



ESTABLISHED 1802

E. I. DU PONT DE NEMOURS & COMPANY
INCORPORATED

WILMINGTON, DELAWARE 19898

CHEMICALS AND PIGMENTS DEPARTMENT

July 21, 1981

TO: DISTRICT SALES OFFICES

RE: COLOR PIGMENTS PRICE ANNOUNCEMENT MAILING

The attached Color Pigments Price Announcement was recently mailed to Customers in your district as listed on the attached printout.

If you see any discrepancies in this printout, please send them to Karen Norris, C&PD, B-6265.

W. H. BROCKETT
MARKET RESEARCH AND
ANALYSIS SECTION

WHB:cg
Attachment

December 10, 1980

To Our Customers:

Effective December 22, 1980, or as permitted by contract, schedule prices for pigment colors will be increased as shown on the attached. Effective the same date, the small order quantity differential schedule is simplified as shown on the second attachment. Terms of sale remain unchanged.

Rising costs associated with regulatory compliance and continued escalation of energy and raw material costs are the key factors making these increases necessary. We assure you that Du Pont will continue to make every effort to contain these factors in order to minimize the necessity for higher prices.

We appreciate your business and look forward to serving your future colored pigment needs.

Sincerely,

District Manager

Atts.

Attachment 1

PRICE CHANGES

INORGANIC PIGMENTS

Price \$/Lb.
From To

Molybdate Orange

YE-421-D	Molybdate Orange	1.75	1.95
YE-637-D	Molybdate Orange	1.75	1.95
YE-698-D	Molybdate Orange	1.75	1.95
YE-721-D	Molybdate Red	1.75	1.95
YE-735-D	Molybdate Orange	1.75	1.95

Chrome Yellow

Y-433-D	Chrome Yellow Light	1.22	1.35
Y-434-D	Chrome Yellow Light	1.22	1.35
Y-469-D	Chrome Yellow Medium	1.22	1.35
Y-758-D	Primrose Yellow	1.22	1.35

Zinc Yellow

Y-539-D	Zinc Yellow	1.22	1.35
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Other Inorganics

A-133-D	Film Fortifier	3.75	4.30
A-148-D	Carbon Black	4.10	4.70

"Krolor"

KY-781-D	"Krolor" Yellow Light	2.30	2.35
KY-787-D	"Krolor" Yellow Medium	2.30	2.45
KY-788-D	"Krolor" Yellow Light	2.30	2.35
KY-790-D	"Krolor" Primrose	2.20	2.20
KY-795-D	"Krolor" Yellow Medium	2.30	2.45
KY-907-D	"Krolor" Yellow Medium	2.30	2.45
KY-908-D	"Krolor" Yellow Light	2.30	2.35
KO-786-D	"Krolor" Orange R	2.85	2.95
KO-789-D	"Krolor" Orange Y	2.85	3.25
KO-906-D	"Krolor" Orange R	2.85	2.95
KO-909-D	"Krolor" Orange Y	2.85	3.25
KR-980-D	"Krolor" Red	6.00	6.50
KR-981-D	"Krolor" Red	7.75	7.75

PRICE CHANGES

ORGANIC PIGMENTS

Price \$/Lb.
From To

Quinacridones

RT-201-D	"Monastral" Violet R	19.00	20.90
RT-209-D	"Monastral" Maroon	22.50	24.75
RT-218-D	"Monastral" Transparent Red Y	22.50	24.75
RT-229-D	"Monastral" Maroon B	24.25	26.50
RT-233-D	"Monastral" Transparent Red B	23.75	26.00
RT-235-D	"Monastral" Magenta	27.50	27.50
RT-243-D	"Monastral" Magenta	26.00	28.50
RT-273-D	"Monastral" Transparent Red B	-	26.00
RT-742-D	"Monastral" Red B	20.50	22.50
RT-759-D	"Monastral" Red Y	17.75	19.50
RT-787-D	"Monastral" Scarlet	24.25	26.75
RT-790-D	"Monastral" Red B	19.00	20.90
RT-791-D	"Monastral" Violet R	19.00	20.90
RT-792-D	"Monastral" Maroon	22.50	24.75
RT-795-D	"Monastral" Violet R	19.00	20.90
RT-796-D	"Monastral" Red B	19.00	20.90
RT-887-D	"Monastral" Violet R	19.00	20.90
RT-899-D	"Monastral" Violet R	19.00	20.90
YT-815-D	"Monastral" Deep Gold	25.00	27.50
YT-823-D	"Monastral" Gold	22.50	24.75

Phthalocyanine Green

GL-754-D	"Monastral" Green G	3.10	3.50
GL-761-D	"Monastral" Green GF	9.00	10.10
GP-501-D	"Ramapo" Green B	9.20	10.30
GT-674-D	"Monastral" Green B	10.10	11.30
GT-710-D	"Monastral" Green B	10.10	11.30
GT-751-D	"Monastral" Green B	10.10	11.30
GT-793-D	"Monastral" Green B	10.10	11.30
GT-799-D	"Monastral" Green B	8.20	11.30
GT-805-D	"Monastral" Green Y	11.50	12.90
GT-829-D	"Monastral" Green G	10.10	11.30
GT-830-D	"Monastral" Green Y	11.00	12.30

Phthalocyanine Blue

BL-282-D	"Monastral" Blue BF	7.90	8.85
BL-426-D	"Monastral" Blue GF	8.75	9.80

PRICE CHANGES

		<u>Price \$/Lb.</u>	
		<u>From</u>	<u>To</u>
BP-366-D	"Monastral" Blue BF	8.75	9.80
BP-479-D	"Ramapo" Blue BF	10.00	11.20
BT-284-D	"Monastral" Blue B	10.00	11.20
BT-297-D	"Monastral" Blue G	8.50	9.30
BT-383-D	"Monastral" Blue G	8.50	9.30
BT-391-D	"Monastral" Blue R	7.75	8.45
BT-417-D	"Monastral" Blue GF	9.10	10.20
BT-425-D	"Monastral" Blue BF	9.50	10.65
BT-427-D	"Monastral" Blue RF	9.50	10.65
BT-449-D	"Monastral" Blue B	9.50	10.65
BT-465-D	"Monastral" Blue GF	9.25	10.35
BT-498-D	"Monastral" Blue R	9.50	10.65

"Watchung" Reds

RM-417-D	"Watchung" Red B	4.80	5.25
RT-251-D	"Watchung" Red B	6.35	6.90
RT-428-D	"Watchung" Red B	6.35	6.90
RT-455-D	"Watchung" Red B	6.35	6.90
RT-618-D	"Watchung" Red Y	6.35	6.90
RT-698-D	"Watchung" Red B	6.35	6.90
RT-761-D	"Watchung" Red B	6.35	6.90
RT-838-D	"Watchung" Red B	6.35	6.90
RT-841-D	"Watchung" Red Y	6.35	6.90
RT-867-D	"Watchung" Red B	6.35	6.90
RT-870-D	"Watchung" Red B	6.35	6.90
RT 880-D	"Watchung" Red B	6.35	6.90

Durable Reds and Maroons

RT-427-D	Parachlor Red	6.00	7.05
RT-565-D	BON Red Light	6.50	7.40
RT-695-D	BON Red Dark	6.50	7.40

Alkali Resistant Reds

RT-531-D	"Naphthanil" Red Light	10.00	11.00
RT-539-D	"Naphthanil" Red Dark	12.50	13.75

PRICE CHANGES

Price \$/Lb.
From To

Organic Yellows

YT-562-D	Green-Gold	11.70	13.40
YT-714-D	Green-Gold	11.90	13.70

Other Organics

BT-264-D	Victoria Blue	14.00	15.20
RT-443-D	"Duoi" Carmine	6.00	6.90

"Aquis" Pigment Dispersions

BW-372-P	"Monastral" Blue B	2.40	2.65
BW-431-P	"Monastral" Blue B	3.52	3.90
GW-749-P	"Monastral" Green B	2.60	3.00
RW-252-P	"Monastral" Scarlet	4.40	4.95
RW-635-P	"Watchung" Red B	2.05	2.25
RW-706-P	"Naphthanil" Red Dark	3.05	3.35
RW-767-P	"Monastral" Violet R	4.50	4.95
RW-768-P	"Monastral" Red B	4.50	4.95
YW-613-P	Green-Gold	4.75	5.45

Presscakes

**BT-401-P	"Monastral" Blue R	7.50	8.00
**BT-436-P	"Monastral" Blue G	7.20	8.00
**BT-442-P	"Monastral" Blue RF	9.00	9.80
**BT-482-P	"Monastral" Blue G	7.50	8.65
**BT-483-P	"Monastral" Blue R	8.30	8.65
BT-484-P	"Monastral" Blue B	8.50	10.00
**BT-487-P	"Monastral" Blue G	7.20	7.60
GT-792-P	"Monastral" Green G	9.60	11.35
**GT-822-P	"Monastral" Green G	9.55	11.00
GT-922-P	"Monastral" Green G	9.95	11.45
RT-160-P	"Naphthanil" Red Light	10.00	10.75
RT-246-P	"Monastral" Transparent Red B	23.50	25.75
**RT-763-P	"Monastral" Red B	18.00	19.80

**Stocked product, all other presscakes are made to order.

REVISED PRICING STRUCTURETERMS OF SALE AND DELIVERY

F.O.B. Terms: All pigment colors are priced f.o.b. shipping point minimum transportation charges prepaid and allowed, regardless of quantity, to any place in the continental United States, excluding Alaska. Add 3¢ per lb. to base prices for sales in the following states: California, Oregon, Washington, Idaho, Nevada, Utah, Arizona and Montana.

Terms: Net 30 days from date of invoice

PRICE DIFFERENTIALS• Differential SchedulesA. Krolora, Molybdate Orange, Chrome Yellow, Zinc Yellow

<u>Net Commodity Weight</u>	<u>Price Differential</u>
2,000 lbs. or more	Base Price
1,000 - 1,999 lbs.	Add \$.01/lb.
600 - 999 lbs.	" .04/lb.
200 - 599 lbs.	" .20/lb.
50 - 199 lbs.	" .50/lb.

B. All Other Colored Pigments

<u>Net Commodity Weight</u>	<u>Price Differential</u>
500 lbs. or more	Base Price
250 - 499 lbs.	Add \$.10/lb.
125 - 249 lbs.	" .40/lb.
50 - 124 lbs.	" .85/lb.
Less than 50 lbs.	" 1.10/lb.

• Standard PackagesA. Krolora, Molybdate Orange, Chrome Yellow, Zinc Yellow

50 lb. paper bag

Base price applies to 2,000 lbs. or more of a single grade. No order accepted for other than standard package. Shipments in C&P Department-owned Air-Pallets, add \$0.03/lb. A fee of \$250.00 will be charged for any Air-Pallet not returned within 60 days from date of shipment.

B. All Other Colored Pigments

<u>Aquise Dispersions</u>	<u>Presscakes</u>	<u>Dry Colors</u>
55 gal. drum (400-450 lbs. net)	55 gal. drum (90-120 lbs. DW)	Fiber drums and/or 25 lb. paper bags depending on grade (See code list for details)
6 gal. pail (50 lbs. net)		

Base price applies to any combination of grades in standard packages for each shipment to a single destination with total net commodity weight of 500 lbs. or more.

- Combined Shipments

With minimum order of 2,000 lbs. or more of a single pigment grade any standard package size of Aquise and/or other color grades may be combined for waiver of price differentials if shipped from the same shipping point.

REPACK CHARGE

Orders for less than standard package quantities will be accepted in increments of 25 lbs. for all dry organic colors, or 10 lbs. for quinacridone pigments only, and are subject to normal differential and the following repack charges:

Dry Organic Pigments - 25 lb. boxes \$2.00/lb.

Quinacridone " - 10 lb. " \$5.00/lb.

TRUCKLOAD SHIPMENTS

- A 1-1/2¢/lb. price reduction will be allowed on truckload shipments of 24,000-39,999 lbs. and 3¢/lb. price reduction on shipments of 40,000 lbs. and over, net commodity weight, shipped from a single shipping point to one destination.
- All Other Colors - base price will apply to any code in standard packages when ordered as part of a truckload.

PRESSCAKES

Some presscake orders are accepted on a make-to-order basis only and require a minimum lead time of 30 days. See Presscake section for stocked products.