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file (also one letter marketing file)

MeadPaper

Specialty Paper Division
South Lee, Massachusetts 01260

Telephone: 413-243-1231

August 31, 1982

Mr. Siegfried Adler
Borg Warner Corporation
Stieber Division
Postfach 101360
69 Heidelberg
West Germany

Dear Siegfried:

This letter is a follow-up to my telex regarding Mead's ability to make limited manufacturing runs of asbestos paper in 1984. We would ask you not to request a manufacturing run until April of 1984. Your switching of customers and grades would lower the amount required, especially if you consider the runs as an aid to fill in the holes in your grade line and as a replacement option based on quality problems. Our expressed intention is to make one to three runs in 1984 depending on circumstances in the marketplace and Mead's ability to meet legal requirements.

We are asking Bellwood to coordinate the timing, imputs and specific needs of each Borg Warner Division.

There is an "Asbestos Transition Meeting" at Bellwood on September 22nd to clarify and define our mutual programs and more specific information will be available at that time.

We at Mead Paper Specialty understand and appreciate the pressures all Borg Warner Divisions are under to make this transition sooner than your customers would like. Since equivalent alternatives and technology exists, we consider it urgent to discontinue using asbestos sooner than the market would like in light of mounting legal liability and anticipated asbestos ban which would give us all no time to react.

Enclosed are self explanatory clippings which could be shared with your customers. We fully expect all Borg Warner Divisions to be in a stronger market position once the transition has been completed and our mutual cost cutting strategies implemented to make you more competitive in the year 1984 and beyond. The worldwide ban of asbestos has started with Denmark banning cars containing blue asbestos. These restrictions do not grant a timetable and being asbestos free is the only strategy.

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Specialty Paper Division

In conclusion, it is hoped that the long, close and technically strong business relation between our companies will continue for many more years. If we can be of more specific help please call upon us and we, after consultation with Bellwood, will answer your specific questions and needs.

Regards,

MEAD PAPER
SPECIALTY PAPER DIVISION

John M. Nolan
Specialty Accounts Manager

JMN/n

cc: Mr. D. L. Klausmeyer - Mead Paper
Mr. Carl Kenninger - Borg Warner, Bellwood

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