Calidria ASBESTOS

UNION CARBIDE CORPORATION · METALS DIVISION · P. O. BOX 579 · NIAGARA FALLS, N.Y. 14302 · TEL: 716-278-3376

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PLAINTIFF'S EXHIBIT

Union Carbide 480

Mr. Donald K. Schoeplein
Chemicals & Pigments Dept.
B. F. Goodrich Company
500 South Main Street
Akron, OH 44318

Dear Don:

Thanks for the generous use of your time for our visit last Wednesday. Frank and I apologize for being late for our appointment, but the driving conditions were far from ideal that morning.

As was discussed, our "Calidria" asbestos RG-244 is being used extensively for flow control by a number of adhesive manufacturers. However, because of the surface modification which it has undergone, it often becomes too expensive in some applications, such as is apparently true in your case. We would, therefore, suggest that our High Purity product be considered as a viable substitute for the Canadian grade 7T asbestos that you are presently using. I think that during our meeting we ruled out the possibility of you using pellets and so our remaining choice is the open form (HPO). For your convenience, I am enclosing our latest price schedule and typical product characteristics for this product.

Unfortunately, HPO cannot normally be used as a direct substitute for Canadian grade 7's as in most cases it is considerably more efficient. This results from the greater degree of fiber liberation and higher fiber content of "Calidria" vs. the Canadian products. Also, because of the wet process which is utilized to beneficiate our ore, you will find that HPO is considerably whiter, contains less magnetite and is much less abrasive. Therefore, the end products containing HPO asbestos are smoother and easier to apply, both in spray and hand-applied applications.

Finally, and I think you will consider this an important factor, we can offer you a reliable source of supply. We have an inexhaustible ore supply, a well designed manufacturing facility, and a work force dedicated to producing quality products. We would like very much to work with you on this project and are willing to supply you with adequate samples required for any test work. If we can be of further assistance, please contact Frank at Technical Products, Inc., or myself.

Very truly yours,

Gordon L. Dickson

Gordon L. Dickson
Manager-Eastern Region
Sales & Technical Services

GLD:dal
Encs.

CC: Mr. Frank Stettenfeld