

E. I. DU PONT DE NEMOURS & COMPANY

Pigments Department

CC: A. J. Wilson
M. Hunt/E. Gonick
G. H. Mattie
P. D. Graham
R. H. Zabel
H. H. Gyorgy, Newport
W. S. Struve/A. A. Brizzolara
Newark
W. J. Marshall, Newark

Wilmington, Delaware
February 17, 1966

E. P. KLENKE, JR.
THIS COPY FOR

GLASS FLAKE SUPPLY
Re: Your letter 1/25/66

Attached is copy of report by F. J. Hanssens relative to the above subject, which is self-explanatory.

As you will note, Owens-Corning will resume production commencing March 1. Also, an acceptable inventory program is being considered to satisfy our needs over the periods when production is discontinued.

As soon as they let us know when shipments against our open orders will be released, I shall inform you accordingly.

W. W. Gast
W. W. GAST, MANAGER
WORKS SUPPLIES

WWG/jg
Attach.

N39896



E. I. DU PONT DE NEMOURS & COMPANY

INCORPORATED

WILMINGTON, DELAWARE

PURCHASING DEPARTMENT

February 17, 1966

W. W. GAST
PIGMENTS DEPARTMENT
N-10518

GLASS FLAKE SUPPLY

The following facts were developed during the writer's visit on Wednesday, February 16, 1966, with Mr. Norman E. Ecker, Sales Representative, New York Sales Office, Owens-Corning.

1. The two-month shutdown in Owens-Corning glass flake production mentioned in W. J. Marshall's memo to you dated January 20, 1966, will end approximately March 1, 1966. We expect to know sometime today concerning the absolutely best delivery which Owens-Corning can offer on our order OU-3250 dated January 21, 1966, covering 2,000 pounds of glass flake.
2. Mr. Ecker will advise the writer what quantities per month would justify a continuous production of our special glass flake. If continuous production is not practical, Mr. Ecker is confident that an acceptable inventory program can be developed to cushion any periods of non-production.
3. The sodium sulfate treatment distinguishes the glass flake purchased by Du Pont from the so-called standard production which is calcium carbonate treated.
4. We are presently paying \$1.00 per pound for the sodium sulfate treated flake. This cost reflects the need for Owens-Corning to have laboratory people supervising any production for Du Pont. If we attain a continuous production basis, we can reasonably assume that the price will be lower, although we do not know presently in what degree. The calcium carbonate treated material sells for \$.75 per pound.
5. Mr. Ecker, in behalf of Owens Corning, expresses a genuine interest in pursuing this program further with Du Pont.

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BETTER THINGS FOR BETTER LIVING... THROUGH CHEMISTRY

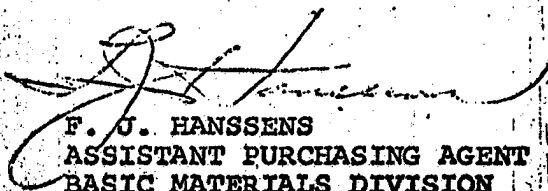
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W. W. GAST

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FEBRUARY 17, 1966

6. The writer does not feel it practical at this time to consider the development of an alternate source of supply.



F. J. HANSSENS
ASSISTANT PURCHASING AGENT
BASIC MATERIALS DIVISION

FJH:pb