INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT
UC-987

MINING AND METALS DIVISION

270 PARK AVENUE, NEW YORK, NEW YORK 10017

To (Name) Mr. R. L. Folkman
Company
Location

Date February 25, 1971

Originating Dept.

Answering letter date

Copy to Mr. J. W. Rawlings
Mr. J. Myers
Mr. H. Trautmann

Subject Asbestos
Export Sales

During my recent trip to Europe, I met with Heinz Trautmann, Commercial Manager of the Coating Intermediate Division of U. C. Europe S.A. and his staff, Mr. Andre Maris and Mr. Wolfgang Lind in Geneva, Switzerland. We discussed the overall situation of sales and resellers activities and the result of our talks were as follows:

Three major product groupings prevail.

One: Standard Grade essentially for floor tile. After being held back from this market a few years ago due to fear of insufficient capacity to supply, renewed promotion of the market is not now recommended by our European associates due to high transportation costs and low value of the product.

Two: High Purity Asbestos for the paper industry. Again, having been pulled out of market development a couple of years back, sales effort through Union Carbide's affiliates in various European countries is starting again. They plead for another 6 months or so to determine if their recent efforts can be successful. In any case, they will certainly consider lining up Euroclay or another reseller for long-term direct sales effort of our products abroad if the conditions so warrent it.

Three: Resin Grades for fillers. Already Degussa, a precious metals firm in W. Germany, have a sales contract signed April 15, 1969 from U.C.C. It is imperative that U. C. Europe work through U. C. Belgium Ltd. to pursue this firm in meeting their commitments on tonnage sales and growth. Full support of Degussa was recommended by our people

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in Geneva and a new contract is now being drawn up for negotiation. Such an agreement should include all present and future resin grades of our asbestos and alter the price subject to quarterly review and put it on an FOB King City or FAS West Coast basis.

The Coating Intermediate Division is quite willing to retain Asbestos as their responsibility for all of Europe. The current year 1971 can well be a key period in which to establish long term commercial objectives.

Close liaison is recommended by all concerned.

P. L. Reiber

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