FILE NAME: Union Carbide (UC)

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DOCUMENT DESCRIPTION: Letter to Union Carbide Europe from Union Carbide RE Grace - Asbestos

UNION CARBIDE EUROPE
SOCIÉTÉ ANONYME
5, RUE PEDRO-MEYLAN 1211 GENÈVE 17 SUISSE

FEB 28 1972

P. L.

Mr. P.L. R e i b e r - 36th floor
c/o Union Carbide Corporation
Mining and Metals Division
270 Park Avenue

NEW YORK , N.Y. 10017 / U.S.A.

V/RÉF. N/RÉF. HW/nb DATE: 23rd February 1972

Re: Grace - Asbestos

Dear Paul,

Last Wednesday we had a meeting with Grace people in order to coordinate the efforts to make the transition of Asbestos resin grade sales from Degussa to Grace-Europe so smooth as the present conditions will allow.

The action of Degussa to tell their clients about their intention to abandon this dangerous range of products caused a lot of confusion. The association of Asbestos consumers have already taken a sharp action against Degussa. And more action is likely to come. However, this whole story caused unnecessary harm. Nobody in Europe can understand what caused a firm, like Degussa, to blame themselves with such a move.

In order to help Grace to overcome the transition period, we have agreed to the following points, which Grace thought is necessary for development of the market.

a) Clients from Degussa, who come to UCE (or UCC) and ask for the Asbestos resin grades will be told that those products do not exist anymore. However, we then would recommend to take contact with Grace, who had specialized themselves in tixotropic products with an improved effect for similar applications.

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This argument will, undoubtedly, take the heat from the subject and will give Grace the possibility to introduce improved products, without revealing the source and the connection with Asbestos.

According to the agreement of UCC with Grace, Grace is not going to make use of the name or trade-marks of UCC, apparently because they are transforming Asbestos in their own range of products.

b) We have agreed not to inform Degussa about this move. Grace should also appreciate if you in New York are not informing Degussa or their affiliates. Grace believes that, by the time Degussa discovers the real situation, Grace has gained some time in which they are able to build up a market for the range of products, which is using resin grade Asbestos.

With kind regards,

Yours very truly,
UNION CARBIDE EUROPE S.A

H. Wijsman

cc.: Messrs. W.D. Hamilton
H.F. Hilbe
Grace Industrial Chemicals Inc., Lausanne

P.S. Could you please inform all the people in the U.S.A. involved in Asbestos.