UNION CARBIDE **INTERNAL CORRESPONDENCE**

UNION CARBIDE CORPORATION 137-47th STREET, P. O. BOX 97 NIAGARA FALLS, NY 14302
METALS DIVISION

To (Name)	Mr. G. L. Dickson	Date	March 4, 1983
Division	UCC-Metals Division		
Location	Niagara Falls, NY	Originating Dept.	"Calidria" Asbestos
Area		Area	
Copy to	Mr. G. M. Lincoln File	Subject	Export Sales Arrangements

Per our discussions, the following are the more salient features of our export sales agreements:

W. R. Grace

1. Current contract dated 7/1/80 runs until 6/30/85 and yearly thereafter unless terminated.
2. Exclusive in countries listed in Exhibit A, essentially all of Europe (east & west) and Africa, except S. Africa.
3. Sets minimum and maximum quantities and penalties for negative deviations.
4. Prices set in Exhibit B - revised approximately yearly but never higher than 80% of domestic list carload. Forty-five days notification. Twenty % commission to W. R. Grace if UCC sells in their territory.
5. Packaging in WRG approved bags.
6. Specs and tests listed in Appendices C & D.
7. Termination - 60 days for cause, 60 days + product supply for one year if UCC goes OOB, otherwise one year.

Tomoe Engineering Company (New agreement, not yet signed but essentially same as existing agreement except for territory.)

1. Discount - up to 10% from published domestic carload prices. Prices revised by appendix yearly.
2. Territory - as shown in Appendix, but essentially Japan, Korea, and southeast Asia.
3. Termination - 30 days for cause, otherwise 90-day written notice by either party.

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PLAINTIFF'S EXHIBIT
UC-4863

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Other (UCC affiliates)

1. Seven % discount based on FOB King City pricing for quantity ordered. Price schedule revised yearly.

Please let me know if you have any questions.

R. E. Byrne, Jr. /dac

REB:dac

[redacted]

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Export Orders

TEC - New Orders

1. Receive TT with new orders.

2. Call Elba Aguirre (2161) to get 60 # for each new order.

3. Send Elba, LJG & REB a copy of TT. Phone LJG to let her know about the new orders & read them to her.

4. Record on ledger & file telex.

5. A few weeks later TEC will send copies of each new order. There will be no "60" number on them. Put the 60 number on each invoice according to the ledger.

6. File under "Export Orders Not Shipped"

7. IDD will send UCC orders for TEC which are 14" long. Cut them to fit in file & staple to TEC order.

TEC - Shipping Papers

1. Linda will send you a telex when each order has left the plant & is expected to to sail. Mark the ledger & file telex.

2. Linda will send shipping papers each week for all shipments leaving that particular week. They all look the same. Find the order in the "Not Shipped" file & staple them together & put in "Shipped Not Invoiced".

3. Check the shipping paper from Linda with the telex she sent. Put a check mark in the ledger when shipping paper received & Okayed.

TEC - Invoices

1. All invoices come from IDD except Canadian which do not use 60 numbers & come from King City.

2. Record invoice in ledger & put on monthly sales sheet. Pull file from "Shipped Not Invoiced" & staple together. File by month.

WRG - Orders [redacted]

1. Get 60 number. Send original to Linda - keep a copy and send one to Elba. Mark ledger & file.

Shipping papers & Invoices same as for TEC.

All other orders, get 60 number-send cc to Linda if she hasn't been copied & File.
Most other orders come from Elba in IDD. If it's a new order - get code number for Ippolit

END OF MONTH - Check total with Ippolito. Check off scroll and send G. Vessels monthly breakdown by product.

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