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June 9, 1972

Mr. A. H. Bagenstose
Carey Canadian Asbestos
P. O. Box 15095
Cincinnati, Ohio 45215

Dear Mr. Bagenstose:

Union Carbide are furnishing SG-210 Asbestos to three customers who at one time purchased exclusively from Carey Canadian through Thompson-Hayward. The three companies are Welco, Kelly-Moore and Proko.

Union Carbide presently charges .045 lb., f.o.b. Spring Lake, California, and carload rail freight is \$1.78 cwt.

Union Carbide offers a saving over 7RF-9 in two ways. First, SG-210 is a pure asbestos so 50% of the amount is used in formulations over competitor's asbestos. Second, the material is packed in 30-lb. bags, placed 52 bags to a heavy-duty, two-face pallet, making an easier rail carload which unloads three times as fast as competitor's material.

One of our customers advises they have to use approximately 60% less than 7RF-9 (they can't get by on a 50% reduction) in a wet mix texture formulation. This customer advises he hasn't used U.C.'s SG-210 Asbestos in all formulations to date. However, SG-210 has performed satisfactorily in all formulations where it has been tried. Customer confirms ease and money saving accrued in unloading rail cars. The writer saw one car and it appeared in good order for efficient time saving unloading procedure with fork lift.

Should the Carey-Canadian delivery schedule remain the same as in the past two months we stand to lose all our asbestos business.

Help! Is there anything we can do to expedite deliveries?

Sincerely yours,

M. R. Jackson

MRJ/ds

Phil Kizer

