UNION CARBIDE CORPORATION
Performance Chemicals & Polymers Division 270 Park Avenue, New York, N. Y.
Business Development Department

CONFIDENTIAL
STRICTLY FOR INTERNAL USE
NEW BUSINESS DEVELOPMENT DEPT.
DATE: February 21, 1979

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FEB 22 1979

PLAINTIFF'S EXHIBIT
UC-3037

SUBJECT: Silane Treated Astestos

Attached please find pertinent details regarding the above subject matter and understandings between Dresser Industries and UCC. This background data (more is available dating back to 1970) should be useful in preparation for a proposed meeting with Dresser people in New York tentatively set for the week of March 12.

The proposed prime purpose of the meeting should be to clarify matters related to;

1) Determination whether past reasons for justification of this project still apply. That is, what are the effects of changes in UCC/Dresser personnel, changes in the market place and EPA/OSHA requirements, and changes in alternative products (viscosifiers with high temperature stability etc.), and changes in product economics?

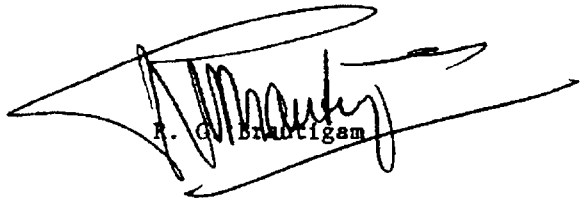
2) To reestablish the potential demand for silane treated asbestos in Oil Field Products and Servicing Industries. That is, in drilling, completion (packer fluids) markets in oil based and water based systems etc.

3) To reestablish extent of UCC commitment(s), if any, to finalize this project.

Dresser recently has been granted U.S. Patent 4.137.367. This patent has not been studied by the Law Department. A copy of this patent has been ordered, and will be reviewed. It is expected that UCC's position will be staked out vis a vis this patent before we meet the Dresser people.

The proposed Dresser meeting should discuss the business/marketing (volume, price, agreements, OSHA/EPA), future aspects of this project rather than the product specifications or end-use requirements. The latter are secondary issues because they are known to our R&D staffs -- both in the Metals as well as Chemicals & Plastics Division.

I hope that the above notes will be useful in the preparation of an agenda for the proposed meeting with the Dresser people.



R. G. Bhatigam

RGB:ms
Encls.

Pertinent Documents on UCC-Dresser Relationships related to Silane Treated Asbestos and Inhouse Data:

1) The Dresser Industry-UCC Agreement; June 19, 1978.

2) "Silane Treated Asbestos in Oil Base Drilling Muds" -- Memo; October 5, 1977.

3) Preliminary Price Suggestions for Finished Product -- Memo; June 13, 1978.

4) Speculative Operating Cost Estimate for Silane Treated Asbestos -- Dresser Process Memo; March 28, 1978.