PLAINTIFF'S EXHIBIT
UC-230

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
270 PARK AVENUE, NEW YORK, N. Y. 10017

JAMES W. RAWLINGS
VICE-PRESIDENT

April 21, 1971

Mr. G. W. Johns
Western Chemical & Manufacturing Company
3270 East Washington Boulevard
Los Angeles, California 90023

Dear Mr. Johns:

Thank you for your letter of April 5th. I understand you met with John Myers on April 12th and discussed a number of matters of common interest. I took particular note of the possibility that you might purchase and grind Calidria pellets for resale. I hope we will be able to work something out here.

I would like to have the opportunity of visiting with you on my next trip to the West Coast. In this regard, my schedule is somewhat indefinite but I will try and establish a definite date at some later time. In the interim, I assume that you and John Myers will be in touch in furtherance of the matters discussed on April 12th.

Very truly yours,

James W. Rawlings

JWR:mc

cc.: Mr. J. L. Myers

WEDCO

WESTERN CHEMICAL & MANUFACTURING COMPANY

INDUSTRIAL CHEMICALS • MILLING • MANUFACTURING

MAIN OFFICE:
3270 East Washington Boulevard
Los Angeles, California 90023
Phone 269-0191

OUR NEW ADDRESS
945 Ames Avenue
Milpitas, Calif. 95035
Phone: (408) 262-2830

BRANCH OFFICE:
~~1893 Bay Road~~
~~Palo Alto, Calif. 94303~~
~~Phone: 322-3178~~

April 5, 1971

VIA AIR MAIL
Mr. James W. Rawlings, Vice-President
Mining and Metals Division
Union Carbide Corporation
270 Park Avenue
New York, New York 10017

Dear Mr. Rawlings:

Mr. Stanford W. Bird of Salt Lake City, Utah, has given me your name and asked that I write you regarding his recent conversation with you about your Calidra Asbestos.

We have been purchasing some asbestos fiber from your mill located at King City, California, for the past several years, and have done some reselling and marketing of this product, but at the same time, just recently four months ago we opened up a new warehouse facility in the San Francisco Bay area at Milpitas, California, and do have additional warehouse space now to take on new items for distribution there, so if there is something that we can work more closely together on, I would certainly like to discuss this further with you and see if there cannot be some renewed efforts put in toward doing a better job of reselling your product, and at the same time feel that we are working more closely together with your company.

I have been associated in the asbestos business for many years, as an individual and as a company, since we at one time owned the old Johns Manville chrysotile mine located near Globe, Arizona, and sent over a lot of the tons of tailings and waste and ground them for fillers in certain industries. In fact, we are still milling these tailings and wastes, even though since that time we have sold the asbestos properties to the Jaquay Mining Company. I originally did some milling of your

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crude ore from your original deposits located near Colinga, California, and I'm sure that if Mr. A. E. Pufahl is still associated with your company, he'll remember some of the early contacts and work that we did together.

We are certainly interested in doing all we can to help update our position as a distributor, and if you feel that there's a place here that we can work jointly together on for distribution in the state of California, we would certainly appreciate having this opportunity.

Very truly yours,

WESTERN CHEMICAL & MANUFACTURING COMPANY

G. W. Johns

GWJ:gc

WEDCO

WESTERN CHEMICAL & MANUFACTURING COMPANY

INDUSTRIAL CHEMICALS • MILLING • MANUFACTURING

MAIN OFFICE:
3270 East Washington Boulevard
Los Angeles, California 90023
Phone 269-0191

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1803 Bay Road
Palo Alto, Calif. 94304
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April 28, 1971

VIA AIR MAIL
Mr. James W. Rawlings
Vice-President
Union Carbide Corporation
Mining and Metals Division
270 Park Avenue
New York, New York 10017

Dear Mr. Rawlings:

I am looking forward to the opportunity of your visit on your next trip to the West Coast.

Most generally I am in or near the Los Angeles area at all times and if you can advise me a few days in advance of your proposed timing for the West Coast visit, it will certainly be my pleasure to make your acquaintance and to discuss further the possible mutual advantages that might be obtained in working together more closely on the Calidria Asbestos.

I do have on hand at the present time one ton of the Calidria pellets that were sent to me by Mr. John Myers, and since it just arrived this week, I have not had an opportunity to break into our production to do some test work and pilot operations in milling this to see what we might be able to do in our high speed hammermill that we already have at our plant, and we are very hopeful that by using this mill we might be able to come up with a product that will be comparable to what we are currently purchasing from King City, California, already fiberized, but by purchasing it in the pellets and fiberizing and milling it in our plant, that we will be in a more competitive position to go after some additional business, and therefore, help ourselves and at the same time assist you in establishing more tonnage.

I will keep you posted on what success we might have.

Very truly yours,

WESTERN CHEMICAL & MANUFACTURING COMPANY

G. W. Johns

GWJ:gc

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