UNION CARBIDE

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

270 PARK AVENUE, NEW YORK, NEW YORK 10017

To (Name) Union Carbide Corporation
Division Highway 100
Location Morrisville, Vermont 05661

Att: Mr. E. R. Couture

Copy to

Date February 10, 1975

Originating Dept.

Answering letter date

Subject

PLAINTIFF'S EXHIBIT

UC-2232

Please substitute the attached letter dated January 16, 1975 and revised Exhibit B, effective January 1, 1975 to the Distributor Agreement between W. R. Grace & Company and Union Carbide Corporation, dated August 11, 1972.

Also, please acknowledge receipt of the enclosure by signing and returning to us the enclosed copy of this letter.

W. C. Thurber

WCT/es
Enclosure

Receipt acknowledged - February ____, 1975

RECEIVED
FEB 12 1975
UCC
RECORDS CENTER
MORRISVILLE, VT. 05661

UCC 004558

UNION CARBIDE

Union Carbide Corporation
Highway 100
Morrisville, Vermont 05661

February 10, 1975

Att: Mr. E. R. Couture

Please substitute the attached letter dated January 16, 1975 and revised Exhibit B, effective January 1, 1975 to the Distributor Agreement between W. R. Grace & Company and Union Carbide Corporation, dated August 11, 1972.

Also, please acknowledge receipt of the enclosure by signing and returning to us the enclosed copy of this letter.

W. C. Thurber

WCT/es
Enclosure

UCC 004559

Calidria ASBESTOS
UNION CARBIDE CORPORATION • MINING & METALS DIVISION • P.O. BOX 579 • NIAGARA FALLS, N. Y. 14302 • TEL: 716-278-3376

RECEIVED
JAN 29 1975
UCC CALIFORNIA

CARBIDE
THE DISCOVERY COMPANY

January 16, 1975

Mr. Paal Prestegaard/Mr. A. Rajala
W. R. Grace & Company
Grace Plaza
1114 Avenue of the Americas
New York, NY 10036

Gentlemen:

Per our prior communications enclosed is a revised Exhibit B, effective January 1, 1975, for the distributor agreement between our companies originally dated August 11, 1972.

Revisions to Exhibit B include price increases for SX-14 and SX-24 and the addition of SX-60 on a nonexclusive basis.

Please indicate your acceptance of the revised Exhibit B by signing and returning the enclosed copy of this letter.

Very truly yours,

John L. Myers

John L. Myers
Marketing Manager

Enc.

/ds

Accepted and Agreed to this
27th day of ~~January~~ 1975.
By Paal Prestegaard
(Title) Vice President
Interamerican Division

W. R. Grace & Co.

UCC 004560

Pacific)

EXHIBIT B
Effective January 1, 1975

Pricing Information

Product	Quantity Ordered: Pounds	Containers/Pallets	FOB King City, CA
SX-14	30,360 or more	2 Containers	13.0
	15,180	1 Container	15.0
	7,920-13,200	6-10 Pallets	17.0
	1,320-6,600	1-5 Pallets	21.0
SX-24	4565 or more	1 Container	65.0
	2310-3850	6-10 Pallets	72.0
	385-1925	1-5 Pallets	84.0
*SX-60	1400 or more	1 Pallet	30.0

* Exclusive for the Territory in Exhibit A except for Union Carbide.

Packaging Information	SX-14	SX-24	SX-60
Net Wt/Pkg., lbs.	33 (15Kg)	11 (5Kg)	35
Gross Wt/Pkg., lbs.	34	12	36
Number Bags/Pallet	40	35	40
Net Wt/Pallet, lbs.	1320	385	1400
Wt. of Pallet, lbs.	53	53	53
Gross Wt/Pallet, lbs.	1413	473	1493
Dimension of Full Pallet, In.	54 X 46 X 53	54 X 46 X 61	48 X 45 X 50
Density, Ft^3/T, With Pallet	115	455	90
, Without Pallet	108	432	80 } Estimates
20' Container Capacity, Bags	460	415	1000
, Pounds	15,180	4,565	35,000

Packages are 3-ply paper bags with a sealed polyethylene overwrap. Bag layers are glued to provide a unitized pallet for shipping.

UCC 004561

UNION CARBIDE

[redacted]

Union Carbide Corporation
Highway 100
Morrisville, Vermont 05661

February 10, 1975

Att: Mr. E. R. Couture

Please substitute the attached letter dated January 16, 1975 and revised Exhibit C effective January 1, 1975 to the Distributor Agreement between Grace Industrial Chemicals, Inc. and Union Carbide Corporation, dated January 1, 1972.

Also, please acknowledge receipt of the enclosure by signing and returning to us the enclosed copy of this letter.

W. C. Thurber

WCT/es
Enclosure

[redacted]

UCC 004562

Calidria ASBESTOS
UNION CARBIDE CORPORATION • MINING & METALS DIVISION • P.O. BOX 579 • NIAGARA FALLS, N. Y. 14302 • TEL: 716-278-3376

CARBIDE
THE DISCOVERY COMPANY

January 16, 1975

Mr. A. E. Dambach
Grace Industrial Chemicals, Inc.
P. O. Box 1246
CH 1001 Lausanne, Switzerland

Dear Al:

Per our prior communications enclosed is a revised Exhibit C, effective January 1, 1975, for the distributor agreement between our companies originally dated January 1, 1972.

Revisions to Exhibit C include price increases for SX-14 and SX-24 and the addition of SX-60. SX-60 has been added on a nonexclusive basis until we have discussed and decided upon the best marketing approach for this product in your European Territory, as described in Exhibit A of our agreement.

Please indicate your acceptance of the revised Exhibit C by signing and returning the enclosed copy of this letter.

Very truly yours,

John L. Myers

John L. Myers
Marketing Manager

Enc.

/ds

Accepted and Agreed to this
28 day of January 1975.
By A E Dambach
(Title)

UCC 004563

EXHIBIT C
Effective January 1, 1975

Product	Quantity Ordered, lbs.	Net Prices, ¢/lb. FOB King City, CA
SX-14	45,540 or more (3 20' containers)	13.0
	15,180 to 30,360 (1 or 2 containers)	15.0
SX-24	13,695 or more (3 20' containers)	56.0
	4565 to 9,130 (1 or 2 containers)	62.0
*SX-60	1400 or more	
	FOB King City	30.0
	FOB Niagara Falls	25.0

*Exclusive for the Territory in Exhibit A except for Union Carbide.

Note: The above prices are based on receiving an order for simultaneous shipment of the number of containers specified. Any combination of products may be used to fill the containers.

Packaging Information	SX-14	SX-24	SX-60	
Net Wt. per Pkg., lb.	33 (15Kg)	11 (5Kg)	35	
Gross Wt. per Pkg., lb.	34	12	36	
Nominal Pkg. Density, lb/ft^3	18.5	4.6	25	Estimates
, ft^3/ton	108	432	80	
20' Container Cap., Bags	460	415	1,000	
, Pounds*	15,180	4,565	35,000	

* Mixed Product orders should be for approximate amounts to permit optimum utilization of containers.

Union Carbide trial exhibit UC-2232: W. C. Thurber to E. R. Couture Transmitting Revised Price Exhibits for the W.... Published by AsbestosClaims.Law
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