UNION CARBIDE

COMMUNICATIONS
teletypewriter message

PLEASE TYPE OR PRINT AND BE AS BRIEF AS POSSIBLE

COMMUNICATIONS DEPARTMENT USE ONLY			
MESSAGE NUMBER	TIME	OPERATOR'S POSITION	
PRIVATE LINE	TWX	TELEX	OTHER

MESSAGE BILLING CODE (SHOW 4 DIGIT NUMERICAL CODE ONLY) 6 7 8 0

MESSAGE ADDRESSED TO	ADDRESSEE	UCC ACTIVITY	CITY
	H. TRAUTMANN	CID	GENEVA
	COPY M. E. JOSLER/W LIND/W. D. HAMILTON - CID -		GENEVA

MESSAGE SECTION — If additional addressees are required continue to list below:

Reurtlx Reiber:

(1) Current Degussa offer in form of contract was submitted to us by Mr. Frankenbusch on a take as is or terminate basis. The offer is unacceptable due to price, quantity and term, with particular reference to the term of five years and extremely low quantities Degussa would have to take to keep agreement in force for full term.

(2) Very surprised your inference that Degussa would consider commercial retaliation with respect potential purchase of your products if agreement is terminated. Mr. Frankenbusch, at time he submitted offer, unequivocally stated that Degussa would display no rancor if we were unable to accept offer. He specifically offered to assist us in transferring to a new European reseller, even to the point of transferring any inventory Degussa might have to the new reseller.

(3) A Division of Grace (Marco Chemical) is a RG-244 customer and distributor in the United States. Their total familiarity with the use of the product and marketing aspects would be made available to their European personnel.

Continued on P. 2

DATE	SIGNATURE	UCC ACTIVITY	CITY

— TO COMMUNICATIONS DEPARTMENT —

UC 142-284

PLAINTIFF'S EXHIBIT UC-1576

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MESSAGE SECTION — If additional addressees are required continue to list below:

(4) Grace, like Degussa, is not willing to accept a fixed quantity contract but Grace is willing to execute a short term agreement at more acceptable price levels.

(5) We are satisfied that Grace market coverage in Europe, in terms of sales personnel and customer contact, is adequate.

(6) We have also been in contact with Cabot re: European resale but at this point believe Grace could provide better market coverage.

(7) Will not inform Mr. Frankenbusch that his offer unacceptable pending receipt any additional comments you may wish to make but this should be done soon.

(8) In the interim, please feel free discuss any aspect this matter with Group I management.

In view of foregoing see no need for suggested telephone conversation.

Regards.

RAWLINGS.

DATE	SIGNATURE	UCC ACTIVITY	CITY
8/19/71	James W. Rawlings	M&M Division	38th Floor

— TO COMMUNICATIONS DEPARTMENT —

UC 149-28A

Union Carbide trial exhibit UC-1576: James W. Rawlings to H. Trautmann on Degussa's Contract Offer and a Possi... Published by AsbestosClaims.Law
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