UNION CARBIDE CORPORATION
270 PARK AVENUE, NEW YORK, N.Y. 10017

February 28, 1972

Mr. H. Wijsman
Union Carbide Europe S. A.
Rue Pedro-Meylan 5
Ch 1211 Geneva 17, Switzerland

Subject: Asbestos - Grace

Dear Henk:

Thank you for your letter of 23rd February. I am pursuing it with management here.

We do not believe there is any major problem in transferring accounts or overcoming the deleterious story Degussa has unfortunately spread. However, if any important documents or stories come to your attention, we would be pleased to hear, otherwise, no further effort is required.

Very best regards.

Yours very truly,

Paul

P. L. Reiber

PLR:db

cc: Mr. W. D. Hamilton
Mr. W. N. Johnson - 38th Fl. (with copy of
Mr. J. L. Myers - Niagara Falls (Mr. Wijsman's letter)

PLAINTIFF'S EXHIBIT
Union Carbide 198

UNION CARBIDE EUROPE
SOCIÉTÉ ANONYME
5, RUE PEDRO-MEYLAN 1211 GENÈVE 17 SUISSE

FEB 28 1972

P. L. REIBER

Mr. P.L. R e i b e r - 36th floor
c/o Union Carbide Corporation
Mining and Metals Division
270 Park Avenue

NEW YORK , N.Y. 10017 / U.S.A.

V/RÉF. N/RÉF. HW/nb DATE: 23rd February 1972

Re: Grace - Asbestos

Dear Paul,

Last Wednesday we had a meeting with Grace people in order to coordinate the efforts to make the transition of Asbestos resin grade sales from Degussa to Grace-Europe so smooth as the present conditions will allow.

The action of Degussa to tell their clients about their intention to abandon this dangerous range of products caused a lot of confusion. The association of Asbestos consumers have already taken a sharp action against Degussa. And more action is likely to come. However, this whole story caused unnecessary harm. Nobody in Europe can understand what caused a firm, like Degussa, to blame themselves with such a move.

In order to help Grace to overcome the transition period, we have agreed to the following points, which Grace thought is necessary for development of the market.

a) Clients from Degussa, who come to UCE (or UCC) and ask for the Asbestos resin grades will be told that those products do not exist anymore. However, we then would recommend to take contact with Grace, who had specialized themselves in tixotropic products with an improved effect for similar applications.

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This argument will, undoubtedly, take the heat from the subject and will give Grace the possibility to introduce improved products, without revealing the source and the connection with Asbestos.

According to the agreement of UCC with Grace, Grace is not going to make use of the name or trade-marks of UCC, apparently because they are transforming Asbestos in their own range of products.

b) We have agreed not to inform Degussa about this move. Grace should also appreciate if you in New York are not informing Degussa or their affiliates. Grace believes that, by the time Degussa discovers the real situation, Grace has gained some time in which they are able to build up a market for the range of products, which is using resin grade Asbestos.

With kind regards,

Yours very truly,
UNION CARBIDE EUROPE S.A.

H. Wijsman

cc.: Messrs. W.D. Hamilton
H.F. Hilbe
Grace Industrial Chemicals Inc., Lausanne

P.S. Could you please inform all the people in the U.S.A. involved in Asbestos.