UNION CARBIDE CORPORATION
Chemicals and Plastics

270 Park Avenue, New York, NY 10017

December 9, 1977

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A-1-5

TO: Mr. H. M. Short

CC: Messrs. D. F. Baumert
D. F. Braun
T. P. Leyden
R. H. Lightfoot
W. C. Thurber

SUBJECT: Silane Treated Asbestos - Dresser

PLAINTIFF'S EXHIBIT
UC-782

Dear Harry:

This is to confirm various discussions on the above subject matter. It was agreed that we request Dresser to sign a secrecy agreement within time limits (within two months after submission).

In return, and after our receipt of the signed agreement, UCC will agree to:

a) Supply the new "asbestos/silane treated" product (dry fibers).

b) Supply same product in low dust form (lumps or pellets).

c) UCC will give assistance to Dresser to handle product to minimize exposure.

Meanwhile, we wonder why Dresser is not further advanced on this project, as we are informed that they purchase regular asbestos from Montello (i. e., UCC product).

Upon receipt of the new silane treated asbestos product, there will again be another two to three month evaluation period. Subsequently, we plan to arrange a lead time for not longer than one year, preferrably six months. During this lead time, UCC will ask Dresser to contract/purchase at least 200M lbs. of S.T.A. during the first year (or half of this in a six month period. Current pricing idea is around $1/lb., plus or minus 10%, pending product form/package.

I hope the above will be helpful in our negotiations with Dresser.

Very truly yours,

R. G. Brautigam

RGB:gf

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Union Carbide trial exhibit UC-782: R. G. Brautigam to H. M. Short on Silane-Treated Asbestos and Negotiations wit...
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