGE ST.
SOUTH PLAINFIELD, N. J.
TELE: 201-561-6100

TO

#1615 AG I TALL

DATE

5/15/73

FOLD

MESSAGE

ATTACHED IS our supplier confirmation
of price increase - effective 6/1/73

BY

J. R. L.

TO

DATE

REPLY

FOLD

BY

SENDER: DETACH AND FILE FOR FOLLOW UP

February 1, 1974

Dictated 1/27/74

Larry Drieroll

Crude Italian Talc Cost

Dear Larry:

I have received from Fred Roesch an updated history on the Italian Talc prices including the last shipment that just arrived.

I am really surprised to see that the actual increase on this last shipment amounted to only \$4.00/ton over the previous shipment in May of last year.

What are your ideas about an increase in the selling price, that is the amount of the increase and also the effective date.

Sometime back, you advised me that you thought the increase would be approximately \$10/ton over what was paid in the past. You also stated that you were considering raising the selling price on 1615 to \$178.00/ton which would be an increase of some \$15/ton and \$5/ton over the actual increase. Part of this was for increased costs at Metropolitan for the pallets and bag costs. Then, don't forget they were figuring putting \$4/ton aside to help pay off Metropolitan Talc Company notes.

Whatever you do, get it on record with Don and Pete and be sure and send me a copy of the letter.

You know, while I'm writing you on Metropolitan Talc Larry, back on December 28th of last year, I dictated an inter-office to you and which was typed under date of January 7th. When I didn't receive an answer, again I wrote you under date of January 21st. Maybe something is in the mail to me now. At any rate, I still think that while you are doing something there at Metro, consideration should be given on increasing some of the other grades of talc they produce, at least to cover the additional cost of bags, pallets, etc.

If something is not enroute to me on this subject, will you look up my inter-office and give some thought and then write me.

CEC mc
cc: F. F. Roesch

Clarence

COPY

WCD 002851

11/28/73
D. FERRY
R.B. B.T.

ITALIAN TALC. -

Shipped → Dec. 4th 1000 TONS.
at approx 10,000 T INCREASE
w 121,000 T

Stock sufficient To end of year
- sales 173,000 T

Suggest -

Basic cost 45-50 Ton at Metro

DEC - 15th

Puris increase to 173⁰⁰ T
effectiveness which current stocks
are depleted - approx early
January 1974

Ponds - Purchases placed over longer
periods rather than peaks - 1615 -
128 -

3/15/70

H. G. Smith - CC: C. E. Clark

METROPOLITAN TACO COMPANY

Dear Bob:

Don Perry phoned me today, March 16th and asked if I he could come over this see me because he had some problems relating to Metropolitan and wanted to discuss them with me.

1. Robert & Johnson - Hogan from J & J phoned Don last week and asked him to come down so that they could talk about J&J's sale. They received word Don that we had 2000 tons of crude Tulum in stock at all times for the J & J account. We discussed with the fact that we couldn't stand the shipping and wherever would not consider it. J & J have a view that they will stand the financing on 2500 tons if we plan to go ahead.

Don was not too certain of his future sale at one time he said he thought J & J was going to build up to a combination of 500 to 600 tons per month which they told him was the plan to build. I do not believe this, from my information shows the knowledge about the sale.

Don and J & J both say that eventually they would like to use 1500 tons per month and would be put up to the sale, such sale. "I would be a bidder putting in a new bid at the plant at Tulum or would be consider building a new plant to produce this sale or would be sell some Tulum to J & J to stand on a temporary basis. In a discussion about standing of J & J offered to put up the money to either buy a new mill which would be used exclusively to crush sale for J & J or to increase the building of a new plant for us.

It seems that the J&J called Johnson to come and appointment to try over to Tulum and was told that there was no man for us to own over because the Tulum Government had collapsed, there is really no government in Tulum and the various are depending a strike and they would not have anything to discuss with us until the strike was settled. There are on industrial problems 2) the availability of crude Tulum, has increased in storage capacity to 111,000 and of course the probability that the Tulum will increase the price of the crude.

As of right now Don is trying to charter a boat to pick up 1000 tons of crude which the Tulum say they will have available the second half of April providing the workers do not go out on strike.

The other problem concerns around Avon. Avon has approached Don about supplying them with some sale of oil to because they have not been taken care of on the Tulum side and apparently they have not a contract for fuel. This with Avon and even Avon might stop us it. Don wants to order this

continued

RCG - 2 -
3/16/70

a blend of Italian and the #2 Nitro Talc and wanted my advise. This probably would be around 2500 tons of talc per year. I told Don that I thought he ought to offer Avon straight #1615 Talc, the reasoning for this being that Miss Ackerman, the coordinator of purchases for Avon phoned last week and wanted us to recommend people who could sterilize, or rather bacteria control talc for them. They were familiar with Griffith Labs and we gave them the other name. My reasoning is purely this, if they can afford to pay Griffith Labs between 2 1/2 and 3 1/2 per lb. to control the bacteria count of the talc they certainly can afford to buy #1615 Heat Treated out of Metropolitan. It was finally agreed between Don and myself that he would submit two samples, a #1615 sample and a sample of a 90-50 blend of Italian Talc and #2 Nitro Talc.

Based on this discussion it would seem to me that we have a lot to think about as to the future of Metropolitan Talc Co. and maybe it is time that someone from NCHS accompany Don on his visits to J & J inasmuch as we are equally involved in this project.

I asked Don if he was running three shifts a day and he said he definitely is. Right now we are in full production for this week and as we have orders for four truckloads for J & J, four truckloads for Chesapeake-Pond's and I believe one for Chapel as well as an order for Coby for Nitro #1 and a truckload for one of the rubber cement accounts.

It is my feeling that when Clarence is up here for the meeting with Jim O'Hara we also have a meeting with the Ferrys to get things ironed out.

One other thing, I told Don in the general discussion it, it was my opinion, and I took this on myself, that if we were going to handle all this business down at Metropolitan we had better get somebody down there who knew how to run the plant, that there had been too many breakdowns and too many mistakes and I could envision J & J putting claims against us just as well as anyone else.

When you have had time to think about this please let us know whether or not you want me to set up a meeting.

CUD MC

Larry

P.S. A blanket order has just come in from Eastman Rubber Thread for 60,000 lbs per month of #1615 AGI Talc starting with April.

L Driscoll

April 14, 1970

Metropolitan Talc Company
77 River Street
Hoboken, New Jersey 07030

Attention: Mr. Donald Ferry

Dear Don:

We are enclosing our Debit Memorandum 4-11 which covers the last of Lot D-912-4 of #1615 AGI Talc which was shipped to Reeves Brothers, Inc. As you remember, this material had 60 mesh particles which caused considerable trouble in both the Reeves' plants. The original shipment was 3,000#, they used 500# in product, and have dumped two lots one of 1150# and the other 1350#. This debit memo covers the last material that was dumped.

Best regards,

Sincerely,

WHITTAKER, CLARK & DANIELS, INC.

Robert W. Roff - Product Manager

RWR/gdb
att.

Larry Driscoll's

Metropolitan Talc Company, Inc.

P.O. BOX AM • 18-22 BANK STREET
SUMMIT, NEW JERSEY 07901

7/1 3/22

(201) 277-0510

Plant:
Metuchen Road
South Plainfield, N.J. 07080
(201) 754-4880

March 21, 1972

Whittaker, Clark & Daniels, Inc.
1000 Coolidge Street
South Plainfield, New Jersey 07080

Att: Mr. Clarence E. Clark

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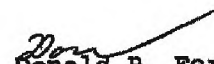
Whittaker, Clark & Daniels, Inc.
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Page 2

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Donald R. Ferry

DRF:as

April 12, 1972

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South Plainfield, New Jersey 07080

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Donald R. Ferry

DRF:as

CC: Mr. C. W. Driscoll
Mr. Fred Roesch

February 1, 1978

Dictated 1/27/78

Larry Driscoll

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CEC mc

cc: F. F. Roesch

Clarence

COPY

WCD 002859

Ponds - Ponds placed and longer
 ponds rather than ponds - 16.15 - 12.8 -

Dec - 13 - 11 -
 Price for 1000 Tons 11/13.00 T
 effecting which amount of stock
 are deposited - approx. 1000 T
 January 1974

Aug 74 -
 basic cost 45-50 T for 1000 T

ITALIAN TAC =
 Shipped Dec. 4 1/2
 1000 Tons
 at approx 10,000 T
 in 12,000 T
 sub 173,000 T
 Stock sufficient to end of year

11/18/73
 D. Perry
 B. B. 1437