



CHEMICAL MANUFACTURERS ASSOCIATION

Frederick L. Webber
President

November 12, 1993

Mr. John R. Danzeisen
Chairman of the Board
ICI Americas Inc.
925 Euclid Street
Suite 900
Cleveland, OH 44115-1487

Dear John:

I wanted to thank you personally for spending a day with us at CMA. We appreciated the opportunity to learn more about ICI after the demerger. We hope you have a better sense for the issues we cover and programs we offer and will constantly look for areas in which our mutual interests lie.

I am also writing to ask for your help. As we discussed, Zeneca's Biocides Division is considering CMA membership. The Biocides group would be a welcome CMA member. We believe, though, that either the whole of Zeneca or its entire Speciality Chemicals unit would also receive great value from membership in CMA.

I've written the attached letter to Keith Willard about Zeneca's membership in CMA. Any thoughts or suggestions you have on this issue would be appreciated. Because the Biocides Division may move quickly with an application, we hope to get a decision as soon as possible. While we are not trying to meddle in internal decisions, we feel strongly that Zeneca would benefit from broader participation in CMA.

Thank you again for coming to Washington. We look forward to working closely with you in the years ahead. As you know, I'm anxious to arrange a visit in Cleveland at your convenience to visit with others on your staff.

Best personal regards.

Sincerely,

A handwritten signature in dark ink, appearing to read "F. Webber", is written over a horizontal line.

cc: John P. Connelly, CMA

CMA 175520