

From: Horton, Peter
Sent: 08/03/2011 03:56:00 PM
To: Vialle, George
Subject: RE: PSPC HGX-03-01
Attachments: image001.png; Outlook.jpg

George: Great summary.

FYI.. we are still vetting out Proxy calculation and have found some issues with their assumptions and estimates. Current summary is below. We should have the exact figure vetted on supply through Girsh Model.

I have a "working" meeting with Proxy tomorrow a.m.

Peter Horton | Boston Scientific | O: 508.683.4151 | C: 781.635.5842

"I improve the Quality of Patient Care and all things Boston Scientific"

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From: Vialle, George
Sent: Wednesday, August 03, 2011 3:14 PM
To: McCaslin, Todd
Cc: Batz, Helge (STP); Smith, Charles; Raneri, Joe; Ciulla, Ron; Charest, Ann; Horton, Peter; Schwartz, Scott (STP); Intoccia, Al
Subject: RE: PSPC HGX-03-01

Todd,

Thanks for forwarding the response from Philips regarding the Marlex resin. Could you provide more detail on what the remaining options are to procure more material? The options appear to be:

1. Escalate the discussion with Phillips above Bob Rhoades with senior/EC level BSC reps. We should strongly consider going to Philips to discuss in person rather than continuing the e-mail campaign.
2. Pursue 3rd party procurement from Phillips, do we have any contacts who may be able to get part/all of the 77K lbs of HGX-03-01 that Phillips has in inventory?
- 3.

Page 1 of 9

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Continue to look for other sources of the Philips HGX-03-01, ideally in the US but any source that can provide proper documentation should be acceptable.

As you know this resin supports a \$120M in annual revenue for the Pelvic Floor franchise. The current projected stock out date for most products is Aug/Sep 2012. This does not include the 700 lbs you were able to locate but has yet to be tested. Based on recent actions taken by FDA it is unclear if a replacement material will be approved. Finding more HGX-03-01 may be our only realistic option to support the pelvic floor products.

I can not overstate the importance of getting more HGX-03-01. All division resources are available as needed.

Regards,
George

From: McCaslin, Todd
Sent: Wednesday, August 03, 2011 7:37 AM
To: Batz, Helge (STP); Smith, Charles; Raneri, Joe; Ciulla, Ron; Charest, Ann
Subject: FW: PSPC HGX-03-01

Here is the response from the GM at Phillips

Sent from my Windows Mobile phone

From: Rhoades, Bob <RHOADRA@cpchem.com>
Sent: Tuesday, August 02, 2011 6:05 PM
To: McCaslin, Todd <Todd.McCaslin@bsci.com>
Cc: Zakrzewski, Frank J <ZAKRZFJ@cpchem.com>
Subject: RE: PSPC HGX-03-01

Thanks Todd, we are simply not interested in this business at any price which is still the basis for our past Agreement with your company.

Bob Rhoades
General Manager

Phillips Sumika Polypropylene Company
832-813-4385 office | 832-239-0263 mobile
rhoadra@cpchem.com

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From: McCaslin, Todd [mailto:Todd.McCaslin@bsci.com]
Sent: Tuesday, August 02, 2011 4:47 PM
To: Rhoades, Bob
Cc: Zakrzewski, Frank J
Subject: RE: PSPC HGX-03-01

Bob,

I appreciate the quick response.

Unfortunately, back in 2004 we were not aware how good the Phillips material was and how difficult finding a replacement would be.

Would you be willing to discuss this further as I would like to understand if there is anything Boston Scientific could offer/provide that would change this decision.

If it is liability issue, I believe we can work with our Legal to draft appropriate language that fully protects PSPC. If it is financial (I realize our requirements are very small) we could discuss a minimum cost that would be attractive to PSPC.

Let me know if you would be willing to discuss further.

Thank you,

Todd

Todd McCaslin

Global Sourcing Director

Boston Scientific Corporation

(508) 650-8337

mccaslit@bsci.com

(339) 223 - 2426 (cell)

From: Rhoades, Bob [mailto:RHOADRA@cpchem.com]

Sent: Tuesday, August 02, 2011 5:16 PM

To: McCaslin, Todd

Cc: Zakrzewski, Frank J

Subject: PSPC HGX-03-01

Todd,

PSPC is not interested in amending our 2004 Agreement concerning sales of HGX-03-01. This decision was made and agreed upon back in 2004 and our position has not changed.

Bob Rhoades
General Manager

Phillips Sumika Polypropylene Company
832-813-4385 office | 832-239-0263 mobile
rhoadra@cpchem.com

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From: Darmiento, Michael [mailto:Michael.Darmiento@bsci.com]
Sent: Tuesday, August 02, 2011 1:44 PM
To: Williams, Rick
Cc: pddonovan@chevron.com; Rhoades, Bob
Subject: RE: Phillips Chevron

Rick,

Wow! That was fast. Thanks I sincerely appreciate your quick response. Mike

Michael J. Darmiento
Director, Global Security
Boston Scientific Corporation
508-652-5648

From: Williams, Rick [mailto:WILJOH@cpchem.com]
Sent: Tuesday, August 02, 2011 2:41 PM
To: Darmiento, Michael
Cc: pddonovan@chevron.com; Rhoades, Bob
Subject: RE: Phillips Chevron

Michael,

I have brought the below referenced issue to the attention of Bob Rhoades, Phillips Sumika General Manager. Bob has agreed to discuss the issue further with Todd McCaslin, should he wish to contact Bob. Bob can be reached at (832) 813-4385. Please do not hesitate to contact me if I can be of any further assistance.

Best regards,

Rick Williams
Global Security Manager
Chevron Phillips Chemical Company LP | 10001 Six Pines Dr. | The Woodlands, TX.
77380
(Office: 832.813.4421 | (Mobil: 832.266.9507 | 7 Fax: 832.813.4680 | * E-mail:
wiljoh@cpchem.com

Visit the Global Security Website:
http://nsight.cpchem.net/DEPARTMENTS/EnvironHealthSafety/global_security/Pages/default.aspx

For travel assistance before & during travel contact International SOS at +1-215-942-8226 or Email: gsc@travelsecurity.com

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From: Darmiento, Michael [mailto:Michael.Darmiento@bsci.com]
Sent: Tuesday, August 02, 2011 12:24 PM
To: Williams, Rick
Subject: FW: Phillips Chevron
Importance: High

Hi Rick,

Pat Donovan gave me your name. I'm the CSO for our company. Can you help my guy out? We're in a bit of a jam. See below. Thanks. Mike

Michael J. Darmiento
Director, Global Security
Boston Scientific Corporation
508-652-5648

From: McCaslin, Todd
Sent: Friday, July 29, 2011 3:51 PM
To: Darmiento, Michael
Subject: Phillips Chevron
Importance: High

Mike,

Page 7 of 9

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The week-end is close!!!

Here is the situation we have with the resin from Phillips Sumika (business unit of Chevron Philips) that I told you about the other day.

We purchased a Polypropylene resin from Philips Sumika back in 2005 as a last time buy. They are not to excited about supplying to the medical industry.

We bought 4000 lbs that was supposed to last ~15 yrs (it did not). We run our in 12 months. Supports a \$100 M business.

The resin brand/grade is: Marlex Polypropylene HGX-030-01 Phillips discontinued this grade several years ago. We are searching all over the world for some "left over" inventory.

Phillips has a "special run" practice of Minimum order = 1,000,000 lbs, but I cant get the sales rep to call us back.

Trying to get a contact there at a higher level to have a discussion with.

The sales Account Manager is Katie Kennedy (not returning calls)

Her boss is Frank Zakrzewski (Sales Director)

I found out (through LinkedIn) that the General Manager of the Phillips Sumika plant is a guy named Bob Rhoades (I have no contact info)

Any help you can provide through your friend there would be greatly appreciated.

Thanks

Todd McCaslin

Global Sourcing Director

Boston Scientific Corporation

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