

RAY MORGAN
NEW ORLEANS OFFICE

PLAINTIFF'S
EXHIBIT
CAM-114

SALES BULLETIN



INDUSTRIAL CHEMICAL DIVISION

THOMPSON-HAYWARD CHEMICAL CO.

June 3, 1966

File-Info

BULLETIN TO ALL INDUSTRIAL SALESMEN

SUBJECT: TALC

As per my bulletin to all Managers of today we are concluding our representation of United Sierra as of June 30, 1966 and beginning now, you are at liberty to solicit business of Chas. Pfizer - Minerals, Pigments and Metals Division. Attached are comparisons of grades of talc we have been selling and current prices of both lines.

Incidentally the address of Mr. George Wells was incorrect on the bulletin of June 3. See attached sheet.

You will note that Pfizer are competitive in all instances and slightly lower on some prices. Pfizer are much lower on the T-076 match (Talcron 14-14) which is one of our large tonnage items.

Pfizer has instituted very rigid quality control since taking over operation of Southern Cal. Minerals, and they assure us their quality will be excellent and consistent.

Better yet, we have negotiated a commission rate of I R/E Z on all direct, as well as warehouse shipment.

We reiterate you should requisition samples directly from George Wells at Easton to speed up transmission.

We have to move quickly on this.

Yours truly

Paul Lonnecker
KANSAS CITY

PLL:zip
attachment

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NAP 70128512
SERIES "D"

UNITED SIERRA	PRICE	F.O.B.	PFIZER.	PRICE	F.O.B.
Fibrene C-500	\$ 41.00	Keeler	Talcron 1090	\$ 41.00	Dunn, Calif.
Fibrene C-400	39.60	Keeler	Talcron 1065	39.50	Dunn, Calif.
Fibrene C-300	38.00	Keeler	Talcron 233C	38.00	Dunn, Calif.
Mistron Vapor	70.00	Three Forks	Talcron 399	70.00	Barretts, Mont.
Mistron Frost	73.00	Three Forks	Talcron 399	70.00	Barretts, Mont.
Mistron HGO 55	See Note #1 102.00	Keeler	Talcron 10-20	78.00	Victorville, Ca
Mistron HGO 75	78.50	Keeler	Talcron 10-20	78.00	Victorville, Ca
Mistron T-076	73.00	Keeler	Talcron 14-14	58.00	Victorville, Ca
Mistron M-139	47.00	Keeler	Talcron 1090	41.00	Dunn, Calif.
Mistron F-128	60.25	Keeler	Talcron 14-14	58.00	Victorville, Cal
Sierra Cloud	40.25	Keeler	Talcron 1065	39.50	Dunn, Calif.
Sierra Supr. USP	59.75	Keeler	Talcron 1084 USP	58.00	Dunn, Calif.
T-H 500		WILL	ADVISE		
Glacier 325	22.00	Three Forks	See Note #2		Barretts, Mont.
Glacier 200	20.00	Three Forks	See Note #2		Barretts, Mont.

Note 1 - Mistron HGO 55 is a 50-50 blend of HGO 75 and Vapor. Thus customer can blend Talcron 399 and Talcron 10-20 and have considerable saving over \$102.00 price on HGO 55.

Note 2 - Products comparable to Glacier 325 and 200 are available from Barretts on special order of about two (2) weeks.

For technical information and samples, contact George Wells, Chas. Pfizer, 640 North 13th., Easton, Pennsylvania. (Note address on bulletin to Managers of June 3, was incorrect.