

JNJ000085060-JNJ000085060

PLAINTIFF'S
EXHIBIT
CAM-388

EXHIBIT 28
WIT: Walden
DATE: 4-19-17
C. Campbell, RDR CRR CSR #13921

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Metadata

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Confidentiality	Y	ORIGINAL
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Johnson & Johnson
BABY PRODUCTS COMPANY

RARITAN, N.J. 08869

January 11, 1980

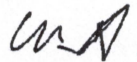
SUBJECT: Italian Talc Source

TO: Mr. G. Lee
Dr. B. Semple
Mr. R. Stites

There was no problem a month ago when the outlook was that we might have to have a hurried shipment of a few hundred or a thousand tons of Italian talc. However, our recent shift upwards to 2000 tons and then to 4000 is raising considerable eyebrows in Italy.

I have dispatched the attached letter to the operating principal of the Italian talc operation at the request of Mr. Ferry. Mr. Ferry has temporarily retained control of Italian talc imports although he is absorbed by Cyprus Minerals, who bought out his former talc businesses, American Talc, Metropolitan, etc., but not Chas. Mathieu, Inc., the Italian talc franchise here.

The suddenness with which we have raised our talc demand from Italy destroys the previous Italian view that we had a secure captive source, and that we were internally insured against any talc supply interruptions. Obviously, this is not the case through Italian eyes. My concern is that we should prepare for a rise in price not only here but perhaps worldwide as regards Italian talc and I prepared the attached letter with a view of forestalling that eventuality. I request the responsibility to continue to maintain the watch and take any steps to protect our interests in the matter.



W. H. Ashton

/by
cc: N. Berlin

Attachment

JNJ000085061

Metadata

BegAttach	JNJ 000085060	ORIGINAL
Confidentiality	Y	ORIGINAL
Custodian	Bill Ashton c/o Lorena Telofski	ORIGINAL
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Johnson & Johnson

BABY PRODUCTS COMPANY

RARITAN, N. J. 08869

January 11, 1980

Mr. G. Villa
Executive Director
Societa Talco e Grafite Val Chisone
Pinerolo, Italy

Dear Gianfranco:

I want to emphasize some points regarding our sudden U. S. requirements for tonnage amounts of 00000 EXTRA talc. I have asked Mr. Ferry to deliver this letter to you personally when he visits you this weekend because it was not possible for me to arrange to accompany him on such short notice.

1. The reason for the sudden large USA Italian talc requirements is that our Vermont operations are stopped due to a strike.

If you hear any rumors that J&J USA has shifted back to Italian talc because of Vermont quality, those rumors are absolutely false. The magnitude of the strike was greater than was anticipated and we cannot even get any of the talc in our storage silos in Vermont till the strike is over, and that is all there is to it.

2. It was imperative that we keep our baby powder factories in production both here in the Jersey area and in the southern part of the States. Although we could have suggested some other talcs available in the States, I advised using your talc because of the business integrity our companies have maintained over the past decades and other factors we have discussed over the years.
3. At this point in time we do not know how long the strike will last, nor is it definite how soon we will convert back to all Vermont talc when the situation is restored to normal. I will make sure that you get the right information directly as it becomes available, particularly that having any bearing on your talc output for J&J use.

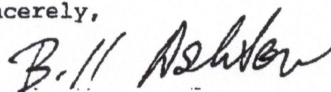
Of course, I realize this is the worst possible time of year to move rock from Fontana down the mountains to the Genoa-Savona port areas. Mr. Ferry and I hope you might have a good stock reserve of rock at Malanaggio in

the event the roads to the mines are now closed off. In any event, I want to make it clear that we have to have the same high quality as always and that we will reject any material which reaches us via the new Cyprus arrangement if it falls measurably below the quality level which Mr. Ferry presently has on hand. If there is any possible doubt of that, I want to hear it and will come over to inspect the rock prior to shipment to Cyprus USA to grind for us. My department will decide what talc J&J USA uses, not any division heads in Cyprus.

In addition, I trust that our sudden demand for large tonnage will not create any ripple effects in our worldwide operations or in the international talc markets generally.

Please convey my congratulations to your mother on her good health and to all your family as well. Best personal regards.

Sincerely,



W. H. Ashton

/by

cc: Mr. D. Ferry

