cc: REB
WCT

mercomed sarl

WG/M

Epalinges, May 27, 1978.

RECEIVED
JUN 19 1978
WM. C. THURBER

Mr. John L. Myers
UNION CARBIDE CORPORATION
Metals Division
P.O.Box 579
NIAGARA FALLS, N.Y. 14302
U S A

Dear John,

Thank you for spending so much time with me in Europe. All the information you passed on in writing and verbally will come in handy during the continued introduction of Calidria asbestos products. The customer visits we made together presented you with a picture of some of the main problems faced with prospects in Europe. It should, however, be remembered that most of the companies we saw together were problem prospects.

A short summary of each meeting follows:

1. Teroson, Germany.
   a. HPO is their first choice for all new formulations. In their latest product they found a synergistic effect adding 2% HPO together with 2% Carey. (7 TS)
   b. They do not have the manpower to redo old formulations although the use of HPO could improve application characteristics.
   c. They found HPO to be superior to HPP in salt spray tests(Banbury mixed, scratch in coating, 4 days salt spray test) with corrosion spreading 2-3 millimeters when using HPO and 10 millimeters when using HPP.
   d. The pressure is on to phase asbestos out but they know of no suitable alternatives.

2. Van Baerle, Germany.
   a. They must, if they introduce asbestos into their plant, have all people in touch with asbestos examined by a doctor every 2-3 months. For 10 people they find the costs prohibitive for the relatively unimportant unburnable adhesive (100 tons using 2-3 tons HPO per year to start with) they developed. They are also concerned about letting the authorities into their plant where other things may attract their attention.
   b. They found that HPO in high alkalinity systems makes it possible to obtain a stable mix of sodiumsilicate and organics such as SBR-latex.
   c. The project might be revived if they could receive the HPO in a highly concentrated non-dusty premix.

3. Dunlop, Germany.
   a. SG 100 cannot be used or even tested by them as it contains some smaller particles. This makes it unacceptable for weighing by hand vs the rules they have to work under. The pellets do not go through the slits in their automatic weighing machines.
   b. They will determine and let us know how much it will cost to modify - for the test - one of their automatic weighing machines.

4. Sigma, Belgium.
   a. Sigma has used 400 tons per year of Carey asbestos working with 4 fibers per cm^3. Rather than modifying their plant they decided to give up the use of asbestos completely and have just informed the Belgian Authorities accordingly.

UCC 009578

PLAINTIFF'S EXHIBIT
UC-4365

Union Carbide trial exhibit UC-4365: Willy Gertsen (Mercomed) to John L. Myers on European Customer Visits Reg...
Published by AsbestosClaims.Law
ACL Doc 18941 · Page 1 of 3
asbestosclaims.law/library/18941/1

b. Their new range of products based on Aerosil does not give the performance they would like. Further the properties deteriorate to unacceptable levels after 6 months.
c. Sigma is probably gambling on a rule in Benelux (Belgium, Netherland and Luxembourg) according to which all manufacturers of a certain product have to discontinue the use of asbestos if one proves that it can be done. If Sigma can force their competition to make similar low grade products Sigma will have an important headstart.

I hope that you had a pleasant stay in Brussels and got back home without problems. Thank you again for the time you made avaible to us.

Yours sincerely,

Willy Gertsen

Union Carbide trial exhibit UC-4365: Willy Gertsen (Mercomed) to John L. Myers on European Customer Visits Reg… Published by AsbestosClaims.Law
ACL Doc 18941 · Page 2 of 3 **asbestosclaims.law/library/18941/2**

Published by AsbestosClaims.Law
asbestosclaims.law/library/18941/3