

Alfred Baber Fonds

Correspondence - General

Esau lenka, Audrey
1993-2005

QUEEN'S UNIVERSITY ARCHIVES	
LOCATOR	5095.5
BOX	7
FILE	21

Dear Andy,

I am so glad to know that you will be coming to Milwaukee on September 10th. The next week is free except that on Friday the 16th my cousin and his wife will be visiting us. Hence, we much look forward to seeing you during that week.

Fond regards,
Alfred

andrey_esaulenko wrote:

Dear Alfred,

I was happy to get your reply.
It takes time to negotiate the visit to Aldrich with all the people we try to deal with. Together with Igor we are going to come to Milwaukee on 10-September, to leave on 17-Sept.

So, I hope we have enough time to meet each other.

When we will book our tickets I will let you know.
Kind regards,
Yours as always,
Andy

----- Original Message -----

From: Alfred Bader Fine Arts
To: andrey_esaulenko
Sent: Thursday, August 04, 2005 9:25 PM
Subject: Re: My possible visit to Milwaukee this Autumn

Dear Andy,

I am happy to know that you will be coming to Milwaukee in September or October.

In September I will be here all month except for a trip to my Canadian university for my 60th reunion. I am leaving Milwaukee on September 21st and returning on September 25th.

In October there are two major Jewish holidays, New Year's on October 4th and the Day of Atonement on October 13th. Also, I will be receiving an honorary doctorate from Simon Fraser University in Vancouver and we plan to leave Milwaukee on October 5th and will return on October 11th.

We will probably fly to England at the very end of October.

Please let me know when you are coming.

Best wishes,
Alfred

andrey_esaulenko wrote:

Dear Alfred, dear Isabel,

I do hope you are OK.

Our (with Igor) business with Aldrich started several months ago.

One compound ordered in April was delivered at mid of June.

We got fist few orders in July. We think that the first products will be delivered early in September. So, slowly, step-by-step we have to establish new links with new people. But first we have to prove our abilities in 50-100 g scale. Thank you very much! You reanimated our business this time again!

I (together with Igor) plan to visit Milwaukee this Autumn somewhere in September-October.

Could you give me your schedule for this time? I'd like to meet you and Isabel again.

Please, accept best regards from Szeged's friends prof. Joseph Andor and his wife Iren. They have been retired, nevertheless, are quite brave (Joseph still plays tennis two times a week). I talked with them in July.

With the best wishes,
Remain yours,
Andy

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Subject: Your e-mail

Date: Wed, 05 Apr 2000 12:43:12 -0500

From: Alfred Bader <baderfa@execpc.com>

Organization: Alfred Bader Fine Arts

To: Andrew Esaulenko <andrey_esaulenko@alsi.kiev.ua>

Dear Andy,

I am sorry that a trip to England has delayed my thanking you for your e-mail of March 31st.

I always thought very highly of Josef Pleil; he is hard working, very likeable and reliable.

There have been some major changes at Sigma-Aldrich and I think these are generally for the better.

We plan to be in England and on the continent from May 30th to July 28th-in Vienna from June 5 to 11 and in Prague from June 14 to 18. Is there any chance that we might **meet in Europe?** Or do you have firm plans to come to Milwaukee in August? We would love to see you.

With fond regards from Isabel and myself I remain

Yours sincerely,
Alfred Bader



Subject: My visit to Vienna and Munich

Date: Fri, 31 Mar 2000 13:34:50 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: "Alfred Bader" <baderfa@excpc.com>

Dear Alfred,

I hope, both you and Isabel are OK.
I was in Vienna at the beginning of March and lived one night in a hotel near your lovely Praterstasse.
Unfortunately, it was a business visit and I could not see too much. There were few very important meetings in Vienna with Alex Vedenin, who my colleague who run the same type of company in Russia.
I lived two days in Seading - small village 100 km South of Vienna at Hans-Peter Schiefer (my HP boss) home. Hans-Peter organized couple of meetings as well.
After 4 days in Austria, we went together to Waldbronn (Hewlett-Packard, now Agilent plant of analytical equipment near Karlsruhe) by car for one week training.

Then, together with Tatyana Rubanets, who had visited you in Milwaukee, we came to Oberhaching to Sigma-Aldrich Chemie.
It was a hard time to me, because I had hot a cold, but the meeting was very important.
We spoke to the new people (for us): Josef Pleil, Christoph Zimmermann and Richard Martin.
I was pleased that Josef who stay with Sigma-Aldrich for 15 years is carrying you "letter to chemists" in his valet! He gave his best regards to you.

The results of our meeting are very serious for us, because they oriented us in different strategy in sales. But I'm very happy to meet with real profi in Sigma-Aldrich business in Germany who become our supervisors now.

Best personal regards to you and Isabel,
Sincerely,
Andy



Dear Andy,

As I said in my last e-mail, we will be in Virginia from the 17th to the 22nd of October, but in Milwaukee and free from October 23rd to 25th. It will be great to see you then.

Best wishes,
Alfred

Andrey Esaulenko wrote:

Dear Alfred,

Many thanks for your reply.

It means, first of all that both you and Isabel are OK!

I can come to Milwaukee to visit you between October 23rd and 25th if you don't mind. Bob will be out of the city, but we use this time to change our "internal watches" to Milwaukee time. So, if we come on 21-October I will have a time to meet you the week before my meeting with Bob.

Please, tell me is my plan fitted to yours?

Best personal regards,

Sincerely,
Andy

----- Original Message -----

From: Bader Fine Arts <baderfa@execpc.com>

To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>

Sent: Thursday, September 06, 2001 1:01 AM

Subject: Re: My visit to Milwaukee

> Dear Andy,

>

> It will be great to see you at the end of October but we may not have as
> much time as we would really like to have.

>

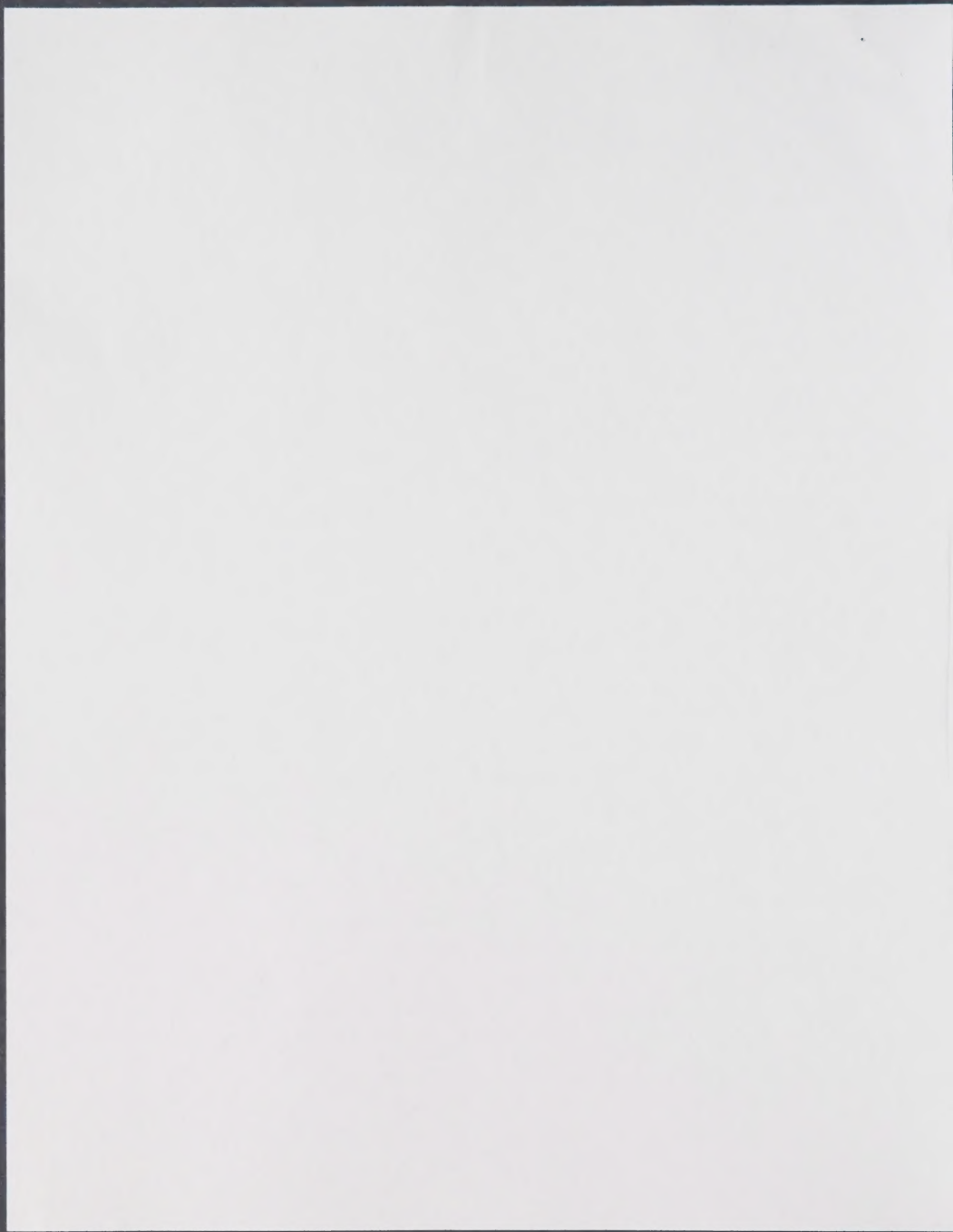
> We are flying to England the afternoon of October 31st and between the
> 26th and 29th of October we will have four very old friends visiting us,
> about whom you can read in my autobiography. One is Bert van Deun, who
> started Aldrich-Europe, who is really not well but would like to make
> what will be his last visit to Milwaukee. The other couple coming is
> Professor & Dr. Christian Noe, the brilliant medicinal chemist from
> Vienna.

>

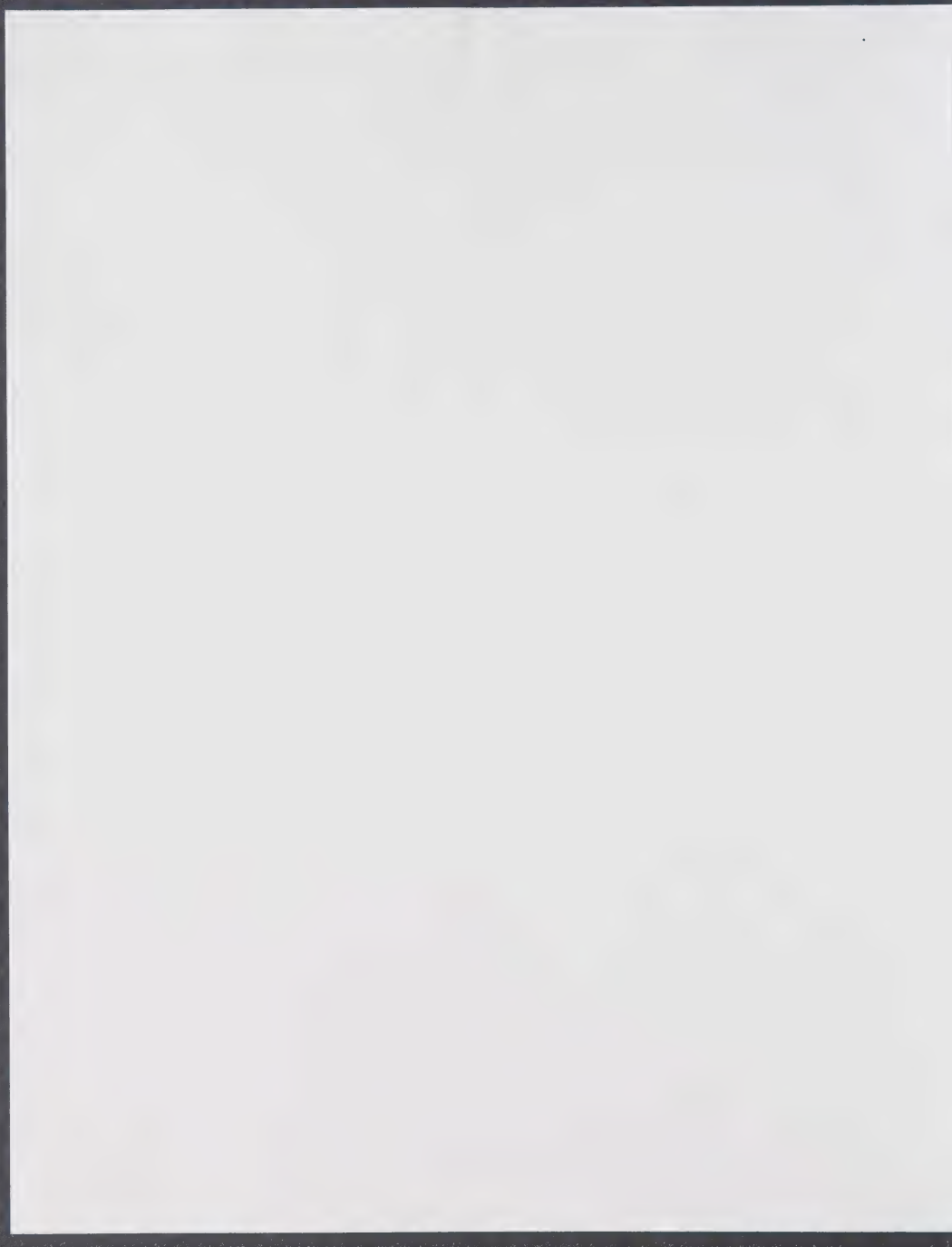
> Of course, no matter when you come we will have a few hours for you, but
> our guest rooms may be taken. If, on the other hand, you could come
> between October 23rd and 25th we are quite free, though from the 17th to
> the 22nd of October I have been invited to give lectures at a university
> in Virginia.

>

> I am mailing copies of your e-mails to me and of mine to you to Bob



> Wandler.
>
> With fond regards as always,
> Alfred Bader
>
>
>
> Andrey Esaulenko wrote:
>
>> Dear Alfred,
>> .
>> The Summer passed, you was out of Milwaukee,
>> me - out of Kiev. I'm OK, I do hope both you and Isabel are OK too.
>> .
>> I'm going to come to Milwaukee within 26-October - 10 November
>> to visit you and Bob Wandler. To Bob - with business deals, to you
>> and Isabel - with pleasure as always.
>> .
>> Please, tell me you schedule for the nearest few months. Is the term
>> I mentioned above is fitted to your plans. I can shift it.
>> .
>> I'm going to come with Igor Miroshnichenko (you know him for previous
>> visits) who is doing the most part of the job with Bob.
>> .
>> Looking forward to your reply,
>> Best personal regards to you and Isabel,
>> Sincerely
>> Andy
>



Re: My visit to Milwaukee

Subject: Re: My visit to Milwaukee

Date: Thu, 6 Sep 2001 18:38:57 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: "Bader Fine Arts" <baderfa@execpc.com>

CC: "Anatoly Daskal" <USAALSI@aol.com>

Dear Alfred,

Many thanks for your reply.

It means, first of all that both you and Isabel are OK!

I can come to Milwaukee to visit you between October 23rd and 25th if you don't mind. Bob will be out of the city, but we use this time to change our "internal watches" to Milwaukee time. So, if we come on 21-October I will have a time to meet you the week before my meeting with Bob.

Please, tell me is my plan fitted to yours?

Best personal regards,

Sincerely,

Andy

----- Original Message -----

From: Bader Fine Arts <baderfa@execpc.com>

To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>

Sent: Thursday, September 06, 2001 1:01 AM

Subject: Re: My visit to Milwaukee

> Dear Andy,

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> much time as we would really like to have.

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> We are flying to England the afternoon of October 31st and between the
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> about whom you can read in my autobiography. One is Bert van Deun, who
> started Aldrich-Europe, who is really not well but would like to make
> what will be his last visit to Milwaukee. The other couple coming is
> Professor & Dr. Christian Noe, the brilliant medicinal chemist from
> Vienna.

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> Of course, no matter when you come we will have a few hours for you, but
> our guest rooms may be taken. If, on the other hand, you could come
> between October 23rd and 25th we are quite free, though from the 17th to
> the 22nd of October I have been invited to give lectures at a university
> in Virginia.

>

> I am mailing copies of your e-mails to me and of mine to you to Bob
> Wandler.

>

> With fond regards as always,
> Alfred Bader

>

>

>

> Andrey Esaulenko wrote:

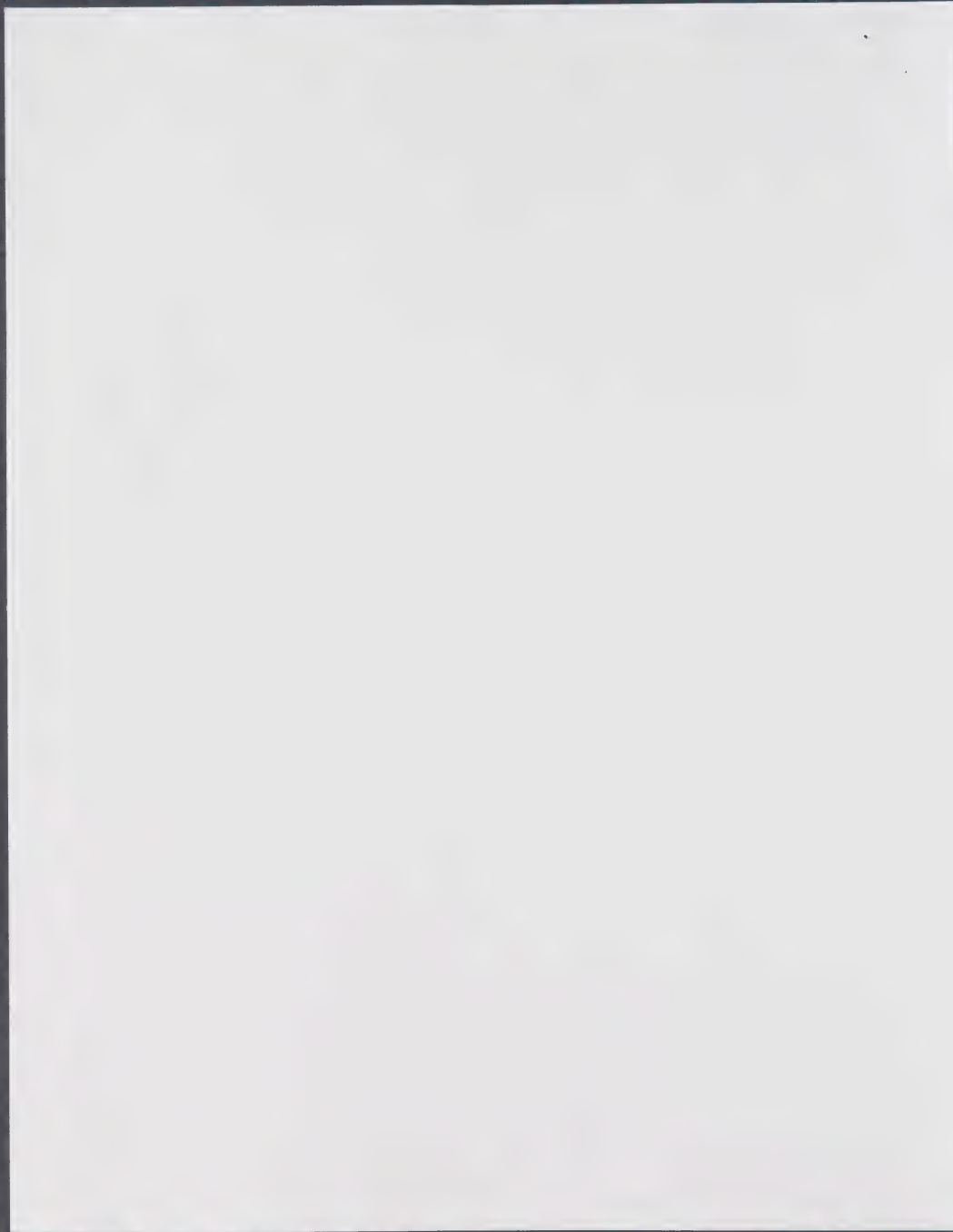
>

> > Dear Alfred,

> >

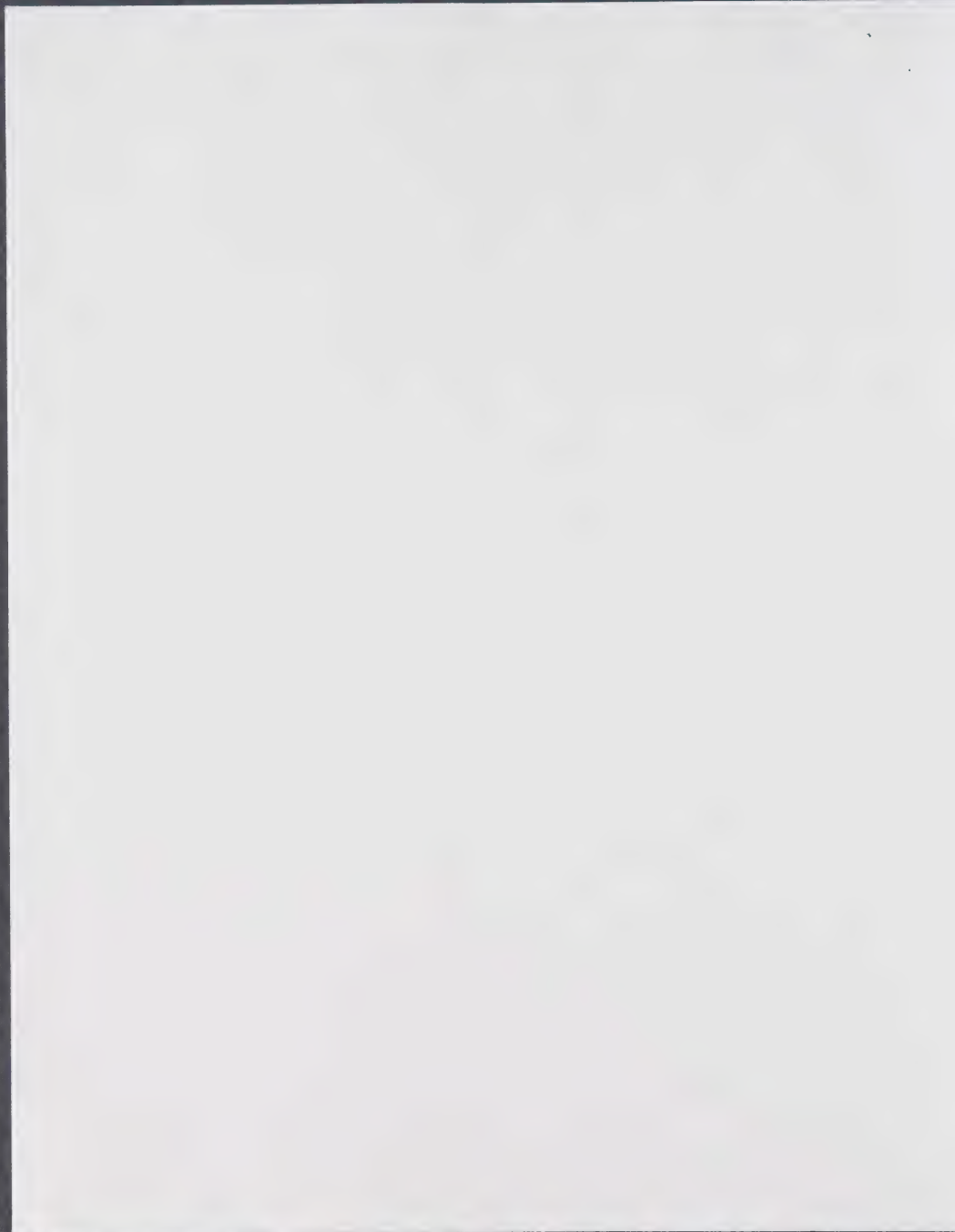
> > The Summer passed, you was out of Milwaukee,

> > me - out of Kiev. I'm OK, I do hope both you and Isabel are OK too.



Re: My visit to Milwaukee

> > .
> > I'm going to come to Milwaukee within 26-October - 10 November
> > to visit you and Bob Wandler. To Bob - with business deals, to you
> > and Isabel - with pleasure as always.
> > .
> > Please, tell me you schedule for the nearest few months. Is the term
> > I mentioned above is fitted to your plans. I can shift it.
> > .
> > I'm going to come with Igor Miroshnichenko (you know him for previous
> > visits) who is doing the most part of the job with Bob.
> > .
> > Looking forward to your reply,
> > Best personal regards to you and Isabel,
> > Sincerely
> > Andy
>



Re: Our visit to Milwaukee at the end of October #2

Subject: Re: Our visit to Milwaukee at the end of October #2

Date: Fri, 31 Aug 2001 11:13:14 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: <bwandler@sial.com>

CC: "Anatoly Daskal" <USAALSI@aol.com>, "Alfred Bader" <baderfa@execpc.com>

Dear Bob,

Thank you for your prompt reply,
OK, we can correct our visit accordingly your
plans to meet you on 29-October. Nevertheless
please, send me the letter of invitation to Igor Miroshnichenko
to ALSI ltd. address (see below) ASAP. If you put
the term of visit "since 15-October..." you will give us
more flexibility to arrange our flight tickets.

Best regards,

Andrey

P.S. Dear Alfred!

I found that the mails I have sent to Bob
are cut sometimes, so, may I ask you to re-send this mail from you
to Bob once again? Thank you in advance.

----- Original Message -----

From: <bwandler@sial.com>

To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>

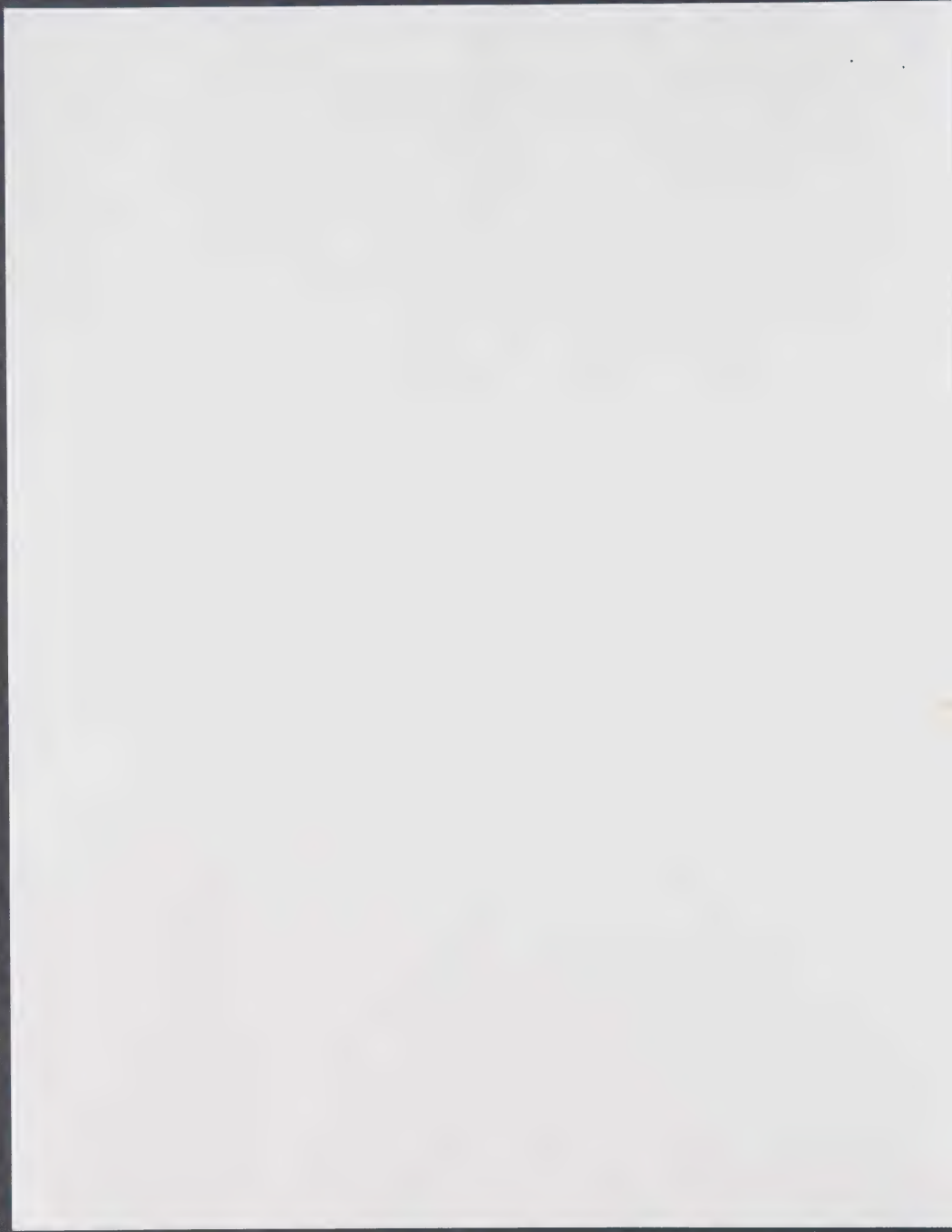
Sent: Thursday, August 30, 2001 8:23 PM

Subject: Re: Our visit to Milwaukee at the end of October

>
> Andy
>
> Anne and I are gone from Oct.23rd until the 28th. What dates are you
> looking for.
>
> take care
>
> bob
>
>
>
> "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua> on 08/30/2001 09:03:54
> AM
>
> To: "Bob E. Wandler" <bwandler@sial.com>
> cc: "Alfred Bader" <baderfa@execpc.com>
> Subject: Our visit to Milwaukee at the end of October
>
>

Dear Bob,

Together with Igor Miroshnichenko, who is collecting samples
and provides their quality control, we are going to visit you within
15-October - 15 November for one week.
We are going to discuss the results of our work in 2001 (quality and variety
of the samples)
and our prospects for 2002.
I still have my visa to USA, Igor has not.
So, May I ask you to send a letter of invitation from Aldrich Chemical

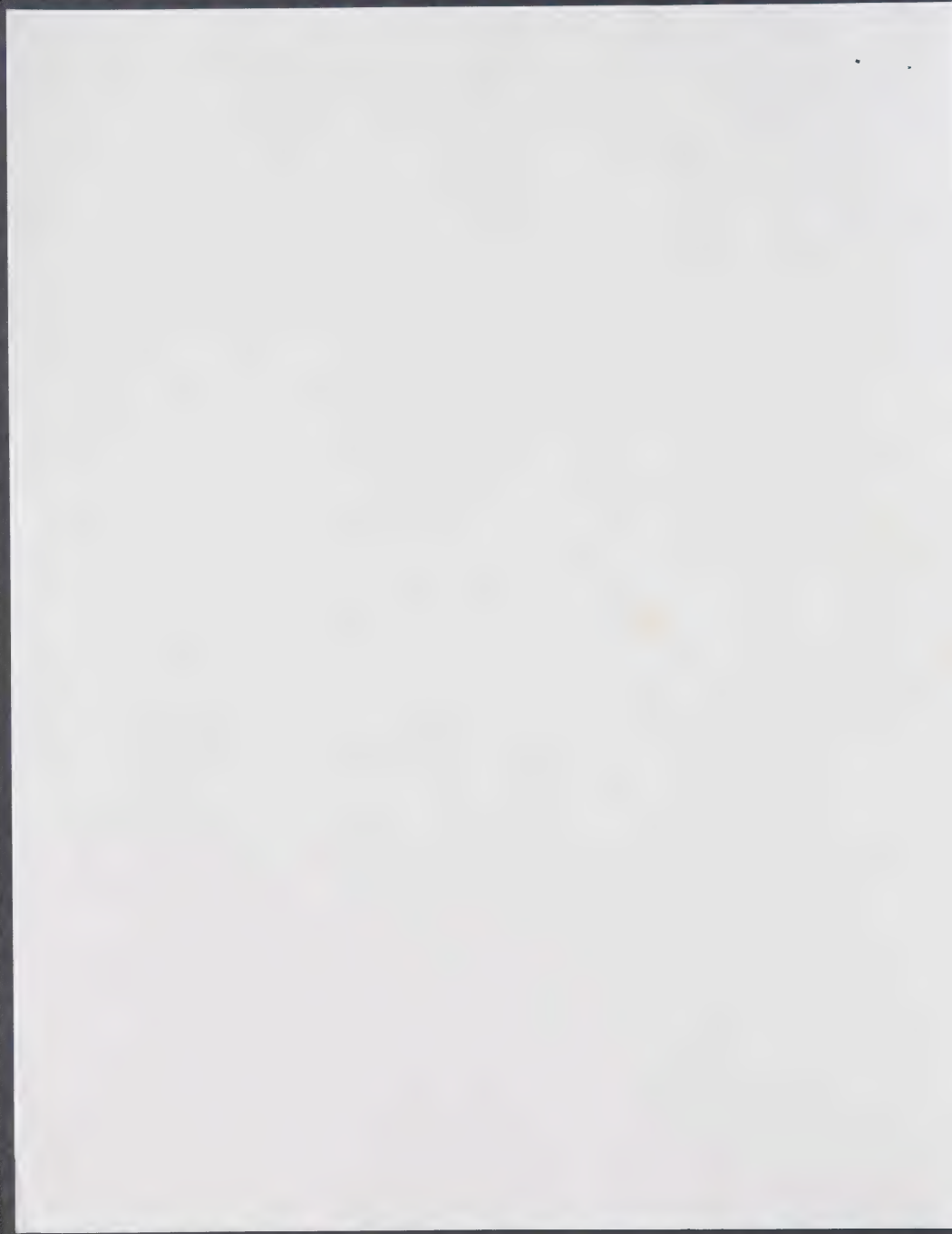


Re: Our visit to Milwaukee at the end of October #2

Company
to IGOR MIROSHNICHENKO who is employer
of ALSI Ltd (str. Shovkunenکو 8/20, ap.51, 03049, Kiev, Ukraine)
since 15-October.
The letter should be advertised to USA Embassy in Kiev, Ukraine.

Of course, I would like to meet with Alfred Bader this time.

Best personal regards,
Sincerely,
Andrey



From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>
To: "Bob E. Wandler" <bwandler@sial.com>
Date: 8/30/01 10:03AM
Subject: Our visit to Milwaukee at the end of October

Dear Bob,

Together with Igor Miroshnichenko, who is collecting samples and provides their quality control, we are going to visit you within 15-October - 15 November for one week. We are going to discuss the results of our work in 2001 (quality and variety of the samples) and our prospects for 2002. I still have my visa to USA, Igor has not. So, May I ask you to send a letter of invitation from Aldrcih Chemical Company to IGOR MIROSHNICHENKO who is employer of ALSI Ltd (str. Shovkunenko 8/20, ap.51, 03049, Kiev, Ukraine) since 15-October. The letter should be advertised to USA Embassy in Kiev, Ukraine.

Of course, I would like to meet with Alfred Bader this time.

Best personal regards,
Sincerely,
Andrey

CC: "Alfred Bader" <baderfa@execpc.com>



Subject: Happy birthday!

Date: Sat, 28 Apr 2001 13:21:43 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: "Alfred Bader" <baderfa@exccpc.com>

Dear Alfred,

.
You know that you is one of the most important persons in my life. I used to think about this. Of course, your advises were very valuable for me and our company. Of course, you helped me in many points. Many thanks for this! I never forget your this, let's say: DIRECT HELP.

.
But in your Birthday I would like to stress on the much less evident role of yours. In a nut shell one may formulate it as:
ALFRED SIMPLY SHOWED ME ANOTHER WAY OF LIFE AS
A SELF-EMPLOYED PERSON.

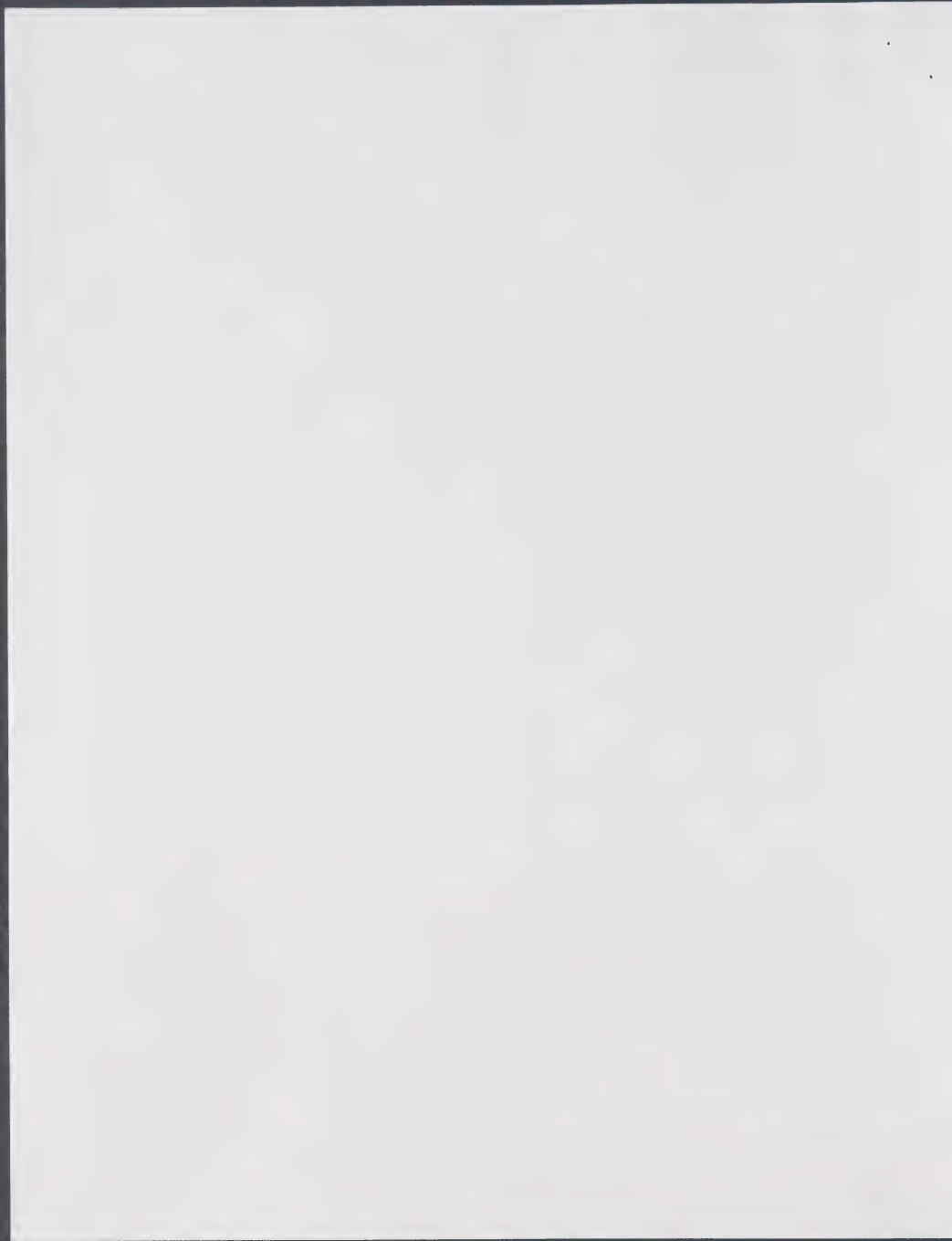
.
Most of the people don't know their own talents or qualities. I mean, they are potentially able to do something, but they don't know that they are really able to do this. Sometimes a person meets a people which provoke to discover his(her) abilities or qualities.

.
You are such person in my life who showed and encouraged me to try to be self-employed. I think it was not your target to help me to "discover" my "abilities". You did it indirectly, you simply showed me your life in very frank manner.
SO, I'M VERY THANKFUL FOR YOU THAT YOU ARE
LIVING AS YOU LIVE! PLEASE, CONTINUE AS LONG AS
WILL BE POSSIBLE! If you need my help, you may reply.

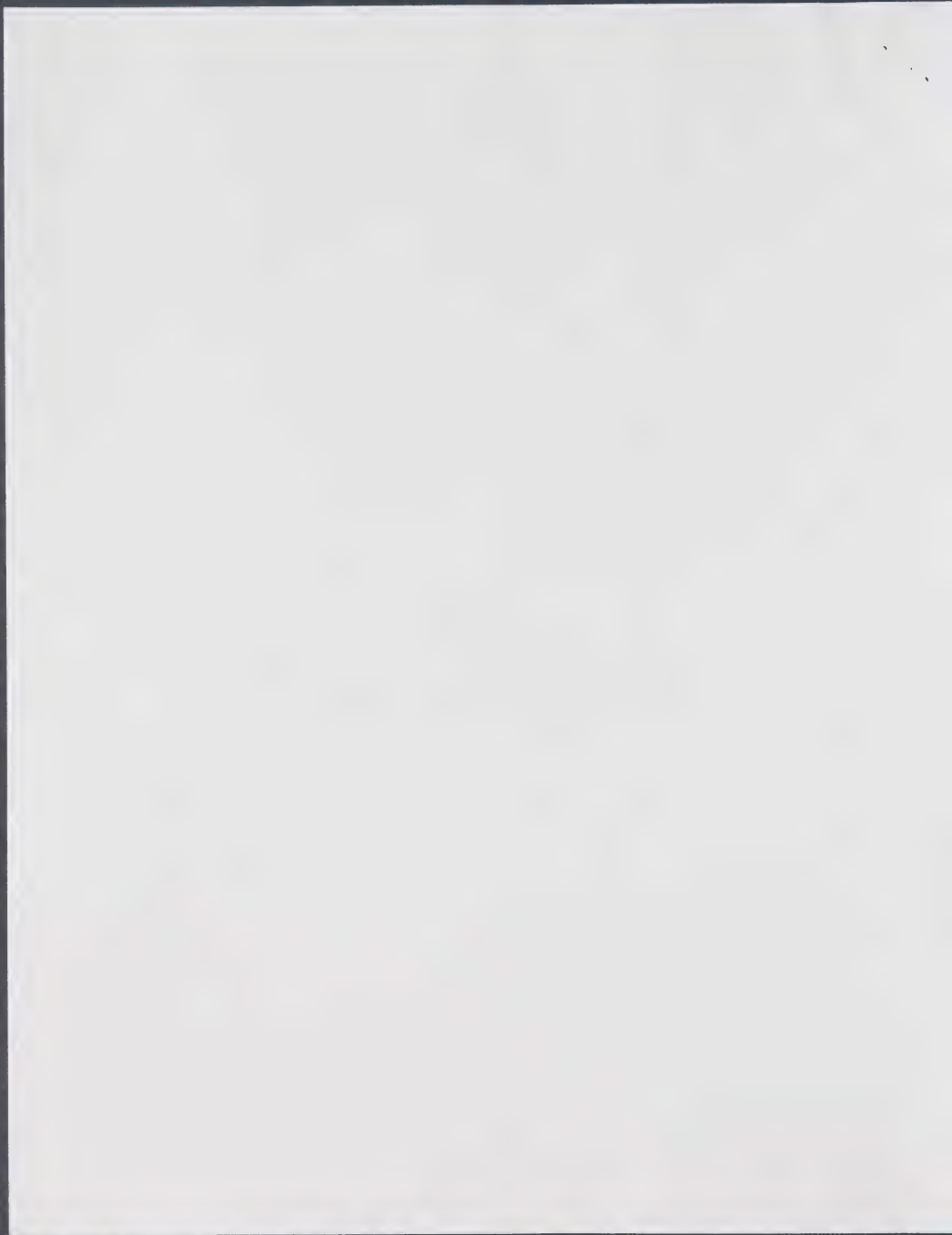
.
I wish you, Isabel, you sons and grand-sons sound health, prosperity and happiness!

.
HAPPY BIRTHDAY TO YOU, ALFRED!
Sincerely,
Andy

.
P.S. It is my daughter when she was 3 moths old. Now she is more then 6 months! This photo is not the latest, but most lovely one.







Subject: My visit to Milwaukee

Date: Thu, 19 Oct 2000 10:54:08 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: <baderfa@excpc.com>

Dear Alfred,

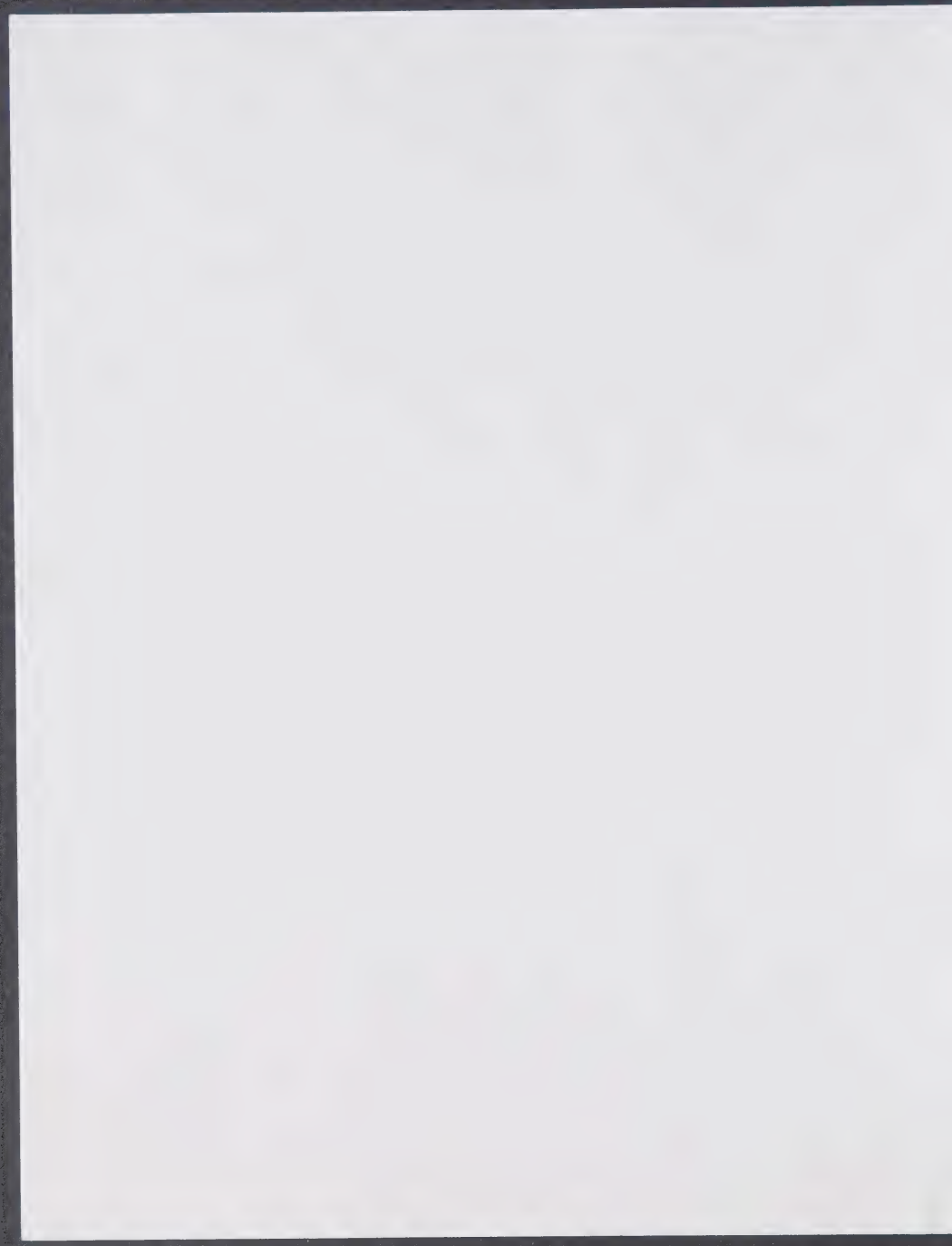
Finally we manage the date of our arrival to Milwaukee. The major obstacle was British Embassy in Kiev. We were planned to stay one 40 hours in London to siteseen. And asked for transit visa. They asked about the additional documents about our income, about a sponsor in UK, etc. I tried to explain (in very quiet and polite form) that we are looking for transit visa on the way to USA. The Embassy officer was so rude, she even did not allow me to finish the first sentence as a reply. The same fate was with other few sentences I tried to ask (really ask, like: if we will reduce our stay for 18 hours, we need a visa to go from Gatwick to Hithrow airport). She had no time to listen. We had to write letter that we cancel our request for the visa.

So, I have got one more confirmation that people all over the world are the same.

Our schedule is the following: 25-October we are going to arrive to O'Hare and on 1-November - to leave to Los Angeles to come back to Milwaukee on 9-November to see Bob once again.

I'm very sorry that we will not able to spend the Isabel's birthday with you, but I hope we will have enough time to for conversation before.

Looking forward to meet you and Isabel!
Best regards,
Andy



E/u
10/26

Subject: Your e-mail

Date: Mon, 23 Oct 2000 20:09:04 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: "Alfred Bader Fine Arts" <baderfa@execpc.com>

Dear Alfred,

Thank you for your e-mail. I understand you hint about the gifts. It is an old habit, and I'm not sure if I can keep away from gifts at all. But let's see, may be I will be successful this time!

Anyhow the day after tomorrow I will start to Milwaukee together with Tatyana to see you and Isabel.

Please, find enclosed the overview of our activity with Aldrich within last 10 years! Yes, 10 years ago this business started owing to your kind help. This message I'm sending to Bob as well. It would be fine if you find a time to read it, but as you may guess this is not the reason why I would like to see you and Isabel again.

Looking forward to meet you soon.
Best personal regards,
Sincerely,
Andrey

----- Original Message -----

From: Alfred Bader Fine Arts <baderfa@execpc.com>
To: Andrew Esaulenko <andrey_esaulenko@alsi.kiev.ua>
Sent: Monday, October 23, 2000 5:50 PM
Subject: (no subject)

> FAX FROM:

> Dr. Alfred Bader
> 924 East Juneau Avenue
> Astor Hotel -Suite 622
> Milwaukee, WI 53202
> Ph: (414) 277-0730
> Fax: (414) 277-0709
> www.alfredbader.com
> e-mail: baderfa@execpc.com

> A Chemist Helping Chemists
> October 20, 2000

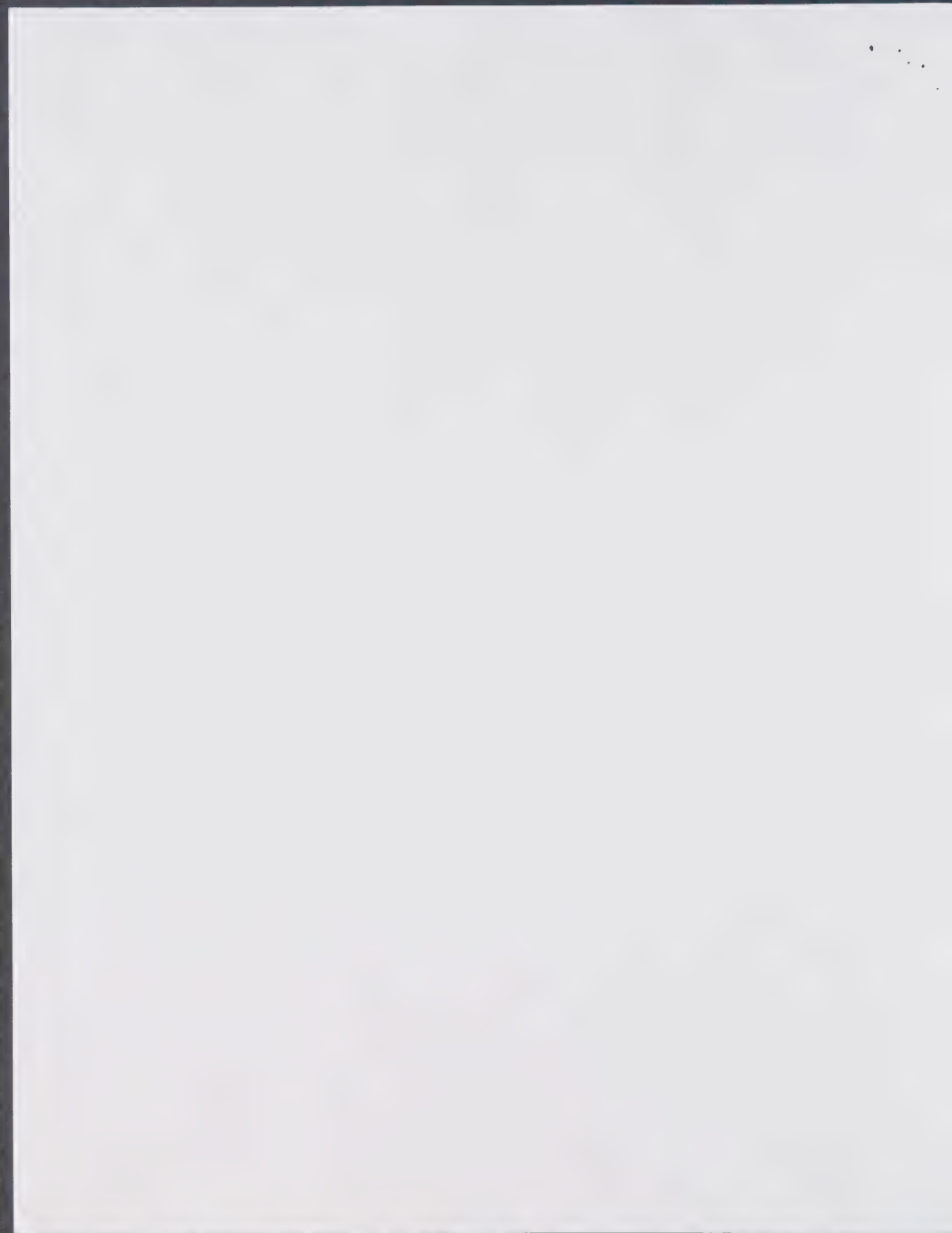
> TO: Andrey Esaulenko Page 1 of _2_

> FAX #: 011-38-044-413-6041

> Dear Andy,


> As you say, there are rude people all over the world, even in British
> embassies.

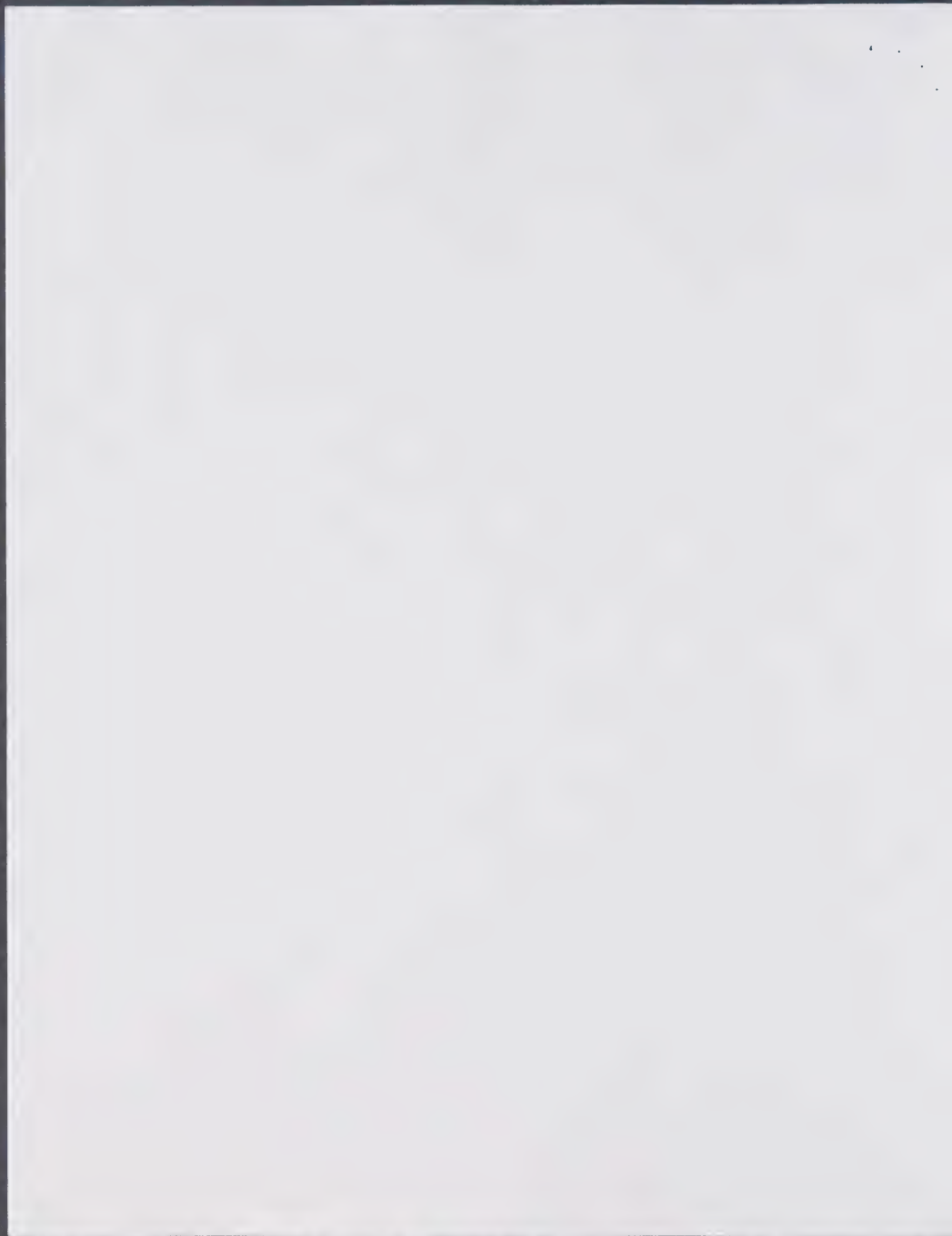
> Next time you wish to come via England, perhaps the attached letter



Your e-mail

> which I will be able to update whenever you want, might be helpful.
>
> We so look forward to seeing you in Milwaukee and I would suggest that
> you spend Sunday evening, October 29th, in our house. I could pick you
> up at the Holiday Inn on Sunday morning and have a delightful afternoon
> and evening with you and the next day take you back to your discussions
> with Aldrich.
>
> But please do me one favor: in the past you have always brought us
> elaborate gifts. Please don't, as being with you is such a gift anyway.
>
> With fond regards I remain
>
> Yours sincerely,
>
>
> Alfred Bader
> AB/az
> Att.
>
>
>

 o18_Bob_letter.doc	Name: o18_Bob_letter.doc Type: Winword File (application/msword) Encoding: x-uuencode
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10 years cooperation with Aldrich on Rare Chemicals Business.

A glance from Kiev.

We started our cooperation with **Aldrich** in 1990. We established **ALSI** in 1994 as a Rare Chemicals Library (RCL) supplier. On the other hand, **ALSI** started to act as reseller of **Sigma-Aldrich** chemicals in Ukraine since 1996.

We were pioneers in former USSR of such kind of business. At that times we were able to supply RCL with hundreds of samples per year. At the moment **ALSI** is able to ship 1 - 1,5 thousand samples per month. Within the last decade we work hard to elevate the quality of our job. All the samples of organic compounds of different types we offer have NMR-confirmation of their structures and purity.

Have been focused on long-term relations, **ALSI** became a reliable Rare Chemicals supplier of **Aldrich**. We can say that our interests are coincided with **Sigma-Aldrich** ones.

The long history of our relations allows us to feel the trends, from our point of view, of the business development and to make some conclusions.

Within 90-th there were three type of partners doing this business:

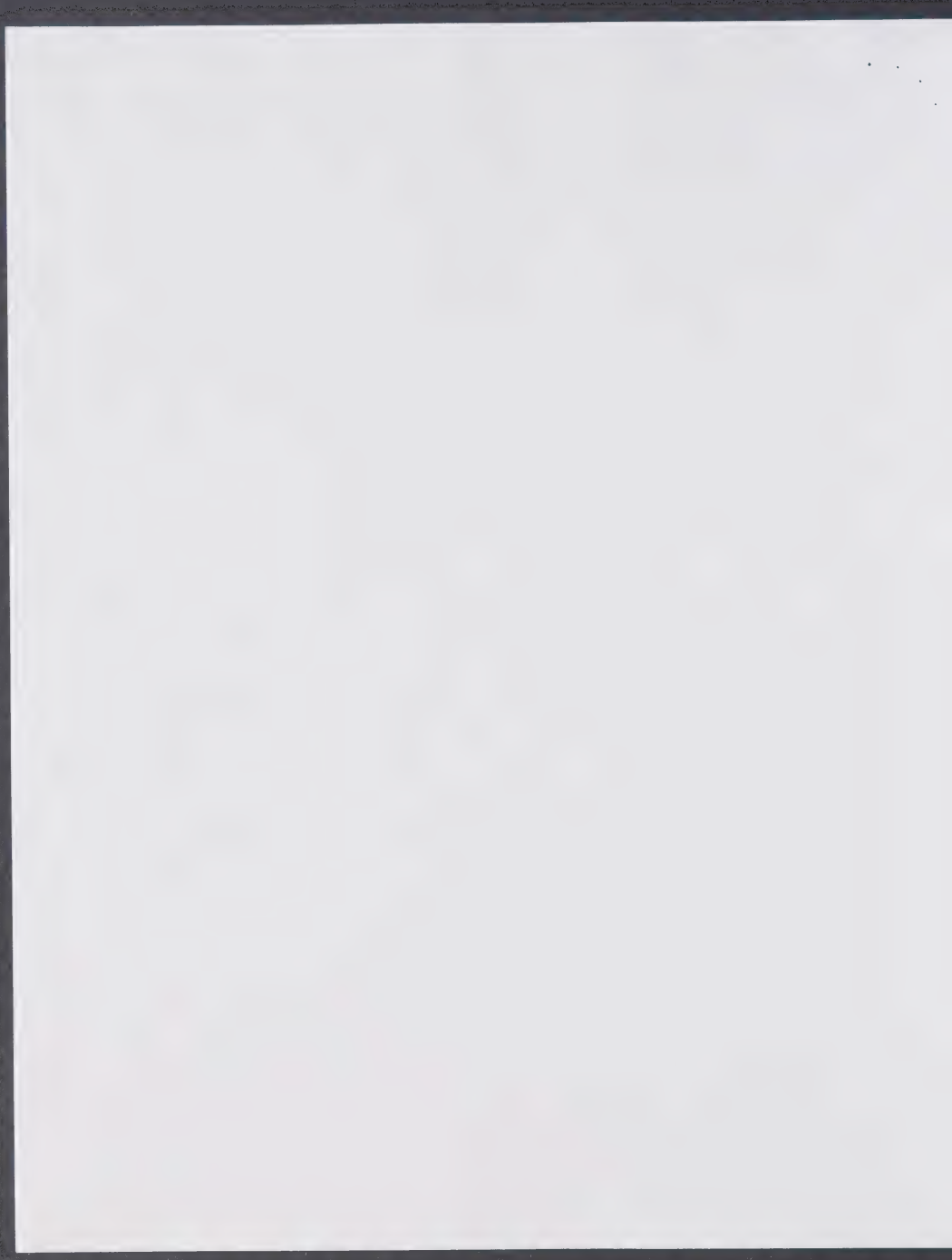
1) The **Suppliers** (or, actually manufacturers) - labs and chemists who produce Rare Chemicals in small amounts 100 - 2000 mg.

2) The **Resellers**, like Aldrich, Specs, Janssen, Labotest etc.

3) The **Consumers** of the samples, like DuPont, Monsanto, Rhon Poulenc, Acros Chemica, American Cyanamid, Bayer, Ciba (Novartis) etc who has focused their activity on purchasing Rare Chemicals and screening them.

There were two options of cooperation: **Suppliers** ---- **Resellers** ----- **Consumers** or **Suppliers** ---- **Consumers**

At the first part of 90-th the most of the **Resellers** and **Consumers** asked first for the lists of the compounds offered by **Suppliers**. After selection, they used to make the orders of 0,1-1,0 g of the samples. The main drawback of such approach was long term (3-12 month) of the getting approval for purchasing. The number of the supplied compounds was not very high. Such approach made the cooperation not very attractive for the chemists (**Suppliers**). Many of the orders could not be fulfilled because of the starvation of the starting chemicals. On the other hand, producing new chemicals "on



stock" was very risky, because synthetic chemists were not assured that the stock would be sold.

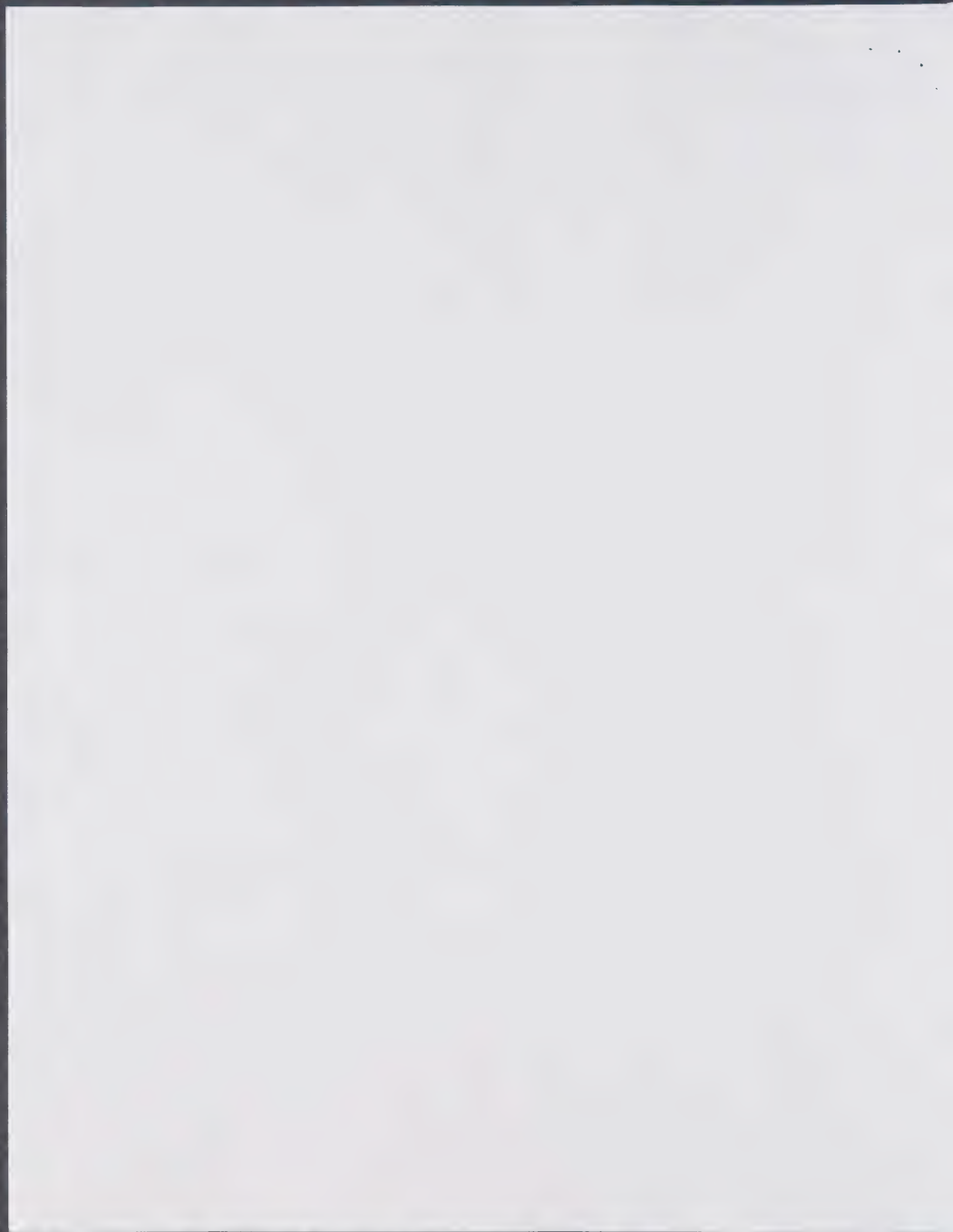
At that times (up to 1998-99) the approach of **Aldrich** in cooperation with **ALSI** gave us a big advantage against competitors. Following to such plan, **ALSI** made a minimal pre-selection within 1-10 days to purchase a list of the compounds offered by the **Suppliers**, according to the **Aldrich's** demands.

ALSI organized the preliminary checking of sample quality, based on their m.p. and NMR and TLC. This situation allowed our own mini-market of **Suppliers** to learn the "tests" of **Aldrich**. Actually the **Suppliers** become more and more oriented for the **Aldrich's** demands. They were assured that the compounds they can produce would be purchased.

This scheme based on trust relations with **ALSI**, which acted as a pre-filter was the key-factor of **Aldrich** success in 90-th.

But at the end of 90-th the structure of this business started to change. The big **Suppliers** have established the long-term relations with **Consumers**. **Suppliers** become financially strong. This allowed them to start to work as the **Resellers** according to the same scheme, which used to practice **Aldrich** with **ALSI**. This means to purchase the samples on stock. Since the end of 90-th **Resellers** became more and more strong competitors to **Aldrich**, offering to the **Consumers** databases of well-checked and ready-to-sell samples. It was very attractive from the labs-**Suppliers** point of view, because the **Resellers** purchased 100% of the synthesized samples. The **Resellers's** risk to purchase a sample "for future offer" become less and less, because they realized that any sample they produce will be purchased sooner or later. Moreover they can sell a sample more then once. The success of the **Resellers** at the end of 90-th was the reason of their growth. Among the biggest Russian **Resellers** are: **Indo** (Moscow), **Contract-Service** (Moscow, Mr. A.V.Ivashchenko), **AsInEx.Ltd** (Moscow, Mr.Kirpichenok).

Another influence-factor for the business was the elevating of the prime cost of the samples. At the beginning of 90-th synthetic work of the **Suppliers** was based on quite restricted rank of chemicals, but they actually were free of charge. So, the prime cost was determined by the man-hours. Combination of comparatively low level of average salary in CIS countries at no competitive conditions (**week Resellers**), allowed to offer quite inexpensive samples. The situation become change since the mid of 90-th. Actual decay of Soviet chemical industry, forced to the **Suppliers** to address to the Western manufacturers like **Aldrich**, **Merk**, **Janssen** etc. This dramatically elevates the prime



cost of a sample. To produce on stock without guarantee of further selling become more and more risky. On the other hand, more and more **Resellers** come to the market. This also made contribution to samples purchasing prices growth.

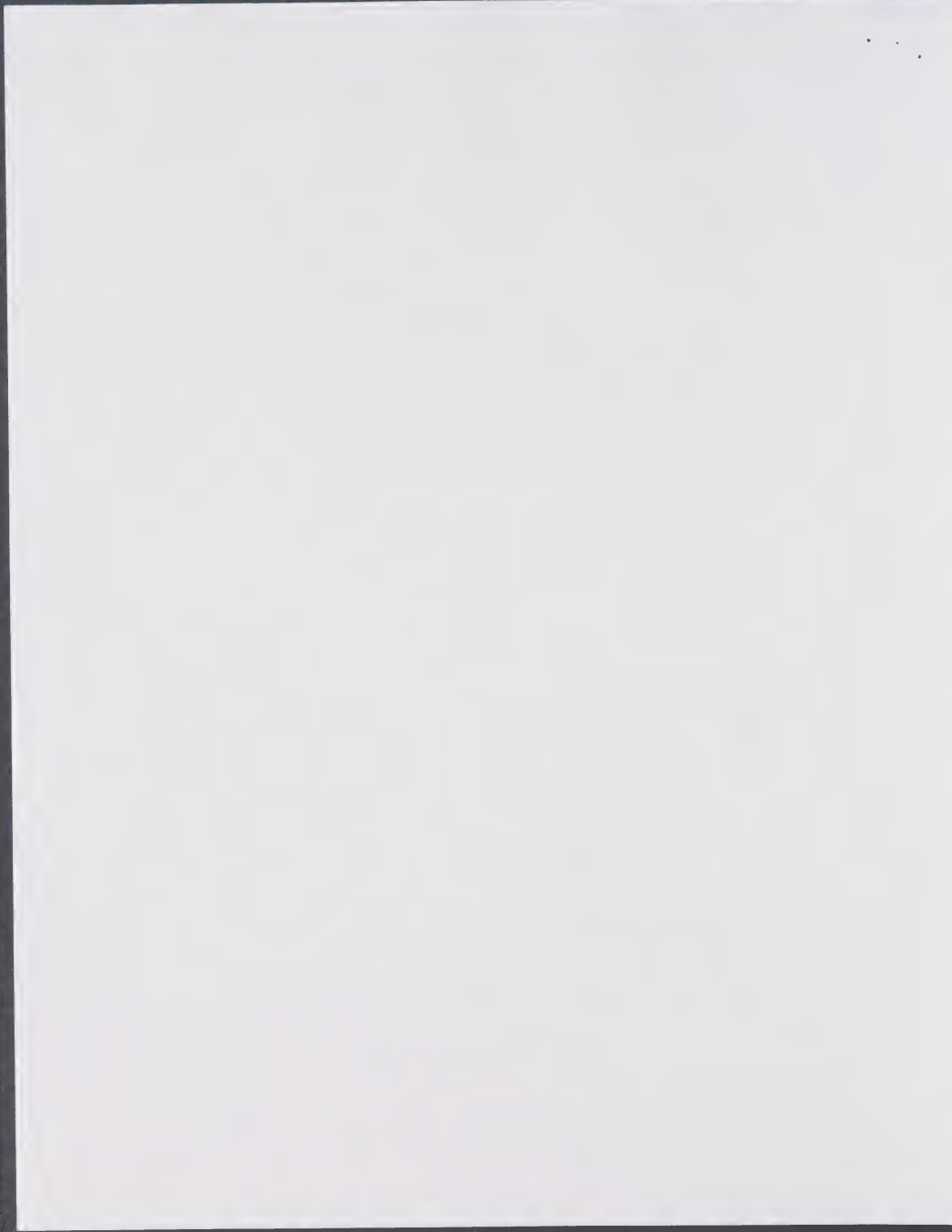
This was the reason of the elevation of the purchasing prices, which paid ALSI to the **Suppliers**, and purchasing prices, which paid by **Sigma-Aldrich**. These are the reasons of the level of purchasing prices now.

Certain level of distrust to Russian firms in American market was a kind of "kinetic" and temporal factor, which did not allow the Russian **Resellers** compete with Aldrich in 96-99. But at the end of 90-th, the situation has been changed. The biggest **Resellers** started to found their firms in USA and Europe. "**ChemDiv**" (= Russian "**Contact Service**") and "**Chem Bridge**" (= Russian **Indo**) located in San Diego. According to our information they have not more than 10 employers, but the official income of **ChemDiv** in 1999 was 4,3M\$. Last times they started to officially invite well-qualified chemists from Russia and Ukraine to USA. They become well known in USA owing to active marketing, internet advertisements, they become sponsors and organizers of scientific seminars and conferences in Russia and Ukraine to attract and involve more and more new labs for cooperation.

Last times **Resellers** used combination of money and starting chemicals offers at reasonable prices as a payment for the Rare Chemical samples.

One of the most powerful factors, which made an influence on our business, was combinatorial chemistry and new methods of bio-screening development. As a result - the **Consumers** dramatically reduced the amount of the samples to be ordered. Typical order now contains thousands of 1-5 mg samples. This trend leads **Consumers** to the **Resellers**, which have huge data bases who can offer ready-to-sell samples from stock. It was the impact to **Resellers** to increase their ready-to-sell databases. According to the information we have got from different **Suppliers**, the **Resellers** used to purchase the entire ranks of relative compounds now. On the other hand their selection become as wide as **Aldrich's** one.

Now some words about our job. The major priority of **ALSI** is to follow to the world market trends and to supply **Aldrich** with the samples of best quality. For many years we use PC-database treatment of any sample we were offered. We compare any new sample structure with both RCL and **Aldrich** databases. This allowed us completely exclude duplicates, on the other hand we supply **Aldrich** with duplicates of more than 1g, according to our agreement. Since this year we offer the samples with NMR (300-350 MHz) spectra in electronic form which confirm their both structure and purity (more



then 95%) correspondence. Our standard parcel now contains samples, CD with NMR-Spectra, and database of structures.

The major drawback and uncertain point in our job is our approach for the sample selection.

The base principles we use for selection:

- **Aldrich, Sigma, Fluka** - catalogue compounds are excluded. We also reject the samples which can be obtain within one simple stage from catalogue's ones.
 - RCL containing compounds can be accepted in amount more then 1 g.
 - Any liquids and coordination compounds (metal containing) are excluded.
- We try to avoid any gygrosopic and compounds with low melting point.

We prefer:

- Heterocyclic compounds and their derivatives.
- Rather complex compounds with open functional groups
- Any complex compounds with complex structure

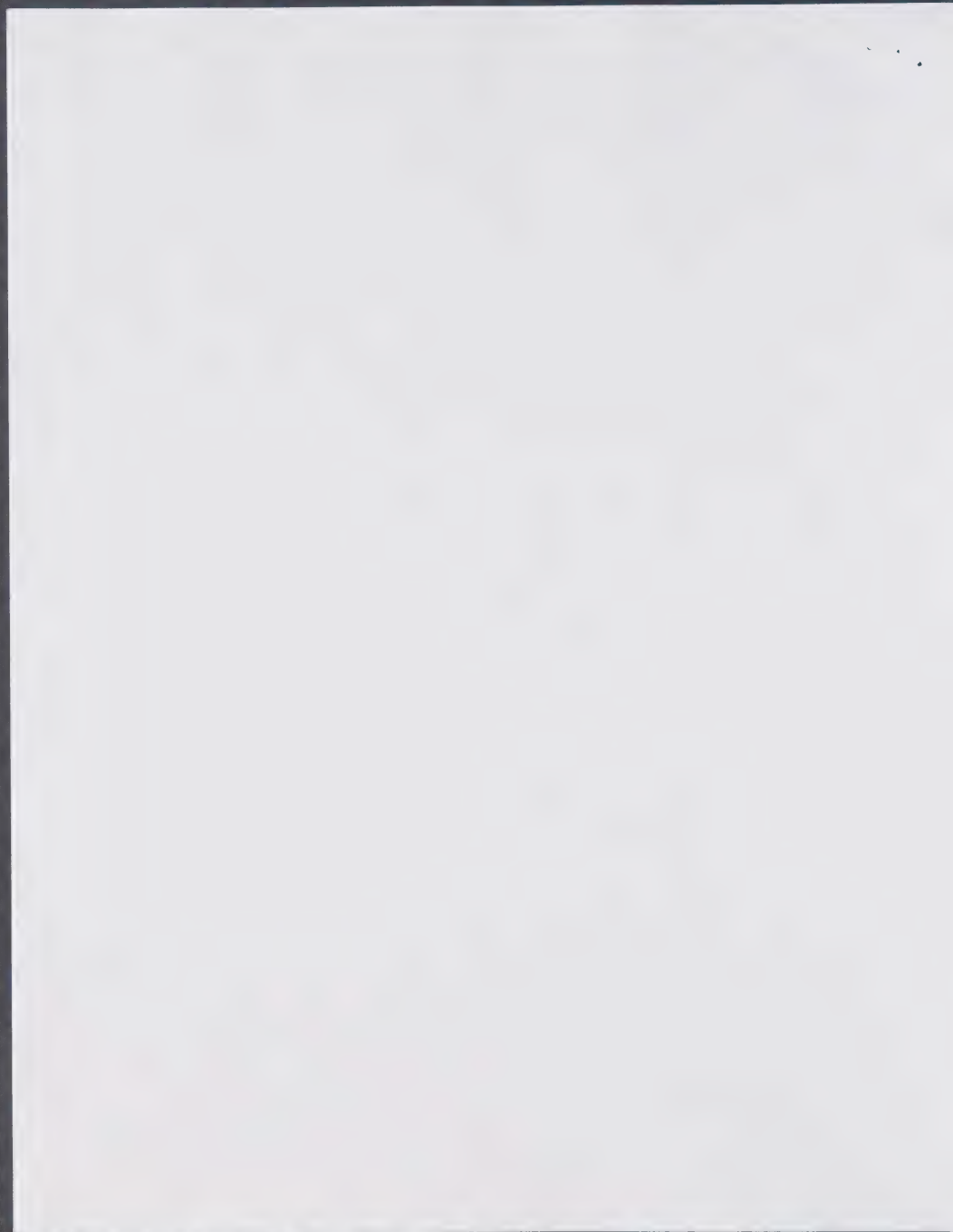
We would like to draw attention that there are two additional and very important factors help us to make selection:

1. We cooperate with labs, which are **Suppliers** of other **Resellers** or **Consumers**. So, we deal with the samples, which have been selected by other **Resellers**.

2. The **Suppliers** made their own pre-selection based on the modern trends in bio-chemistry. As it was mentioned above, prime cost of a sample become high, so the **Suppliers** produce the samples which they can sell.

Thus, the "not-to-be-sold-at-all samples" quota in the samples we are selling to **Aldrich** is quite small.

When selected the samples, we faced with two opposite trends: fist one is necessity of variety of types of organic compounds, the opposite one is to have long ranks of the relative compounds to allow to **Consumers** to investigate their properties more deeply. It is very difficult to evaluate what trend is more preferable for **Aldrich** position on the market. We think that to purchase the entire ranks of few, even active compounds, is less preferable, because this leads to "pauperization" of assortment of **Aldrich** RCL data base. This reduces probability of the new prospective classes of active compounds discovery, and reduce the number of potential **Consumers** interested in RCL.



As soon as the **Consumers** are located outside of Ukraine, it is difficult, or even impossible to us to follow for the modern trends of screening. We can only evaluate them via the orders done by other **Resellers** and **Consumers**.

There is very popular opinion among the chemists that any forecasts in this field are too far away from reality. Almost everybody can give the cases of great interest of **Consumers** to relatively simple compounds. They sometimes even offer the higher price for such compounds.

We are working with **Aldrich** since 1990. We offered several times to supply both other **Resellers** (**Specs, Biospecs** in 1994) and **Consumers** (**Ron Poulenk, DuPont**), but we have not accept their offers, because we link with many **Aldrich** people also by personal relations. We are selling **Sigma-Aldrich** products in Ukraine and are working continuously on the sales volume increasing. We wish health the **Sigma-Aldrich** Corporation and would like to be a reliable partner in future.

From our point of view, the major item, which can improve our business, is our access to "on-line" information about the trends and preferences of the small samples market. This will allow us to make pre-selection of samples more reliable and it can increase the sales volume of RCL department.

May be this overview is not comprehensive, but we do hope you can correct and add some important points in conversation with Andrey.

Chemist collector of
Rare Chemical Samples
(Kiev, Oct.2000)

Igor Miroshnichenko

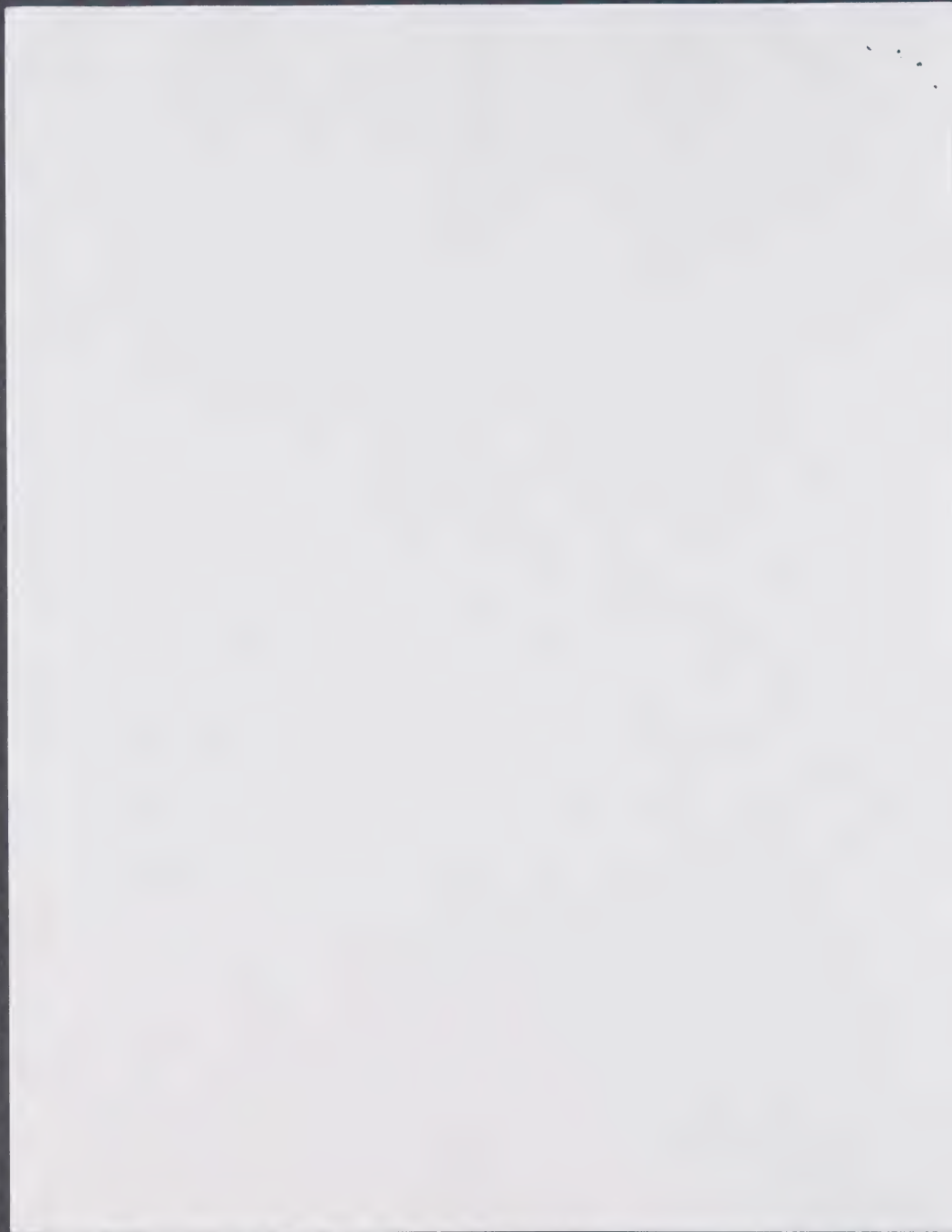
Executive director of ALSI

Taras ILKUN

General Manager
of ALSI Corporation

Andrey Esaulenko

(Kiev, Oct.2000)



My visit to Milwaukee at the very end of October

Subject: My visit to Milwaukee at the very end of October

Date: Tue, 19 Sep 2000 11:21:45 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: <baderfa@execpc.com>

CC: "Anatoly Daskal" <USAALSI@aol.com>

Dear Alfred,

I'm going to come to Milwaukee to meet with you using a good excuse to talk to Bob. It has not settled yet, but I hope it will be 26-28 of October. To meet you between my arrival and your departure to Europe.

I'm going to come with my colleague on HP-business Mrs. Tatiana Pankratyeva (another Tatiana, you have not met) who is going to come to her friend in Los Angeles for one week vacation.

I do hope nothing will be changed and we can celebrate Isabel's Birthday together and I can see you off as well.

As soon as I will get more information I will let you know. Looking forward to meet you and Isabel.

Best personal regards,
Sincerely,
Andy

P.S. Last week I was in Odessa for business trip. What a pity, that we failed to meet with Daniel!

----- Original Message -----

From: Alfred Bader <baderfa@execpc.com>

To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>

Sent: Tuesday, September 12, 2000 9:32 PM

Subject: Re: Daniel Bader visit to Kiev failed

> Dear Andy,

>

> I had dinner yesterday evening with Chris Hewitt and Bob Wandlèr (who > incidentally is leaving for holiday at the Australia Olympics next Sunday).

>

> I had misunderstood Bob, thinking that he had said that you had sent many > duplicate compounds.

>

> Actually, Bob did not mention any duplicates when I inquired in detail, > but

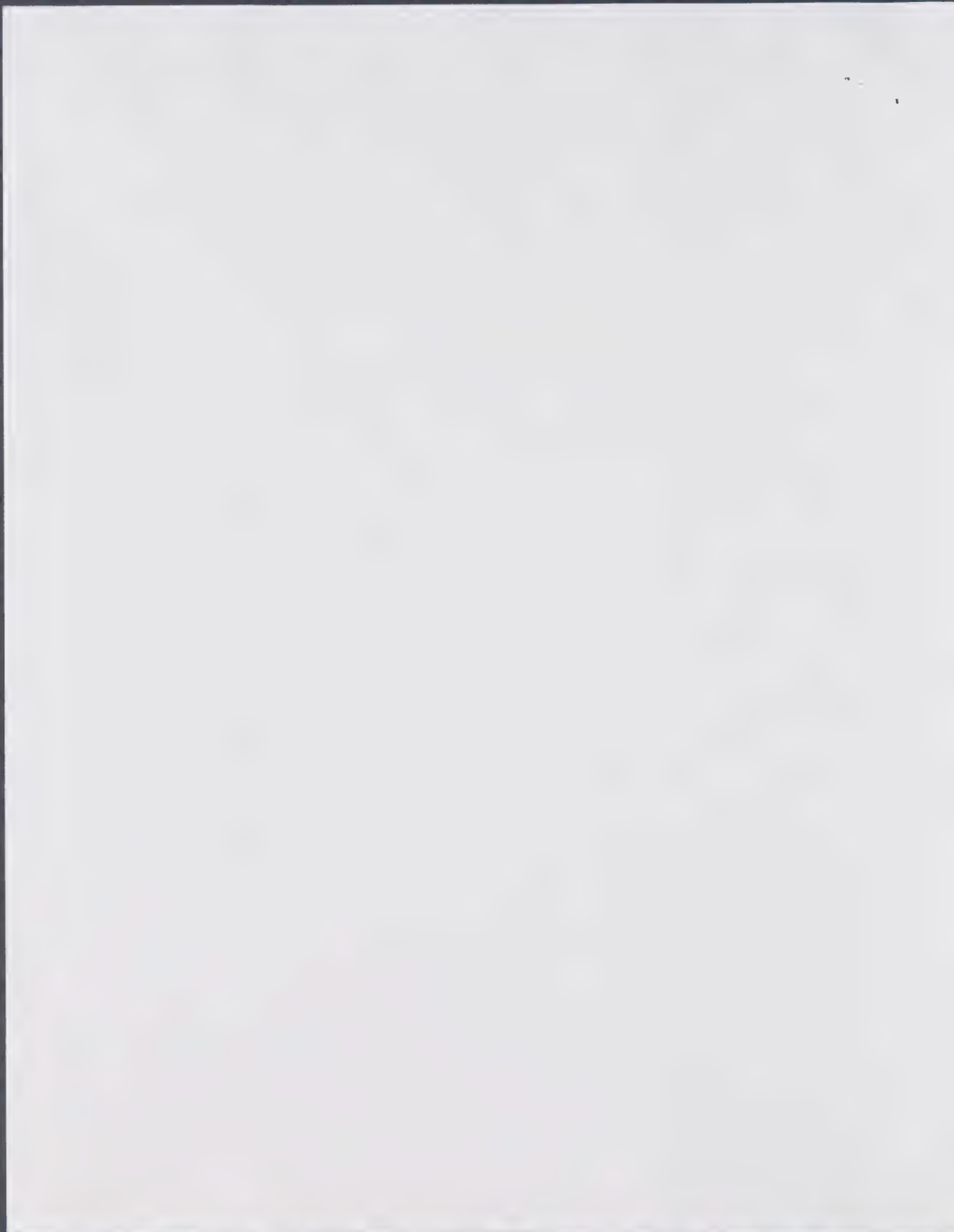
> stressed that you have sent thousands of compounds and that many of these > are

> very uninteresting and simply do not sell. He also said that there is a > large

> shipment on the way now which he has not authorized. I asked him whether > he

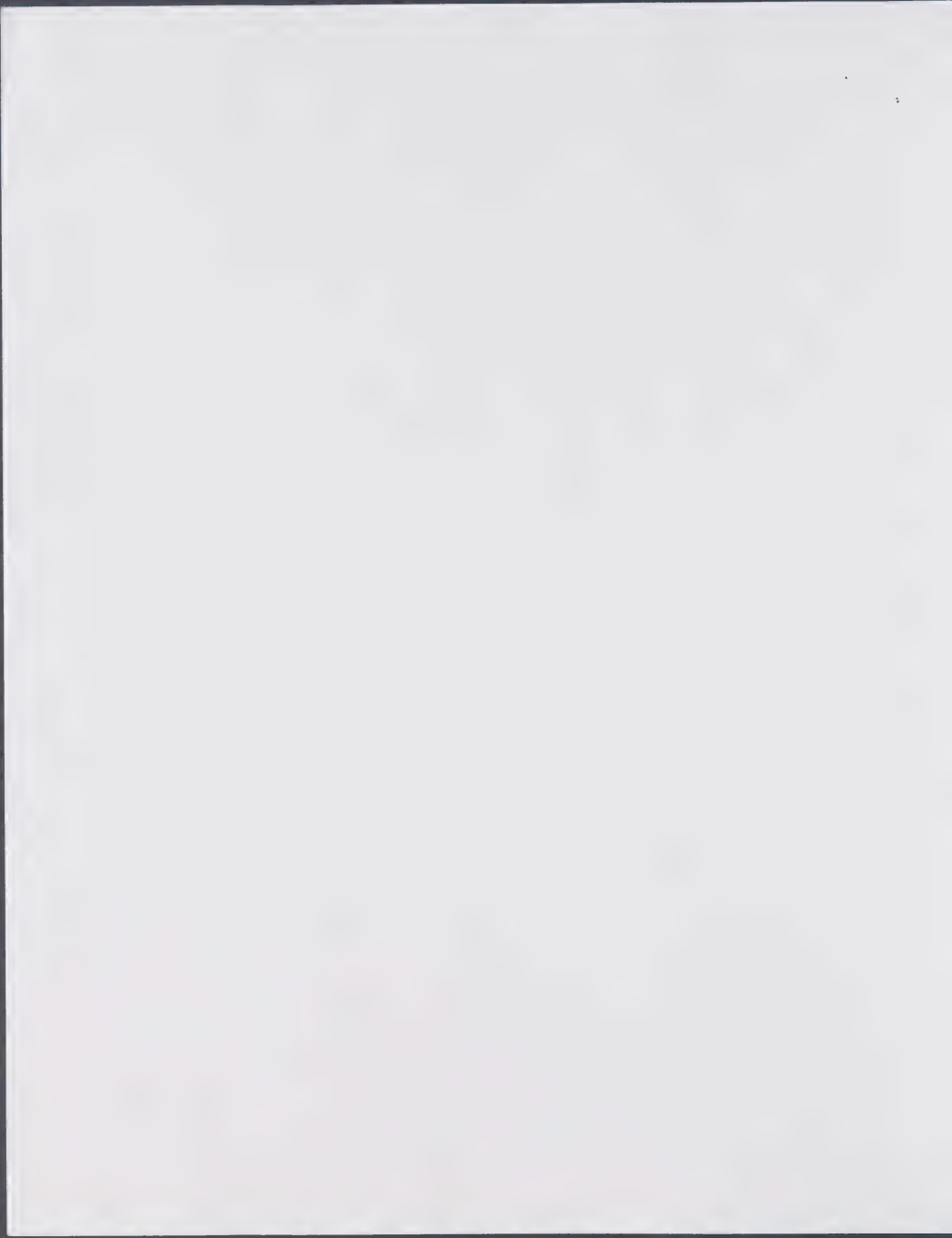
> would pay for that -- his answer was that he has to think about it. I > suggested

> that he consider paying for it, but over a period of time.



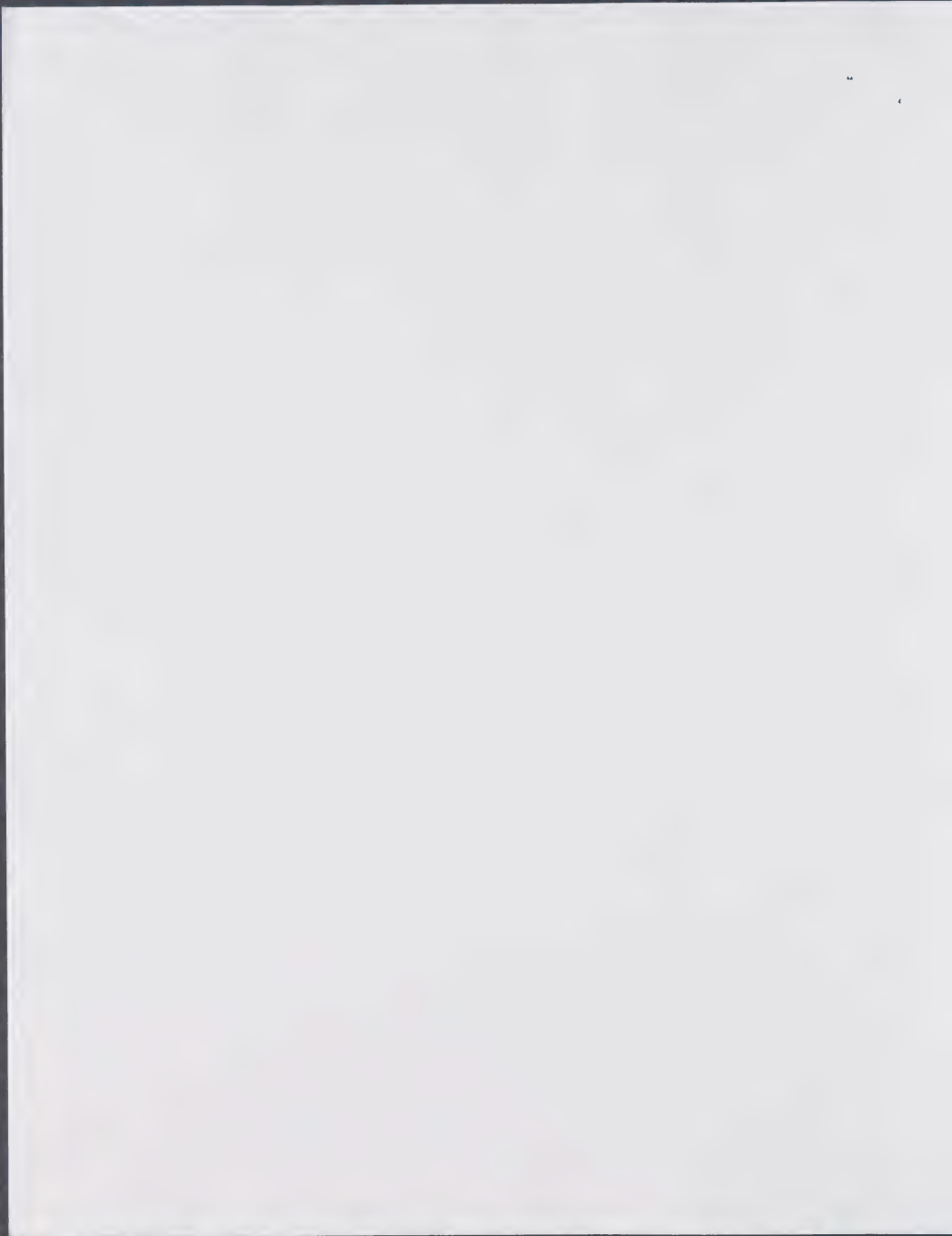
My visit to Milwaukee at the very end of October

>
> In any case, clearly it is important that you come to Milwaukee to discuss
> all
> this with the people at Aldrich.
>
> As you know, we hope that you can come in October while we are still here.
>
> Please don't shoot the messenger!
>
> Fond regards as always,
> Alfred
>
> Andrey Esaulenko wrote:
>
> > Dear Alfred,
> > .
> > I thanks to God that I met you in my life, despite
> > of a great distance in km, age, experience etc. between us.
> > I'm missing you and Isabel. I will do my best to come at the
> > very end of October to met you again. May be we will meet with
> > Daniel as well.
> > .
> > Our business with Bob stopped, because we can supply him with
> > much more samples then he can sell. But he said: "stop" when we already
> > sent him 5-6 thousands of the compounds. It is not a disaster. Now we
> have
> > to wait when Aldrich will pay us at least half of the samples. It is an
> > objective
> > situation, quite predictable, even ordinary one, because this business
> is
> > very risky both for us and for Sigma-Aldrich. We will talk about this
> during
> > our
> > meeting.
> > .
> > But the most important that you are active and full of plans.
> > I'm very happy to learn that your relations with Aldrich become warmer.
> > It is also very good, because as you told me: "Andy, Aldrich is my
> > BABY, if a baby has wrong behavior, I can't bid against my baby."
> > So, the behavior become better and it is really good news.
> > .
> > I can tell you that our company (19 employers in Kiev, 1 in Milwaukee
> > and now 1 in Austria) is working hard selling analytical equipment,
> general
> > lab equipment and, of course, Sigma-Aldrich chemicals. I'm very proud
> > that I invent quite good name: ALSI, and the first two letters came from
> > Aldrich.
> > .
> > I have my Father of the same age as you and I'm happy that I able to
> > spread my care of him. It is so important for me to know that he has
> > both moral and material support from my side. You gave me this
> opportunity
> > 9 years ago.
> > I never forget this and do my best to help (if I can) to you or, at
> least,
> > to be grateful for you.
> > Please, take care of your and Isabel health. Safety trips!
> > .
> > Best personal regards,
> > Sincerely,
> > Andy
> >
> > - - Original Message -----



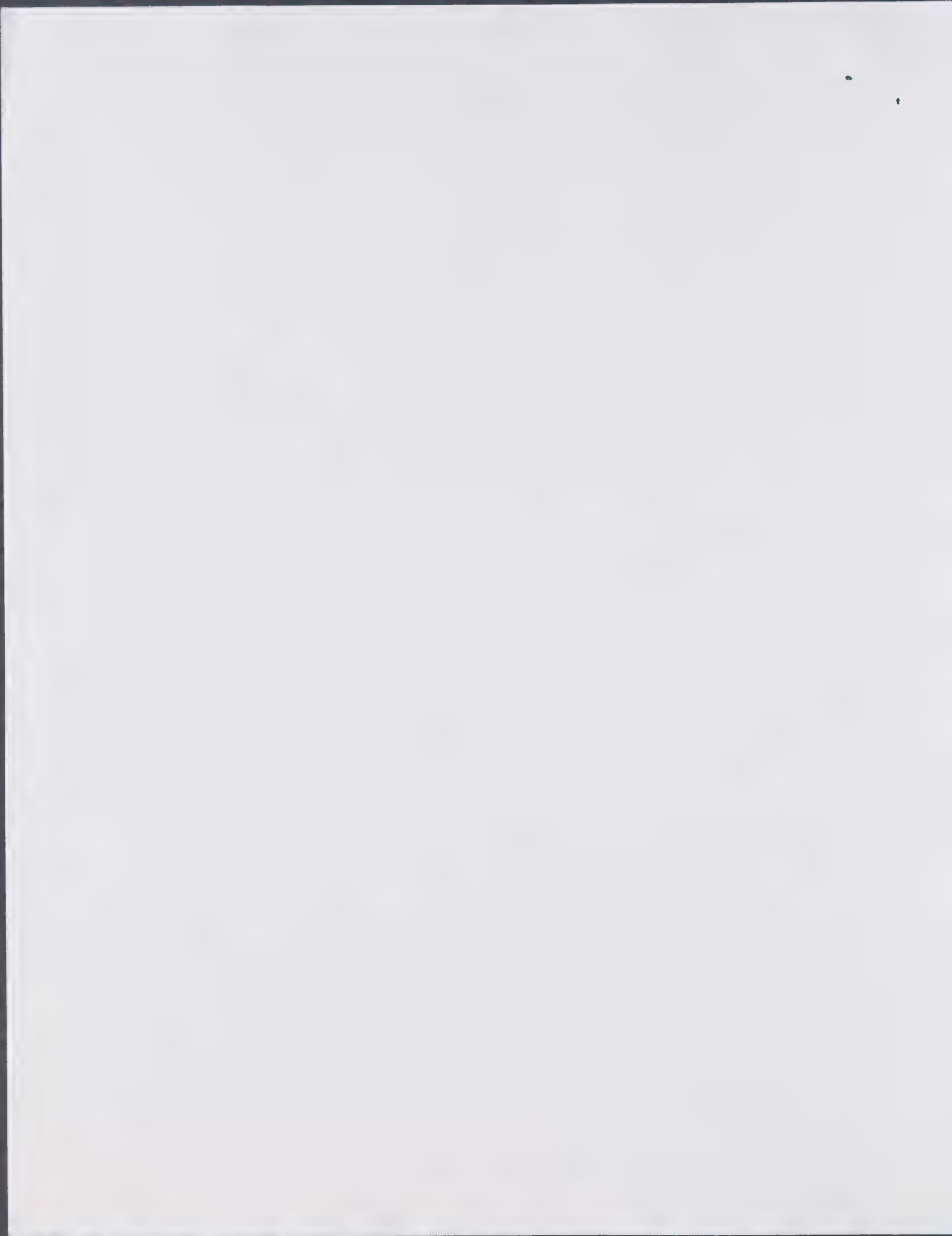
My visit to Milwaukee at the very end of October

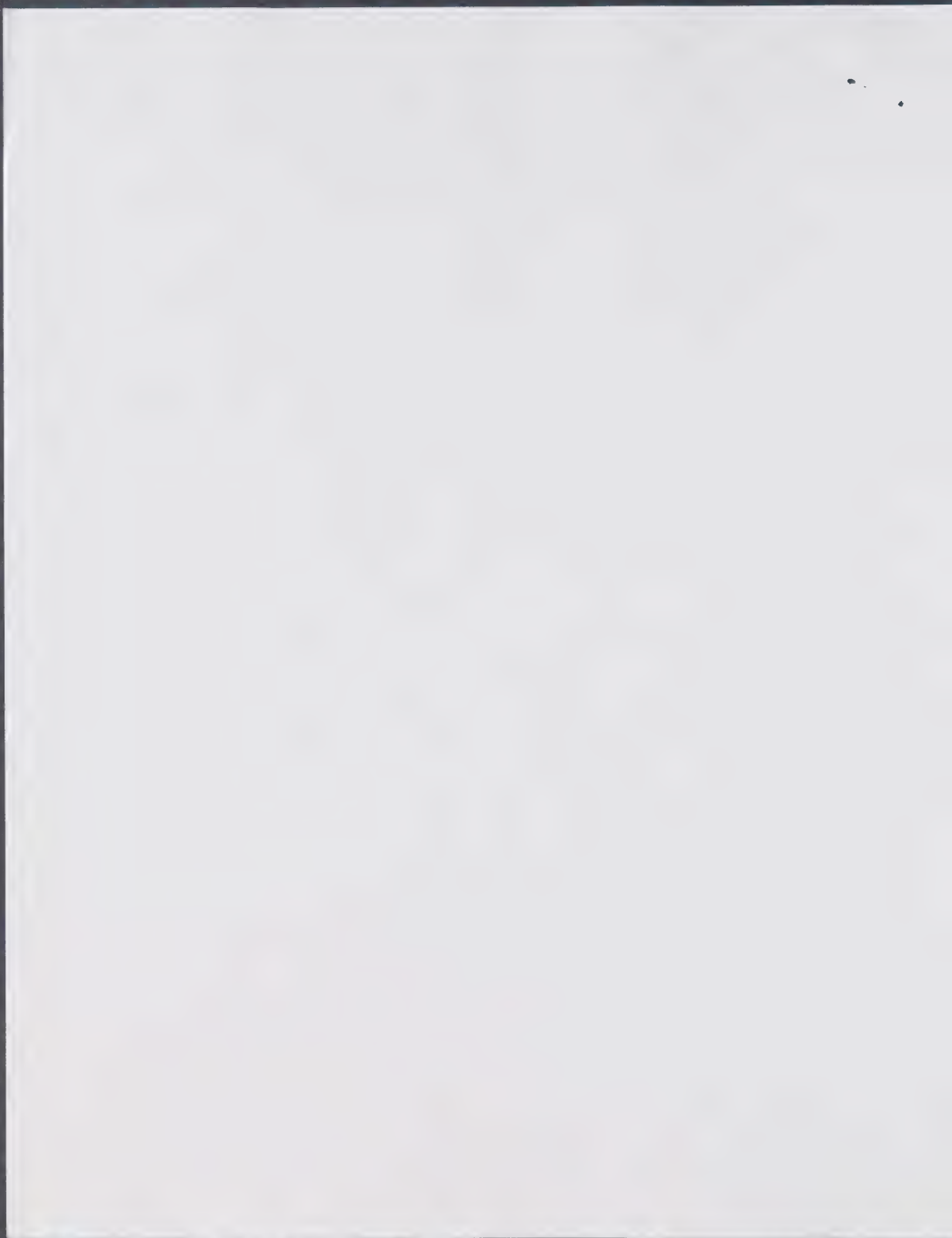
>> From: Alfred Bader <baderfa@execpc.com>
>> To: Andrey Esaulenko <andrey.esaulenko@alsi.kiev.ua>
>> Sent: Friday, September 08, 2000 5:53 PM
>> Subject: Re: Daniel Bader visit to Kiev failed
>>
>>> Dear Andy,
>>>
>>> I know that Daniel was really disappointed that he could not fly into
Kiev
>> and
>>> then meet you. He did telephone me from Dnepopetrovsk to tell me that
he
>> was
>>> interested to visit the orphanages there and also the ones in Odessa,
and
>> now he
>>> is on his way to Israel before returning next week.
>>>
>>> I will be on a lecture tour to Pittsburgh next week and then in Canada
>> from
>>> September 20th to the 26th. But then we will be in Milwaukee all of
>> October and
>>> would love to see you here. November 2nd we leave for England and
will
>> return
>>> two days before Christmas.
>>>
>>> The former relations with Aldrich have much improved and the new
>> President, Dr.
>>> Clinton Lane, has actually written about me, in a friendly manner in
the
>> Aldrich
>>> Newsletter. Hence, there is no danger that your staying with us, at
least
>> part
>>> of the time, would be held against you.
>>>
>>> Bob Wandler stopped by yesterday to pick up some collections from the
>> Czech
>>> Republic and mentioned in passing that you keep sending compounds of
real
>>> interest, but some of them have been samples which Aldrich already
has.
>>> Undoubtedly you will be able to discuss all the details when you come
>> here.
>>>
>>> With fond regards I remain
>>>
>>> As always,
>>> Alfred
>>>
>>> Andrey Esaulenko wrote:
>>>
>>>> Dear Alfred,
>>>>
>>>> .
>>>> It is a great pity for me that Daniel failed to come to Kiev,
>>>> because of the plane flight has been canceled.
>>>> It would be so nice to me to meet you son.
>>>> But I do hope to come to Milwaukee at the end of October-mid
November.
>>>> Daniel told me that he will be in Milwaukee too.
>>>> What about your schedule. Last times you and Isabel used to
>>>> be present in Autumn in Milwaukee.



My visit to Milwaukee at the very end of October

>>> There are two purposes of my visit:
>>> - to meet you again
>>> - to see Bob Wandler to negotiate our activity prospects.
>>> (at the moment we supplied him with much more compounds
>>> then he can sell).
>>> - to visit our friends Daskals.
>>> .
>>> Looking forward to meet you and Isabel soon!
>>> Best personal regards,
>>> Andrey
>>> ----- Original Message -----
>>> From: Alfred Bader <baderfa@execpc.com>
>>> To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>
>>> Sent: Monday, August 28, 2000 6:39 PM
>>> Subject: Re: Daniel Bader visit
>>>
>>>> Dear Andy,
>>>>
>>>> In response to your e-mail of today, I believe that Daniel will
arrive
>>>> and
>>>> leave by private planes.
>>>>
>>>> I have given our e-mail exchanges to Daniel and he will let you
know
>>>> exactly
>>>> how and where and when he will arrive.
>>>>
>>>> The purpose of this trip is to check on various Ukrainian
institutions
>>>> which
>>>> the Helen Bader Foundation helps and which, incidentally, I help
also.
>>>> One of
>>>> these in an orphanage in Odessa, and another is an orphanage in
>>>> Dnepopetrovsk.
>>>>
>>>> I know that Daniel will enjoy meeting you.
>>>>
>>>> Fond regards,
>>>> Alfred
>>>>
>>>>> Andrey Esaulenko wrote:
>>>>>
>>>>> Dear Alfred,
>>>>>
>>>>> .
>>>>>> I just came back from my vacation (2 weeks in Crimea).
>>>>>> I'm happy to get the message from you and happy to
>>>>>> learn so good news about Daniel's arrival in our country.
>>>>>>
>>>>>> If you tell me the flight number from Odessa to Kiev I will meet
>>>>>> Daniel in airport (there are two in Kiev ones) with one of the
>>>>>> "Alchemist" copies in my hand to bring him to Kievskaya. I also
>>>>>> would be happy to bring him to the flight to Dnepropetrovsk.
>>>>>>
>>>>>> If it is not a secret, could you describe the aims of his visit
to
>>>> Ukraine,
>>>>>> may be I can help more.
>>>>>>
>>>>>> Looking forward to your reply,
>>>>>> Best regards to Isabel and to you of course.





TELETYPE UNIT

TO: DIRECTOR, FBI

FROM: SAC, [illegible]

RE: [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

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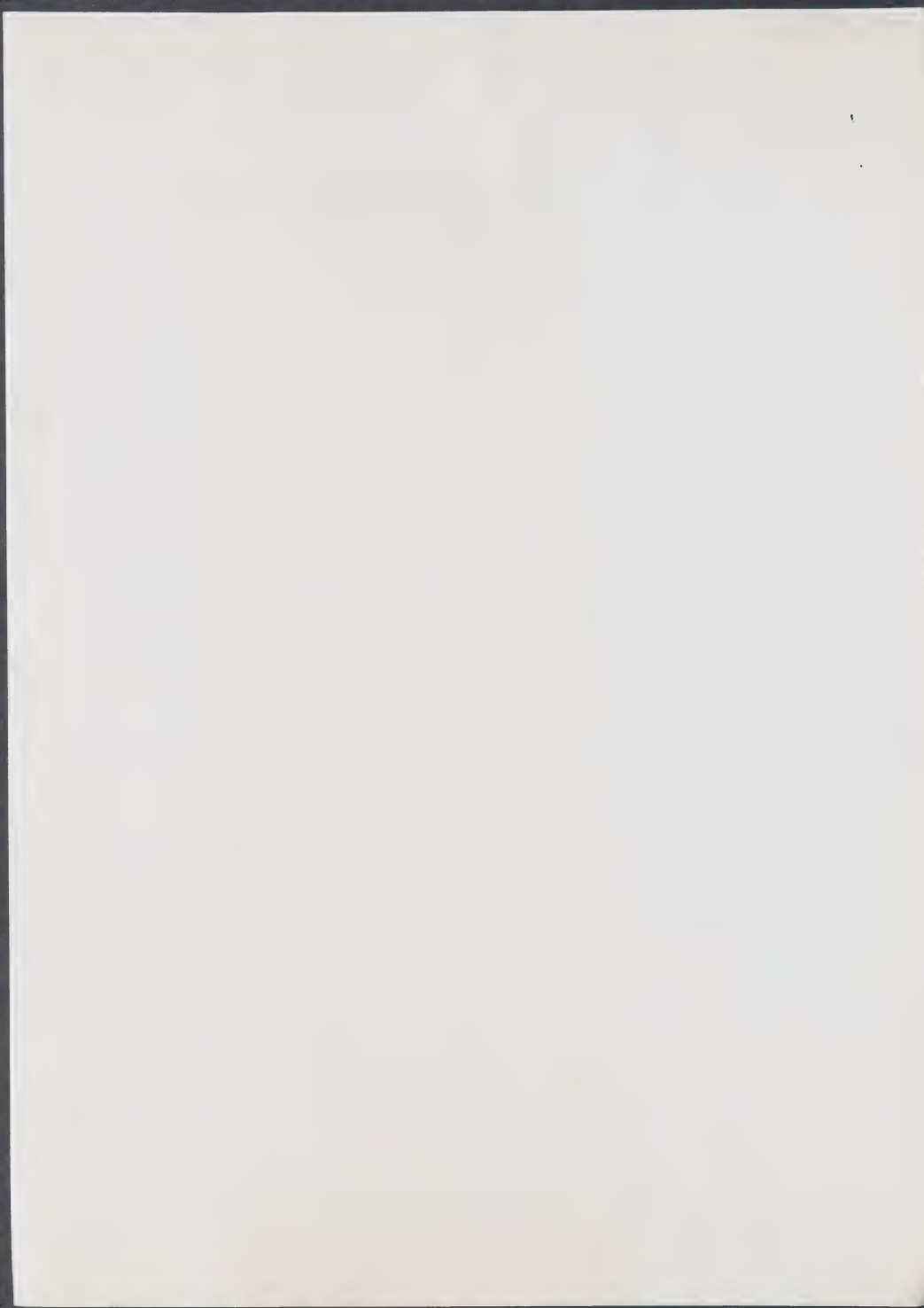
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has no funds to support Kate. The woman looked over the crowd and saw some young
boys who are just and have a few dollars in their pockets. She went over and
Richard told her that she should ask them for money. She did so and was
successful. The only way to get money is to ask for it.

The woman looked over the crowd and saw some young boys who are just and have a few dollars in their pockets. She went over and Richard told her that she should ask them for money. She did so and was successful. The only way to get money is to ask for it.

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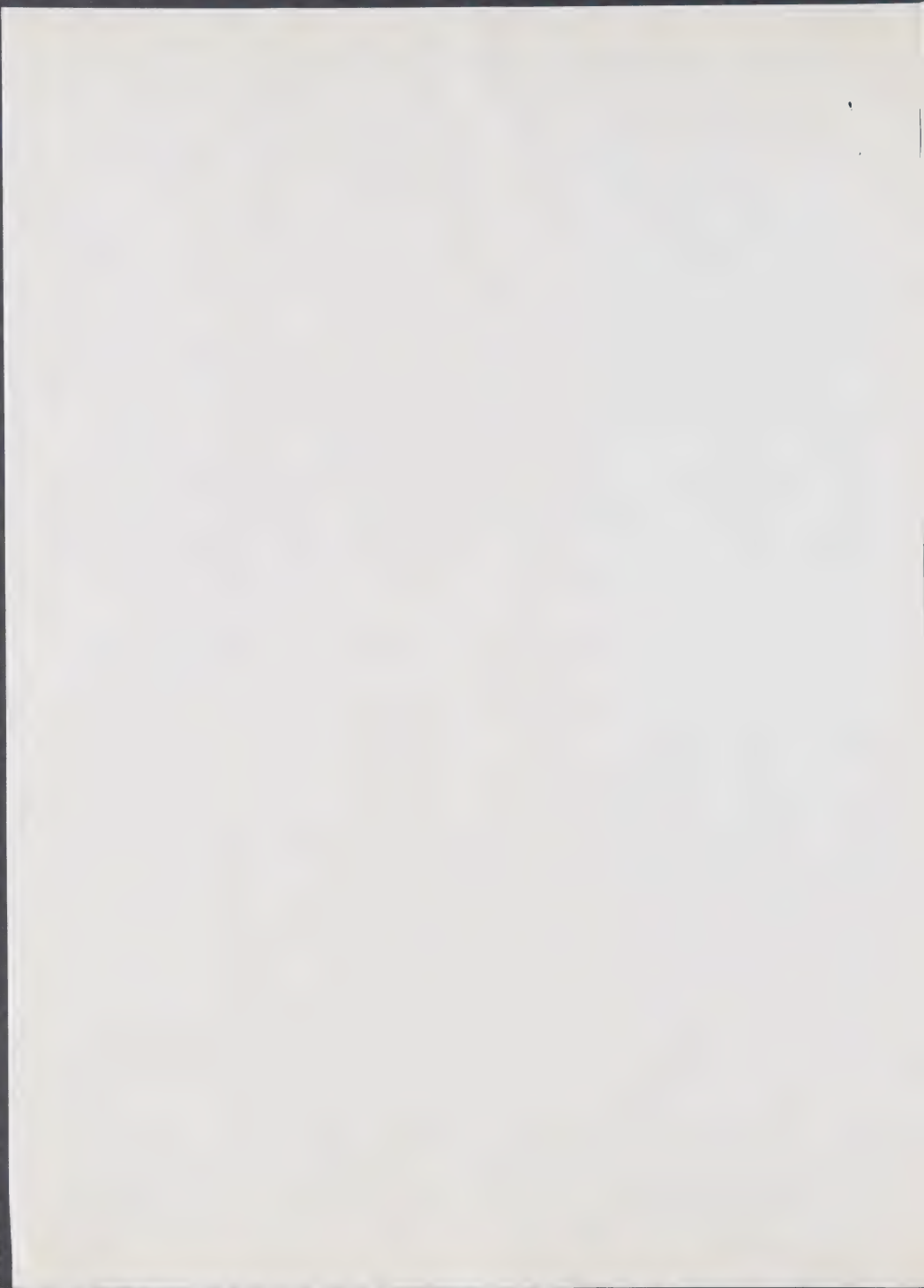
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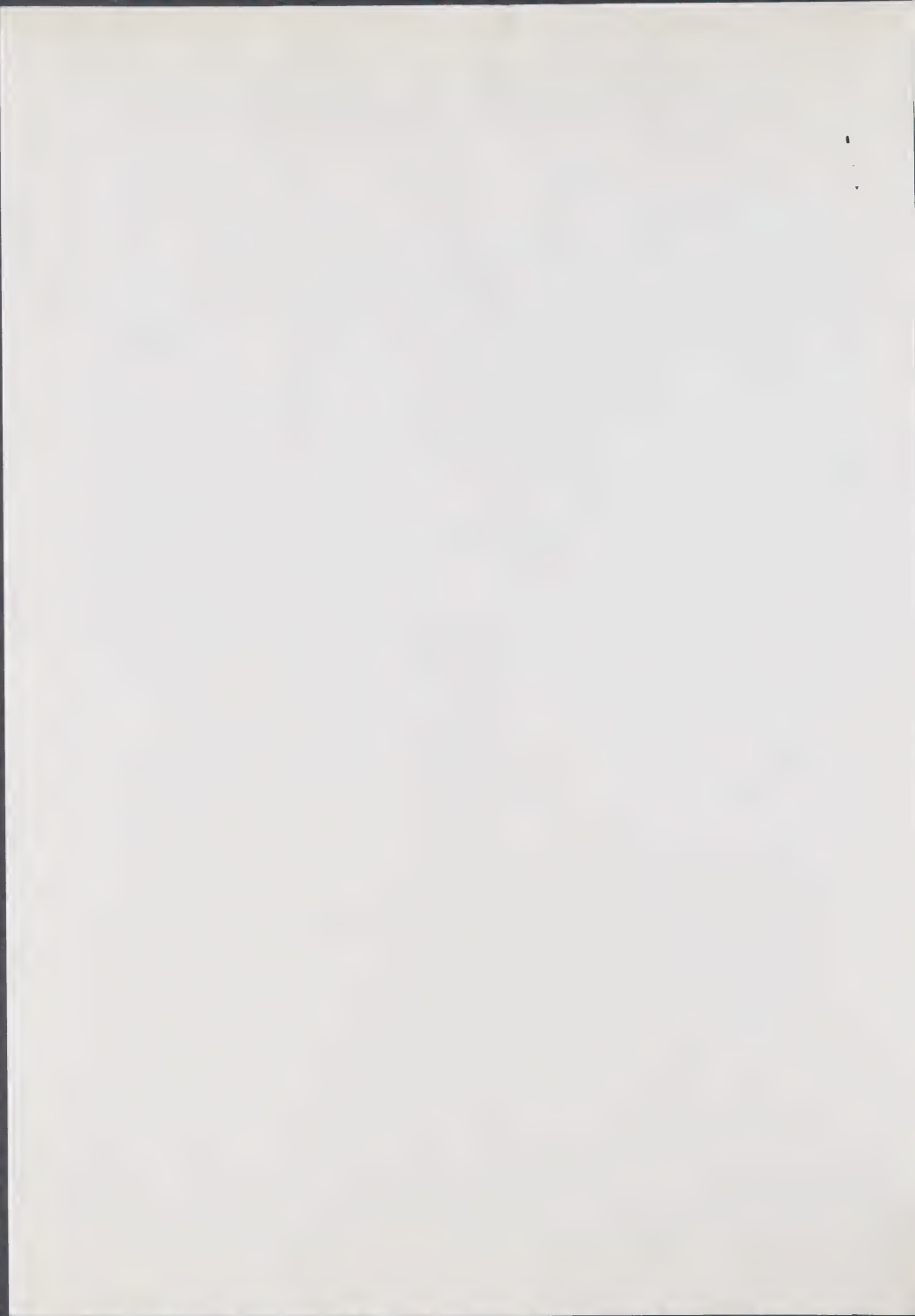
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persecution from the governmental authorities. Despite of such 'armed neutrality' from
UNA UNSO, they tell that Jews use every opportunity to complain about ...



Re: Daniel Bader visit to Kiev failed

Subject: Re: Daniel Bader visit to Kiev failed

Date: Sun, 10 Sep 2000 18:22:35 +0300

From: "Andrey Esaulenko" <andrey_esaulenko@alsi.kiev.ua>

Organization: ALSI

To: <baderfa@execpc.com>

Dear Alfred,

I thanks to God that I met you in my life, despite of a great distance in km, age, experience etc. between us. I'm missing you and Isabel. I will do my best to come at the very end of October to met you again. May be we will meet with Daniel as well.

Our business with Bob stopped, because we can supply him with much more samples then he can sell. But he said: "stop" when we already sent him 5-6 thousands of the compounds. It is not a disaster. Now we have to wait when Aldrich will pay us at least half of the samples. It is an objective situation, quite predictable, even ordinary one, because this business is very risky both for us and for Sigma-Aldrich. We will talk about this during our meeting.

But the most important that you are active and full of plans. I'm very happy to learn that your relations with Aldrich become warmer. It is also very good, because as you told me: "Andy, Aldrich is my BABY, if a baby has wrong behavior, I can't bid against my baby.'" So, the behavior become better and it is really good news.

I can tell you that our company (19 employers in Kiev, 1 in Milwaukee and now 1 in Austria) is working hard selling analytical equipment, general lab equipment and, of course, Sigma-Aldrich chemicals. I'm very proud that I invent quite good name: ALSI, and the first two letters came from Aldrich.

I have my Father of the same age as you and I'm happy that I able to spread my care of him. It is so important for me to know that he has both moral and material support from my side. You gave me this opportunity 9 years ago. I never forget this and do my best to help (if I can) to you or, at least, to be grateful for you. Please, take care of your and Isabel health. Safety trips!

Best personal regards,
Sincerely,
Andy

----- Original Message -----

From: Alfred Bader <baderfa@execpc.com>
To: Andrey Esaulenko <andrey_esaulenko@alsi.kiev.ua>
Sent: Friday, September 08, 2000 5:53 PM
Subject: Re: Daniel Bader visit to Kiev failed

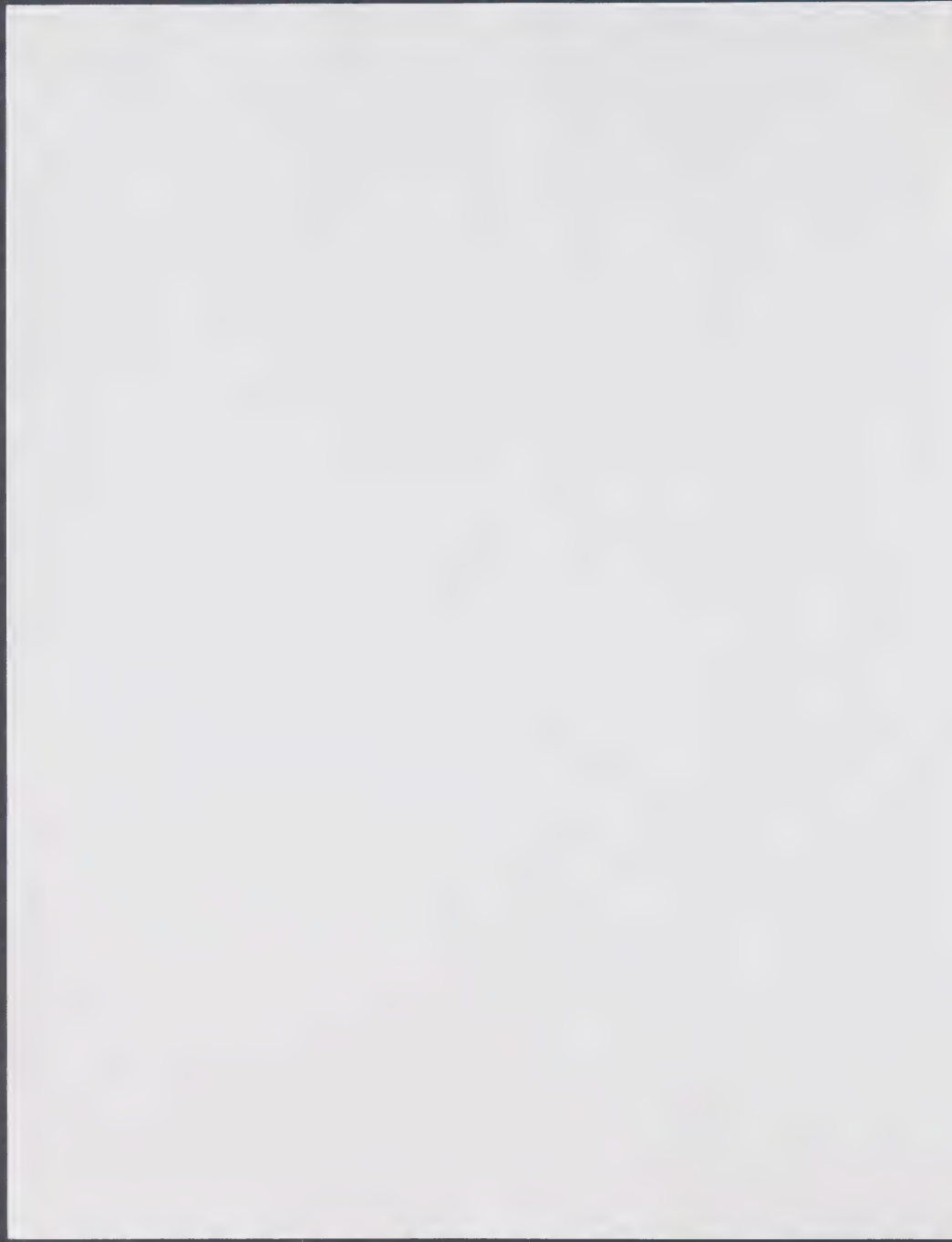
> Dear Andy,

>

> I know that Daniel was really disappointed that he could not fly into Kiev and

> then meet you. He did telephone me from Dnepopetrovsk to tell me that he was

> interested to visit the orphanages there and also the ones in Odessa, and



FAX MESSAGE

Page 1 of 1 DATE: 28-Apr-2000



00949 Kiev-02 P.O. Box # 6051 Ukraine

TO: ALFRED BADER
 2961 N. Shepard Avenue
 Milwaukee, WI, USA
 FAX: (414) 962-83-22

FROM: ANDREY ESAULENKO
 252049, Kiev-49, P.O. Box # 505
 Ukraine
 FAX: 311 38 (044) 413 60-41

Dear Alfred:

САНТИ ПИШЕМОУ

Ваше ім'я: [faded]

Ваша адреса: [faded]

Ваша компанія: [faded]

Ваша країна: [faded]

Ваш телефон: [faded]

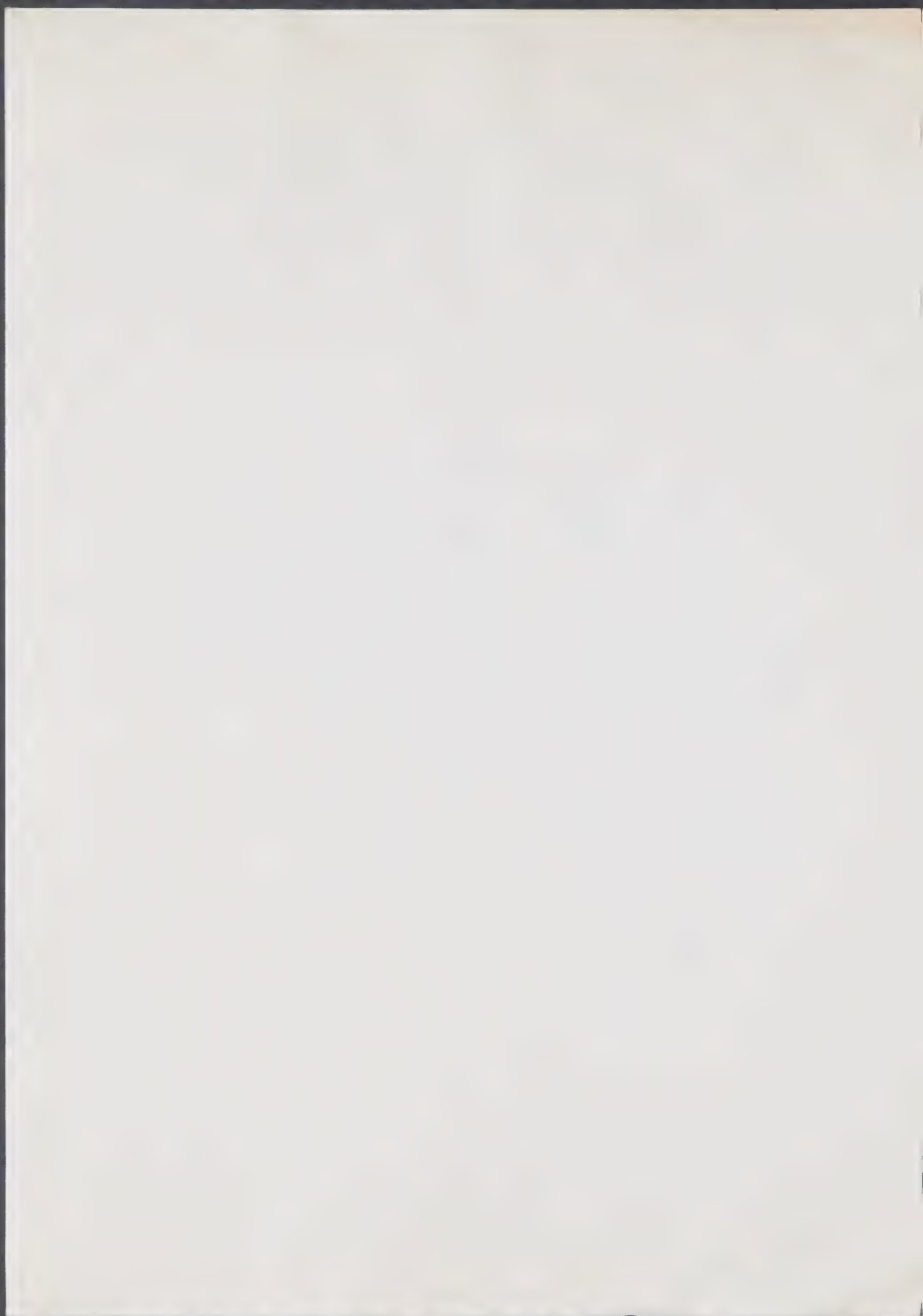
Ваш факс: [faded]

Ваш електронна пошта: [faded]

Ваш вебсайт: [faded]

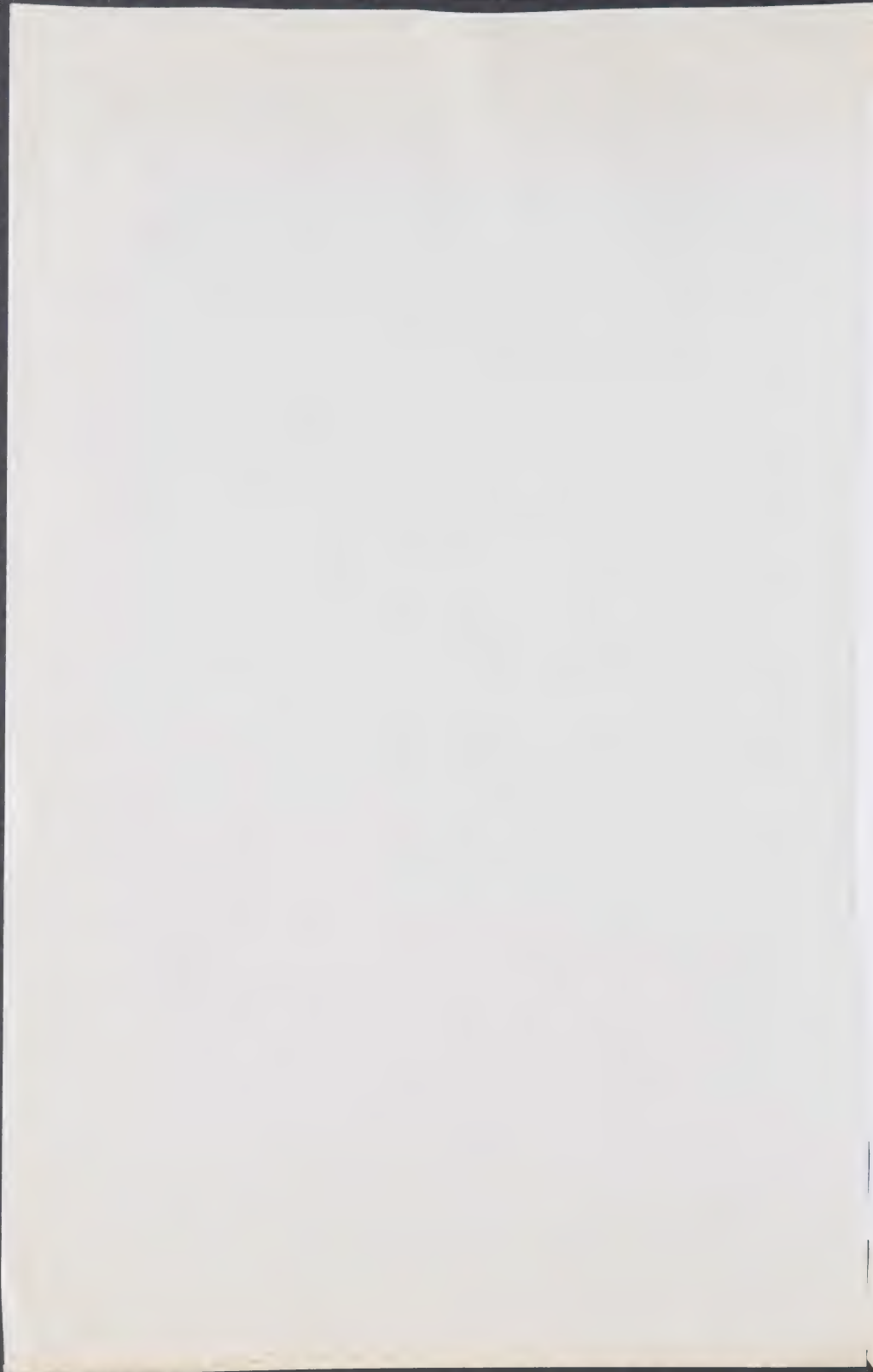
Ваша компанія: [faded]

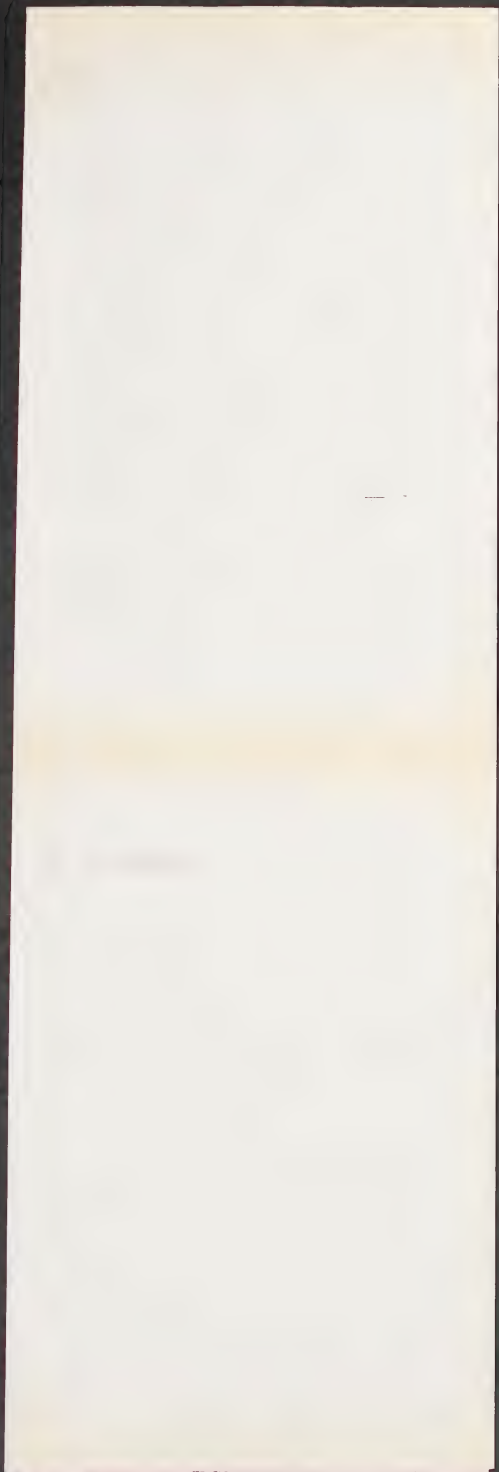
Ваша країна: [faded]





[The main body of the page contains several paragraphs of text that are extremely faint and illegible due to the quality of the scan. The text appears to be organized into a list or series of entries, but the specific details cannot be discerned.]





why?

why?



why?

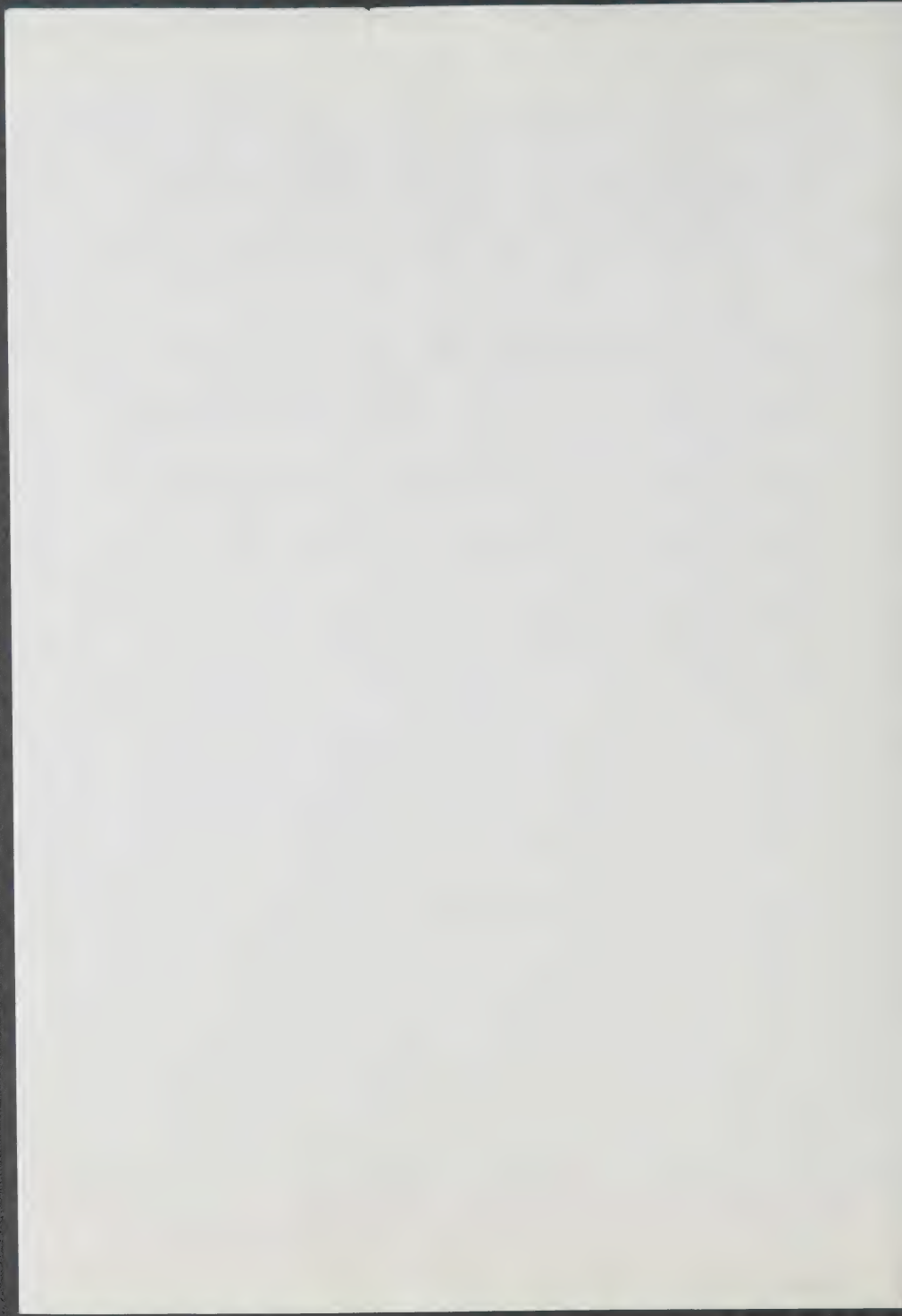
why?

1914

1. 1st of 1st class
2. 2nd of 1st class
3. 3rd of 1st class
4. 4th of 1st class
5. 5th of 1st class
6. 6th of 1st class
7. 7th of 1st class
8. 8th of 1st class
9. 9th of 1st class
10. 10th of 1st class

1. 1st of 2nd class
2. 2nd of 2nd class
3. 3rd of 2nd class
4. 4th of 2nd class
5. 5th of 2nd class
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1. 1st of 3rd class
2. 2nd of 3rd class
3. 3rd of 3rd class
4. 4th of 3rd class
5. 5th of 3rd class
6. 6th of 3rd class
7. 7th of 3rd class
8. 8th of 3rd class
9. 9th of 3rd class
10. 10th of 3rd class



AT MESSAGE

Dear Sir,
I am writing to you regarding the information provided to me by your company on 11/11/94.
I am sorry that I cannot provide you with a more detailed response at this time.
I will be sure to contact you again as soon as I have more information.

Yours faithfully,
[Signature]

I am sorry that I cannot provide you with a more detailed response at this time.
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Now couple words about Munich and Aachen relations.

FAX MESSAGE Date: 7 Dec. 1994

Page 2 of 2

To: Dr. Andriy Kovalenko

From: Andy Kovalenko

... ..
came to Kiev.

Now the main problem is to register ALSI in Milwaukee, get Federal Tax Identification Number. Then I have to come to Milwaukee again. At the very end of January, most probably. To establish the ALSI I was pushed strictly from Hewlett-Packard side also. I had communications with Dutch firm "Radiometer", (pH-meters, polarographs etc.) they are looking for a rep in Ukraine

My aim is to organize ALSI as a company to provide our customers with analytical instruments & service and chemicals from Aldrich/Sigma up to the end of 1995

In the meantime, I have to solve customs procedures in Ukraine and to start marketing.

Thanks many times for God that you are living and he gave me chance to meet you, for your valuable advises, for your encouragement.

At the eve of X-mass I wish both you and Isabel sound health next Year.

Looking forward to meet you and Isabel again.

Best regards from my "suspicious" partner Taras Ilkuri as well.

Sincerely yours



Andy

FAX MESSAGE

Page 1 of 2

DATE: 18-Januar, 1996

To: Mr. Alfred Bader
FAX: (414) 962-83-22
FAX: (414) 277-07-09

From: Andrey N. Esaulenko
252049 Shovkunenکو str., 8/20 ap 51
ALSI LTD, Kiev, Ukraine
Fax/tel. 011 38 (044) 413-60-41

Dear Alfred

Thank you for your last fax. I'm missing both you and Isabel. I hope that there will be a time to visit you or may be meet you somewhere in Europe this year.

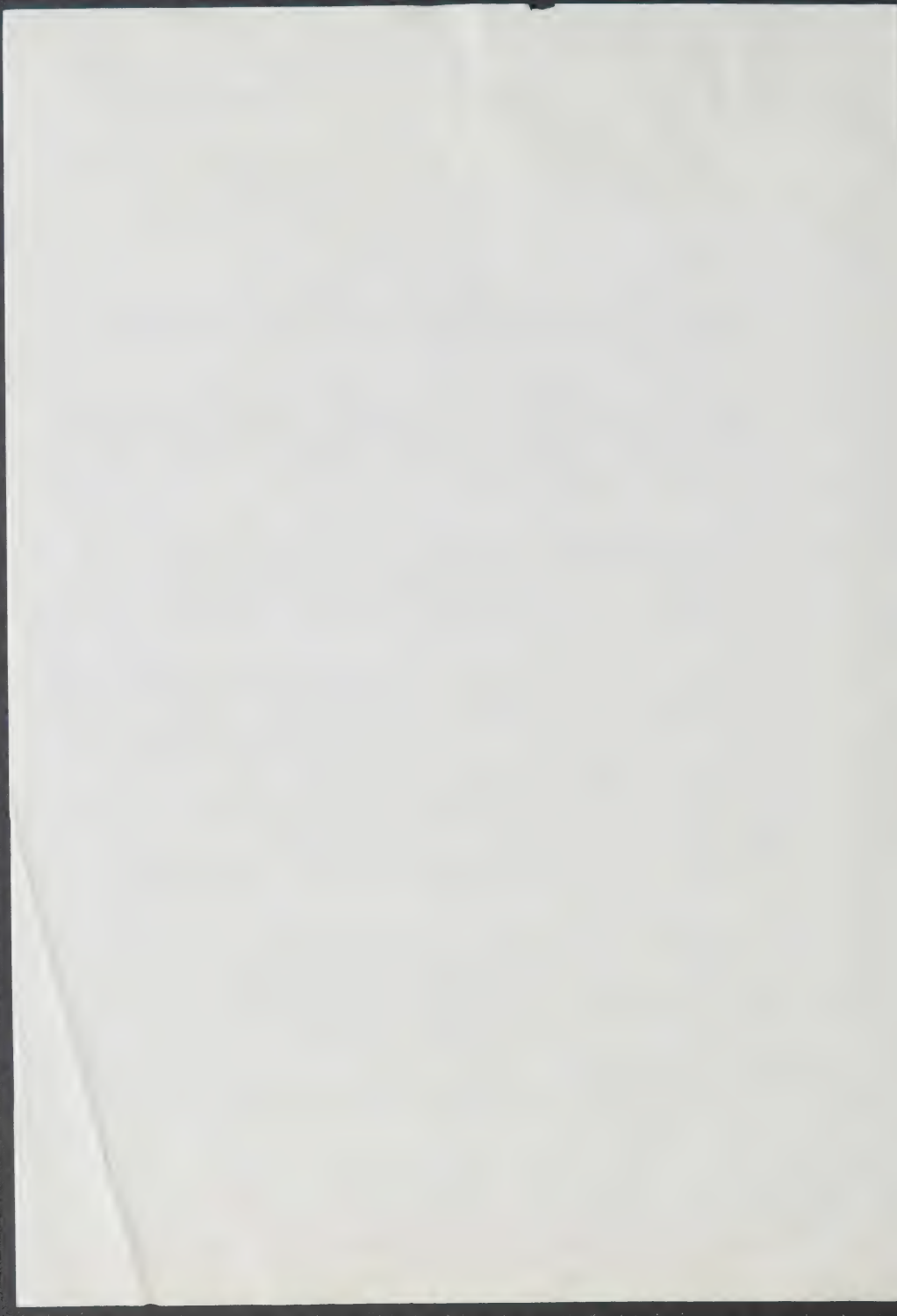
At the moment our business is not very good. May be you know the term "Selling Funnel". This funnel involves current deals of a Company, the deals with probability to sell more than 10% in nearest future. Practice shows that if a Company has, for example, half a million \$ in the funnel, they have sound reasons to sell for about 0.1 million.

There are more than \$800K (HP-price list) in our Funnel but we have sold only for \$80K and already have spent the income. Nevertheless, We have to receive some commissions from HP this year and the situation seems quite promising. I'm happy that we made our Company, my task now to teach our people (10 persons) how to make business with HP.

May be it is not very pleasant to you to learn, but our relations with ALDRICH is very indefinite. As you remember, we agreed on 10% commissions with ALDRICH and it was written that the conditions with Sigma would be the same. Last year we closed two deals sold Aldrich's products for 2.5K\$ and 5.5K\$. The first case done via USA ALSI and we have received our \$250 back as a commissions. The second deal done via Soros foundation, ALSI Ltd in Kiev made very hard job for communications and customs clearance procedures. I erected the question of our commissions in the second case five or even more times, spent \$80-100 for telephone/fax communications. Every time I received from Jean Knight-Kymer and her colleagues something like: "OK, we will check up". Last time it was in December.

The situation with Sigma even worse. They have accepted from "ALSI" 11.5K\$ as prepayment for the order according to their invoice, but have not received chemicals for about \$600. Moreover they asked for additional payment for packing of one chemical. But we have sent exact sum according to their invoice. Of course we received no commission at all from Sigma.

So, do you remember our conversation by phone about the size of commissions from ALDRICH? Frankly, I felt at that time that it was not question of size. I told



your. Let us try to cooperate with Sigma-ALDRICH to tune mechanism, then we can negotiate the sizes.

Of course, I'm talking about little sums, but these cases showed us that we have to try to use a secure mechanisms of payment for Sigma-ALDRICH such as Letters of Credits or Letters of Guaranty.

We treat this kind of business as an auxiliary one. The main one is business with Hewlett Packard. We have signed Distributor's contract of 60 pages with HP, a lot of few sentences with ALDRICH and of one phrase "the same as with ALDRICH" from Sigma. We need to maintain relations with ALDRICH because the customer data bases for HP and for ALDRICH are the same, but to avoid such gaps we elevated the Catalog prices for our Customers for 60-80% to survive.

As to the samples collection, I'm in absolute dark. Our former supplier asks us whether we are interesting in such business at all. I'm absolutely scattered about Bob's silence. I send him faxes even every week, spoke by telephone to him in early December. He was very optimistic, he told me the "now is Status Quo" in his business, but so what, we have not received any message from him in winter. May be he was fired from the ALDRICH?

In the meantime we have found a small but very good and reliable American company "Chromatography Research Supplies" near Chicago. They gave us very favorable conditions for partnership, they send us reply for our faxes within 48 hours! Such a good pattern for ALDRICH and Sigma!

Our main business with HP is really hard work, but I like, as you like, to communicate with various people, to meet them, to help them. The situation in Ukraine become more and more optimistic. There is no sign of civil war, inflation rate is quite reasonable. There are a huge amount of US dollars circulating in Ukraine in cash now. It become our non official, but main currency now, may be this is the main factor of stabilization in the Country. Economical situation remains hard, but there are tons of goods in our market (one I saw even in Germany) and in Ukraine.

This Sunday, I have to drive to the remote part of Ukraine for installation of two Gas Chromatographs we sold last October. I have to be out one week. It was our first real business deal in ALB.

I'm happy that Taras is in our team. He is suspicious, you right, he is quite specific, but he helps us a lot in our everyday work in the Company.

Sorry for so long letter. I wish all the best to Isabe.

Best personal regards. Sincerely yours, A.V.



FAX MESSAGE

Page 1 of 1

Date: 28-Apr-96

TO: ALFRED BADER
2961 N. Shepard Avenue
Milwaukee, WI, USA
FAX: (414) 962-83-22

FROM: ANDREY ESAULENKO
252032, Kiev-32, P.O. Box # 721
Ukraine
FAX: 011 38 (044) 413-60-41

Dear Alfred.

HAPPY BIRTHDAY TO YOU !!!

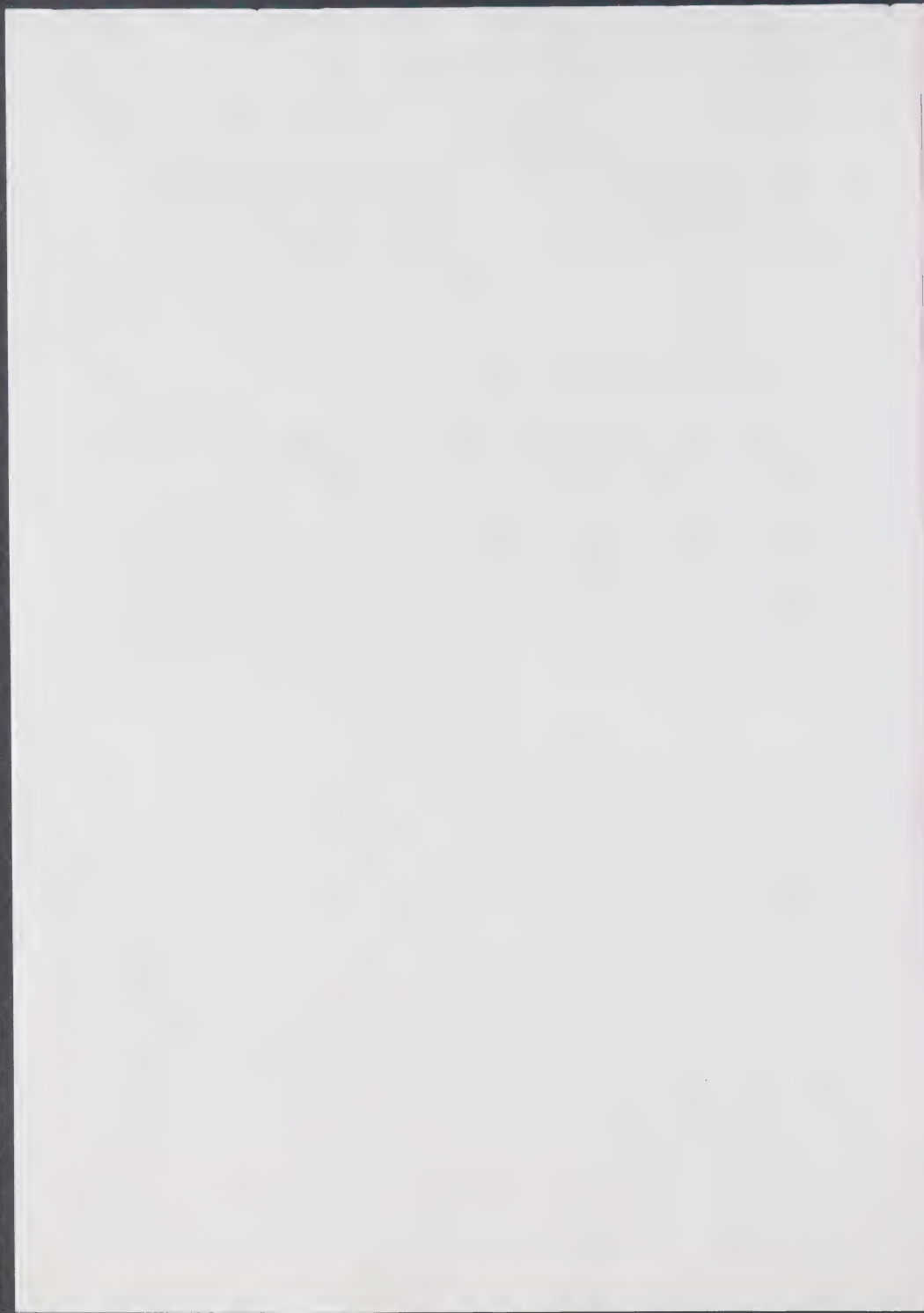
Let me wish you sound health, once again. I wish you to keep your love to Isabel - your main treasure.

Be very good to the people you meet as you always been. It is one of your real numerous talents, may be major one. I wish you to be always helpful to the people, you deals with, your friends, your relatives. I think, it is your happiness. I feel it as well, when God gives me a chance to do the same.

Sincerely yours,



Andy



FAX: 214 343 8201

FAX: 214 343 8201

FAX: 214 343 8201

TO: ALFRED BADER
 ISRAEL BADER
 2981 N Shepard Avenue #1
 Milwaukee WI USA
 FAX: (414) 962-8327

FROM: ANDRIY ESKOVYCH
 152732 Kievul, P.O. Box # 1
 Ukraine
 FAX: 011 38 044 4 220 41

Dear Alfred,

Thank you for your letter.

I'm missing you and really want to visit you this year.

Unfortunately, it is almost impossible now. I'm really overwhelmed with all events in this part of the year. There are several shipments of the equipment we are in charge of installation. It will be 8-9 months till Kiev and I don't know my visit to Slovakia is planned in July only for the district meeting.

Do you remember your explanation why the worst way to tell people about them money instead of give? It was when we came with Nick to Milwaukee at a first time. As far as I remember, you thought it a topic because Nick asked you about a grant from your Foundation. I completely spoke this idea with you and then I spoke another side of the coin.

One who start a Company for a Foundation, have to develop some rules of the Company for of the Foundation. For a sure the rules I are later adjusted. As the head of the Company becomes a slave of these rules. I hear that you do what he want, he has to follow this rules. I feel now how it is different when I speak about it.

If we spread these opportunities from really in the process of the Foundation, we can be the same.

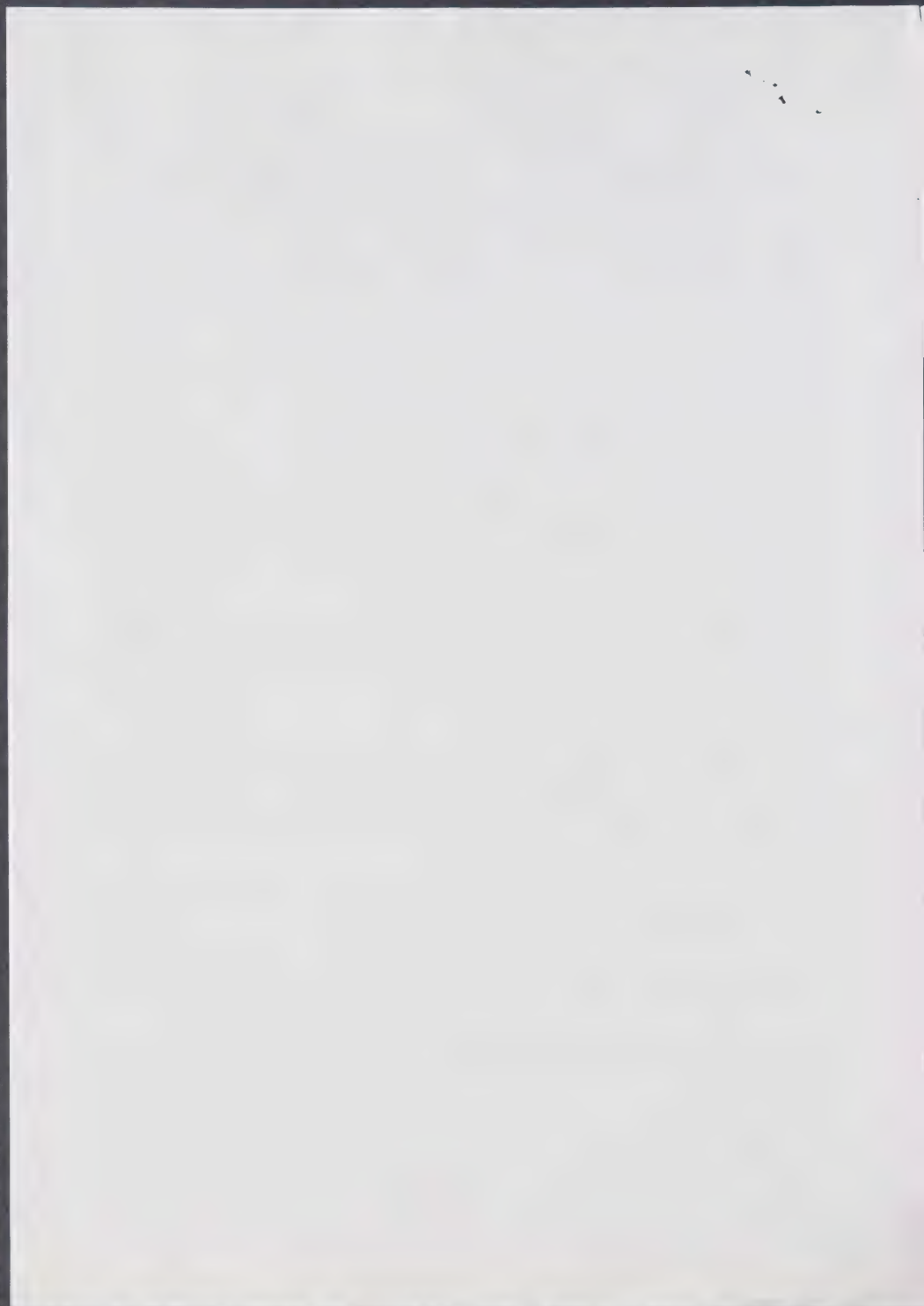
Unfortunately, I can't put you in a position in Kiev, and you will have to find some way to get out of it.

Mostly I wish Milwaukee the Autumn!

Very best regards,

Andriy

Andriy





FAX FROM:

DR. ALFRED BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone: 414/277-0730
Fax: 414/277-0709

April 9, 1996

TO: Dr. Andy Esaulenko
ALSI LTD.
FAX: 011-38-0444-136-041

Dear Andy:

Thank you for your good wishes.

I am so glad that your samples are arriving more efficiently now. Bob Wandler is certainly happy, and the main delays seem to have been at Aldrich Chemie in Germany.

Of course, we keep hoping that you might visit us in Milwaukee before we leave for England on May 25th.

We will be not very far from you, in the Czech Republic and Vienna, in June, and of course are wondering whether we might meet you there.

Our schedule is as follows:

June 2nd to 4th -	Brno
June 5th to 8th -	Prague
June 9th to 10th -	Pardubice
June 11th to 15th -	Vienna

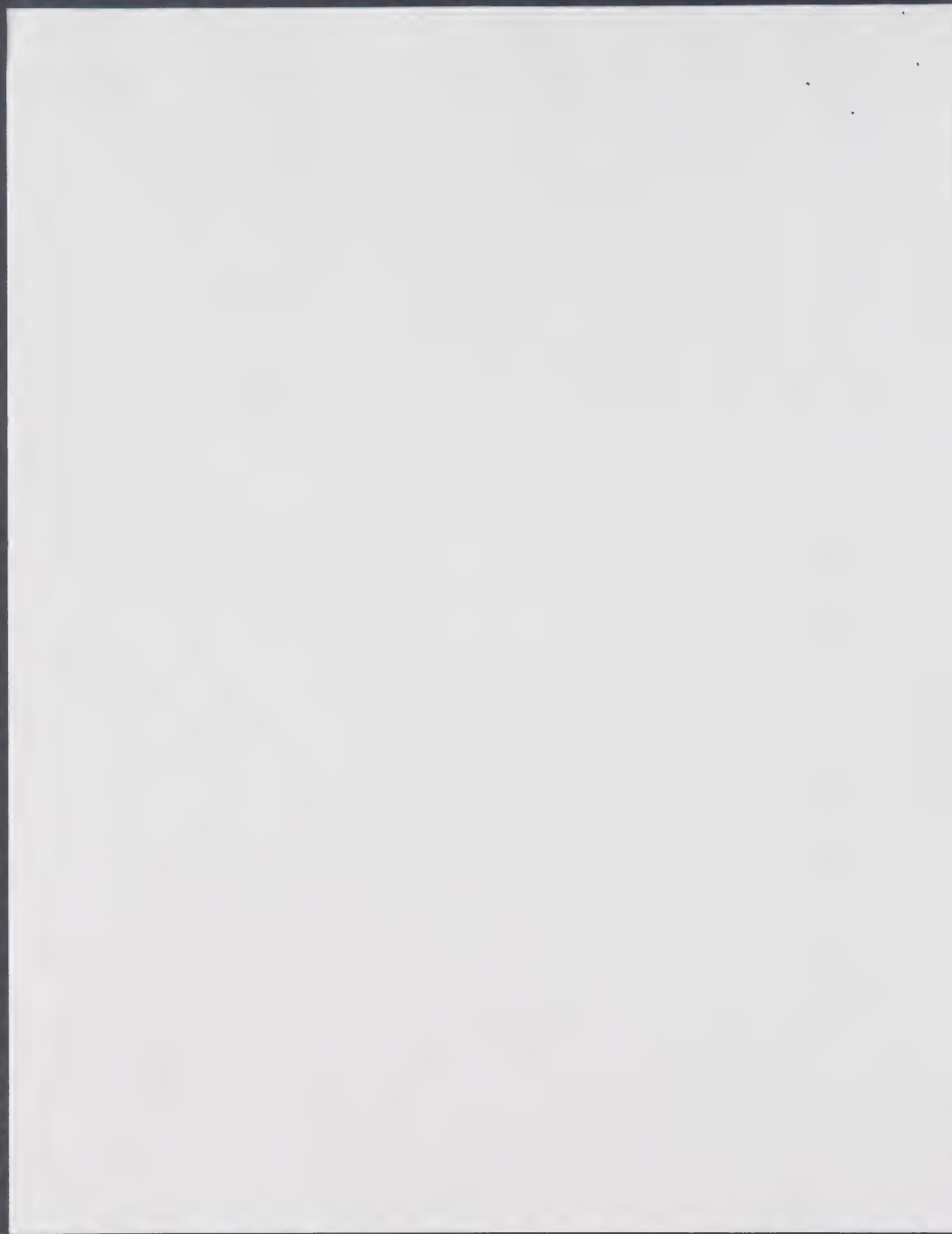
We plan to come back to Milwaukee on July 26th and then be here all of August.

With fond regards from house to house, I remain,

Yours sincerely,

AB/cw/

c: Bob Wandler (w/encl.)



PRAXIS 101

11/11

11/11/97

TO: ALFRED BADER
ALFRED BADER
2961 N Shepard Avenue
Milwaukee WI USA
FAX: (414) 962-83-22

MARIA ANDRIYUSHALENKO
262032 Kiev-19 P.O. Box # 701
Ukraine
FAX: (01) 26 114 111-804

To: Alfred Bader
From: Maria Andriyushenko

Happy Pesach!
Happy Passover!

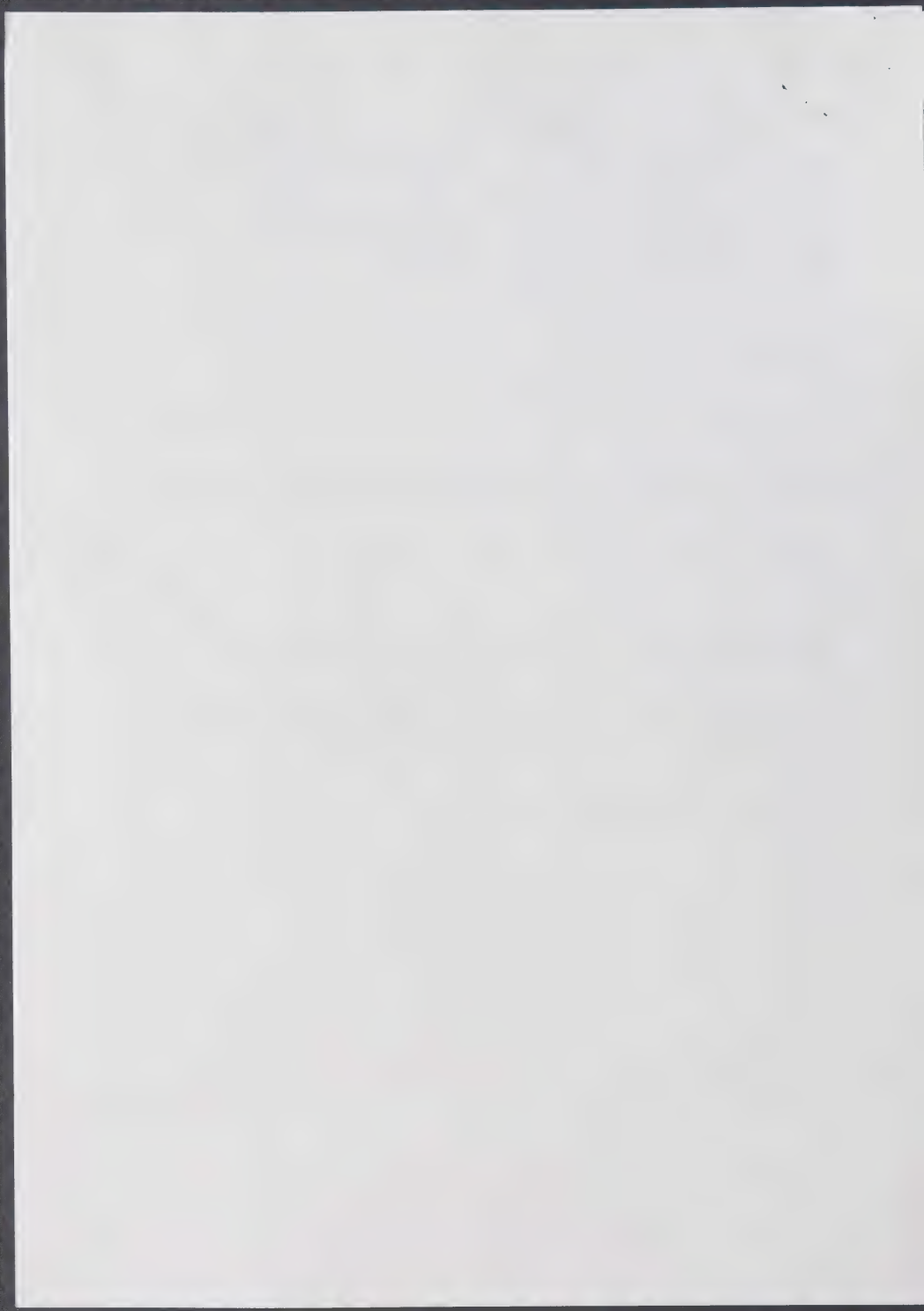
I wish you sound health, new happy purchases and series of meetings and meetings with interesting persons.

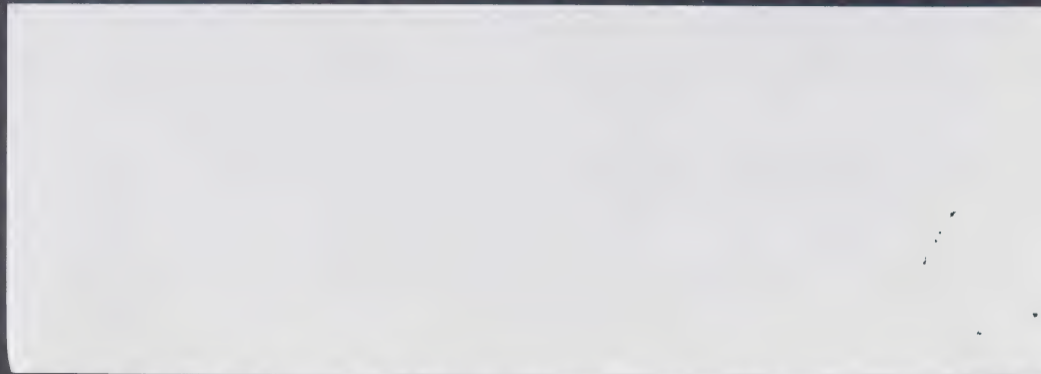
I'm happy to use this holiday to contact you. I would be happy to learn how are you doing.

Many thanks for your help with ABC samples. I'm sure you was a great help. This business seems going up again.

It is my pleasure to tell you that our Hewlett-Packard business is growing well again. It can become the main income in future. Thank you again, because it was the last drop. I mean your advise to me to join HP in January 97.

Best personal regards for both of you
Maria Andriyushenko





FAX FROM:



DR. ALFRED BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone: 414/277-0730
Fax: 414/277-0709

September 27, 1996

TO: Dr. Andy Esaulenko
ALSI LTD.
FAX: 011-38-0444-136-041

Dear Andy:

I have been traveling a good deal and so am replying only now to your fax of September 1st.

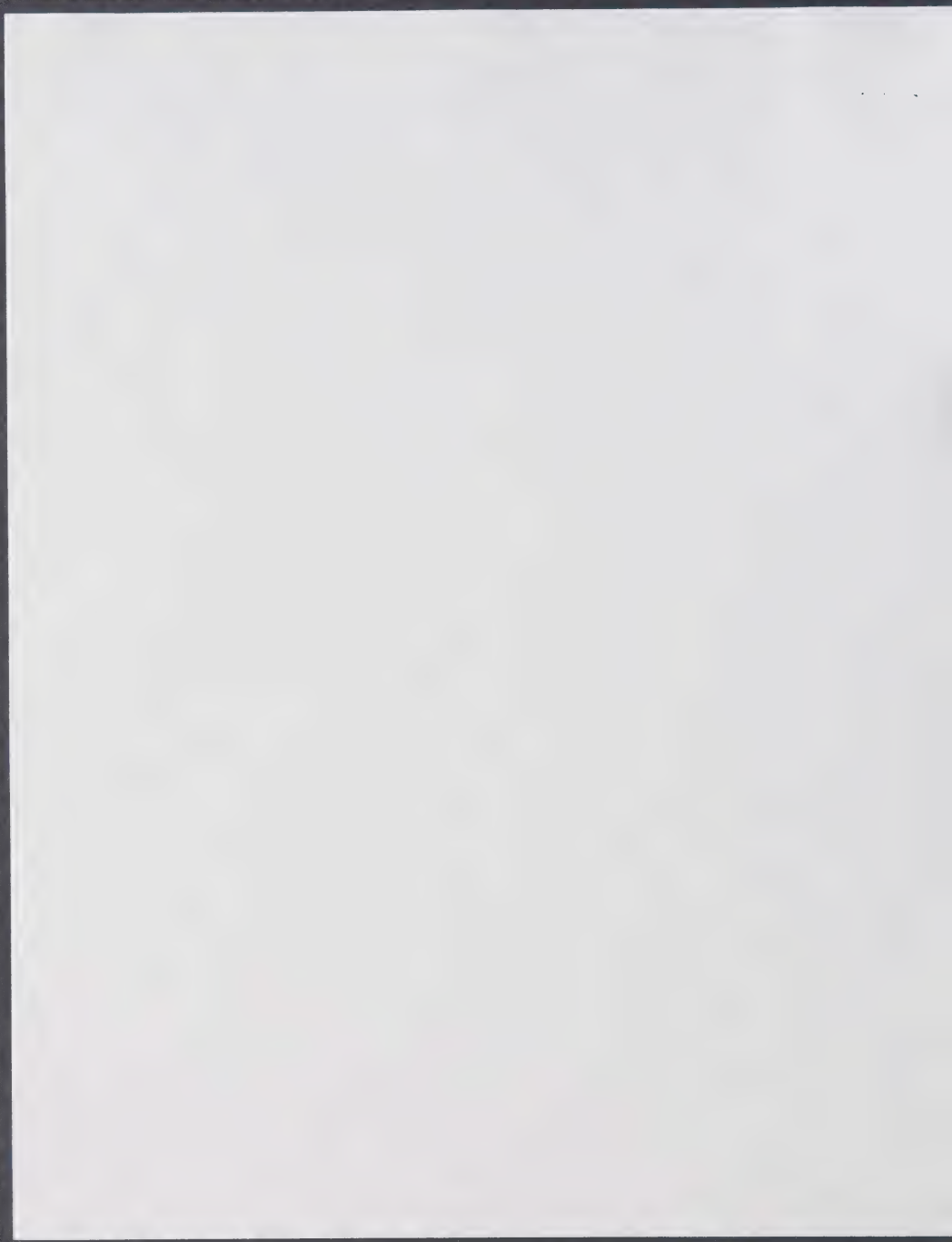
Isabel and I will be in Milwaukee continuously until October 22nd, but after that we will be in Canada, New York, England and Holland until January 6th. The rest of January, we will be in Milwaukee and also most of February, except for one week when we will go on a speaking tour for the ACS in Florida. That week has not yet been set.

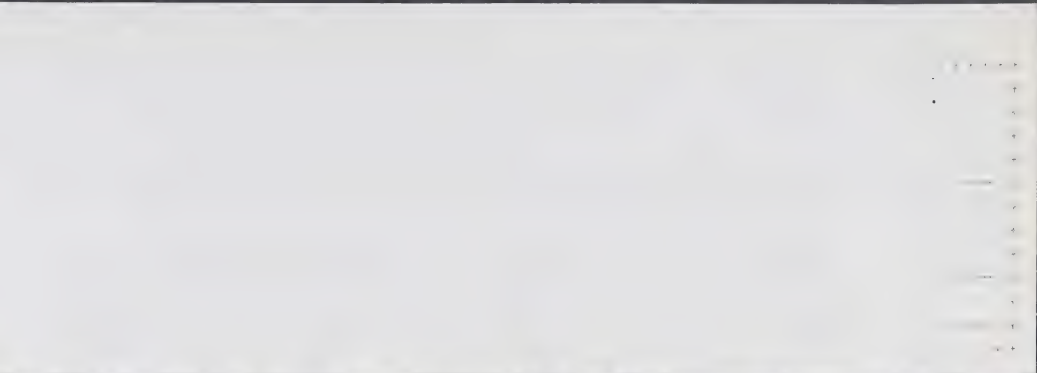
Of course, it would be great to see you.

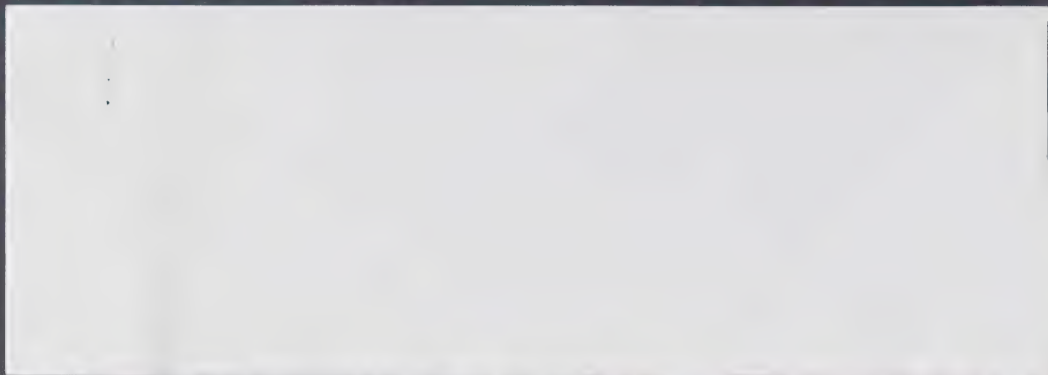
I am not on the Internet and cannot reply by E-mail. But I think we have now learned how to send faxes to Kiev.

Fond regards, as always,

AB/cw







FAX MESSAGE

Page 1 of 1

Date: 1-Sept-96

TO: ALFRED BADER	FROM: ANDREY ESAULENKO
2961 N. Shepard Avenue	252032, Kiev-32, P.O. Box # 721
Milwaukee, WI, USA	Ukraine
FAX: (414) 962-83-22	FAX: 011 38 (044) 413-60-41

Dear Alfred,

011-380-44-413-6041

I was very happy to get message from you. Thank you.

Unfortunately, I was not able to reply quickly, because exactly after my vacation it was my business trip to South-West part of Ukraine for Food Quality Control seminar.

I love to visit you again in any time. To discuss to you your participation in new chemical venture can be a good excuse for my partners to cover expenses of this trip from ALSI pocket, because our financial situation is not so good. On the other hand, there are several promising projects we are involved seems to be settled soon. Nevertheless, in any case I'm going to visit you within November-96 - February-97 in time suitable for you.

Please, let me know your travel schedule and times when I can meet you in Milwaukee after November and I'll start to prepare to it now

To my regret, I have not received New York Times you have devoted horrible hotel situation in Kiev. The best way to mailing to me is post box address. I think I can be author of the article, because I can add my opinion as to Ukrainian hotels at the other cities of the country. The only way to improve the situation is privatization of the hotels, networks like "Holiday Inn" creation in the country. I saw americans who implement HIS projects in Ukraine who have to live one year in a room with cold tap water from 6 to 9 a.m. and 6-9 p.m. schedule. What "hot water" means in such hotels nobody knows. Even I treat such conditions as "horrible"

Coming to Slovakia for annual HP-district meetings we live together with people from Austria, Bulgaria, Romania and even former Yugoslavia. The only people who treat hotel conditions in Slovakia as "excellent" are people from former Soviet Union.

I believe our people will live at least on Slovakian standards in future, may be in 20 years. Because of very widespread health national mood. This mood is not so, optimistic, but based on very reasonable idea, that nobody, but people them self have to help themselves. Many of them visited Western countries, China and, even, USA. They are talking about the living standards of Western countries and try to fit to them.

It is not so big surprise to everybody here that expensive cars (like Mercedeses, BMW, Volvo) business here is very profitable only few thousand people can purchase new cars. To my surprise, millions of people start to decorate their flats with very good and quite expensive wall-papers. I treat it as a good sine. Starting from their own flats, then they have to improve country, but it takes time for sure.

So, looking for your reply, I'd like to offer you to contact to me via my e-mail address: alsikiev@hp.gu.kiev.ua in case you have access to INTERNET. It is reliable, convenient and less expensive.

Best personal regards to you and Isabel
Sincerely yours,



Andy



Dr. Alfred Bader
924 East Juneau, Suite 622
Milwaukee, Wisconsin 53202
Phone: 414/277-0730
Fax: 414/277-0709

A Chemist Helping Chemists

April 10, 1996

Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy:

I was so happy to receive your fax yesterday because it made clear that fax communication between us now works. Now let's see whether letters are delivered to Kiev.

Let me turn philosophical with two thoughts:

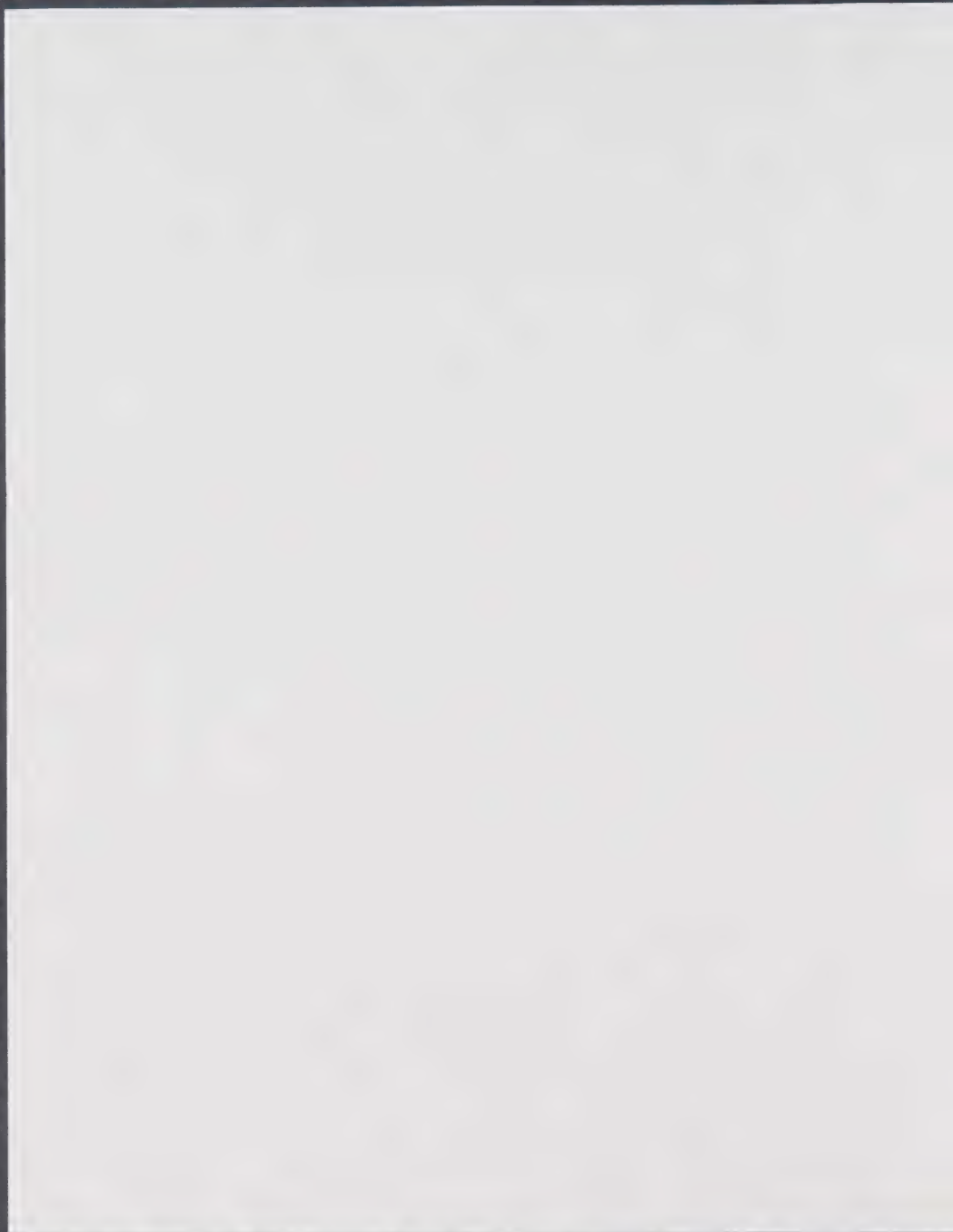
- (1) "*Six days you shall labor*" is one of the Ten Commandments, and clearly you and I keep this.
- (2) There is a foolish American saying, "*Time is money.*" This is nonsense. Time is really life, and even the wealthiest among us cannot buy more time to live.

Hence, I really try to enjoy my life and can do so much more now that I no longer have to work with Tom Cori and his ilk. Now I really enjoy spending time with good friends like you.

Best wishes, as always,

AB/cw

bc: Waudler





FAX FROM:

Dr. Alfred Bader
924 East Juneau, Suite 622
Milwaukee, Wisconsin 53202
Phone: 414/277-0730
Fax: 414/277-0709

A Chemist Helping Chemists

January 19, 1996

Page 1 of 2

TO: Dr. Andy Esaulenko
ALSI LTD.
FAX: 7-44-413-60-41

Dear Andy:

Thank you for your fax of yesterday, received twice.

To answer your most important question first: Bob Wandler is working very hard at Aldrich, but has such a hard time communicating with you because faxes just don't get through. And apparently you don't talk much with Taras because Bob - in his frustration - finally called your office last week and spoke to Taras, but the message didn't get to you.

Bob told me that he knows that you dropped off 500 samples in Steinheim in December, and those samples are now en route to Milwaukee and should be here later this month. Bob will, of course, then expedite checking and payment.

Of course, I asked why we didn't pay you for the 500 samples anyway, seeing that the delay is due to Steinheim shipping slowly, and Bob said that he just couldn't do that. Of course, your record has been very good: In the last shipment of 500 samples, only 8 were duplicates.

Bob has a good rapport with Jean Knight-Kymer, and I suggested that he should talk to Jean and ask her to help because a delay in paying the commission due you might actually jeopardize the profitable sample collection.

The only one in Milwaukee who has any influence on Sigma is David Harvey and I suggested to Bob that he should talk to David and have him lean on the Sigma people to pay your commission.



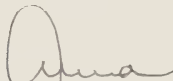
Dr. Andy Esaulenko
January 19, 1996
Page 2 of 2

But don't stop collecting samples because of these delays. I am totally convinced that Bob really appreciates your samples and will do his best.

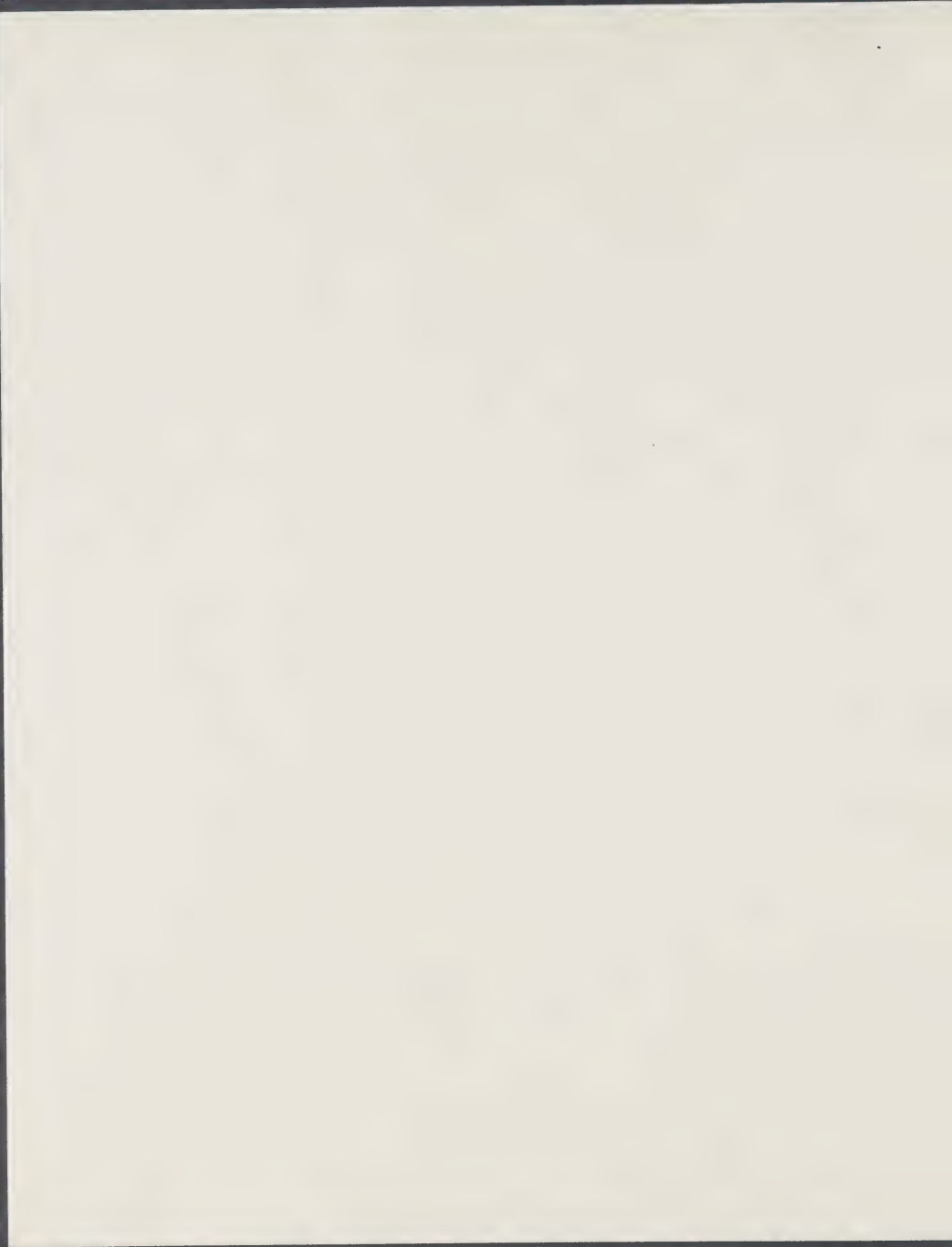
Isabel plan to be in Milwaukee until the last week of March, and if by any chance you are planning a trip before then, we would love to see you.

With all good wishes, I remain,

Yours sincerely,

A handwritten signature in cursive script, appearing to read 'Andy', written in dark ink.

AB/cw



FAX MESSAGE

Page 1 of 2

DATE 15 January 1996

To: Mr. Alfred Bader

FAX: (414) 962-83-22

ALDRICH

From: Andrey N Lsautenko

252049 Shovkunerko str. 3/20 ap 51

01911 TD Kiev Ukraine

Fax/tel: 011 38 (044) 413-60-41

Dear Alfred

Thank you for your last fax. I'm missing both you and Isabel. I hope that there will be a time to visit you or may be meet you somewhere in Europe this year.

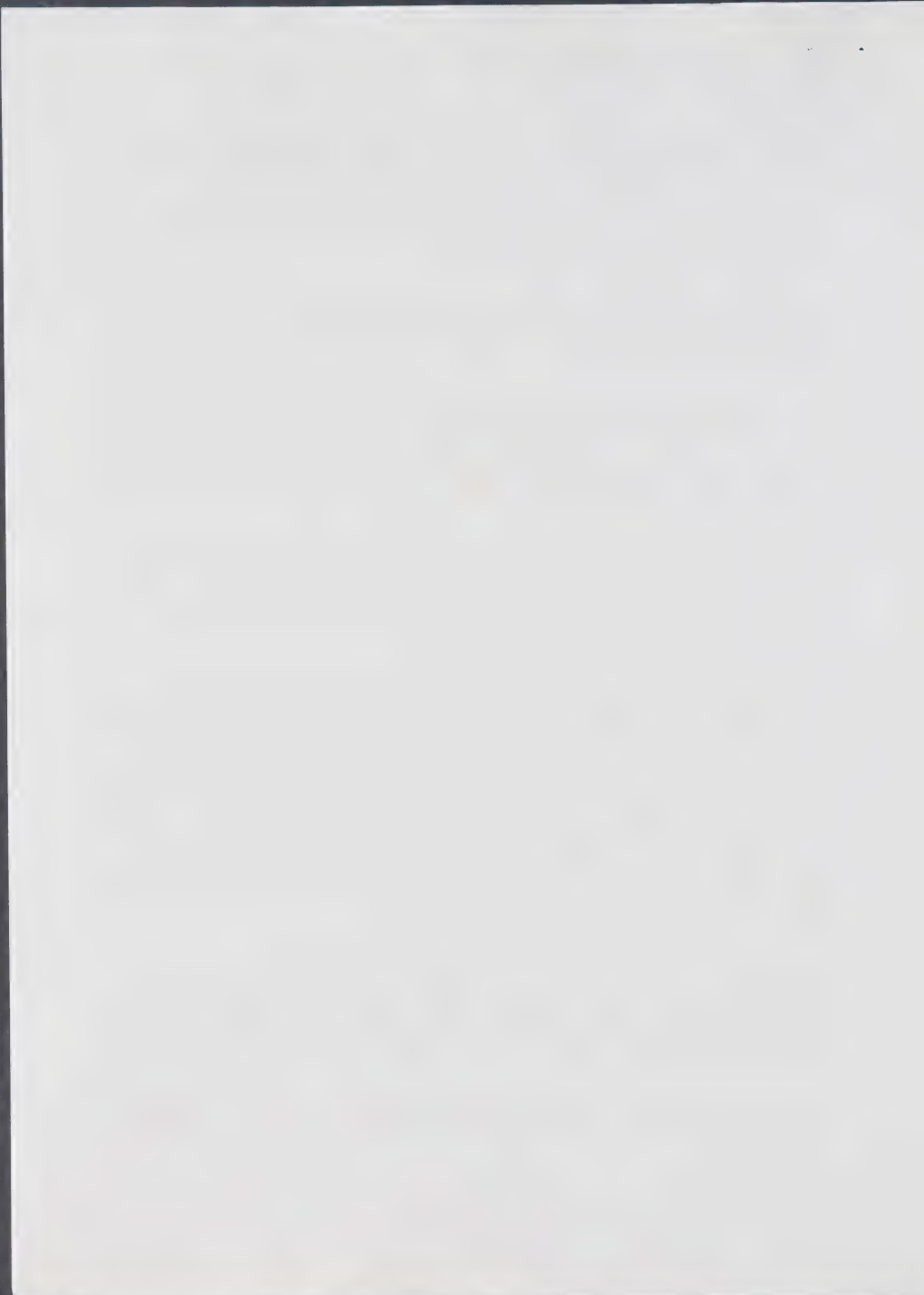
At the moment our business is not very good. May be you know the term "Selling Funnel". This funnel involves current deals of a Company the deals with probability to sell more than 10% in nearest future. Practice shows that if a Company has, for example, half a million \$ in the funnel, they have sound reasons to sell for about 0.1 million.

There are more than \$800K (HP-price list) in our Funnel but we have sold only for \$80K and already have spent the income. Nevertheless, We have to receive some commissions from HP this year and the situation seems quite promising. I'm happy that we made our Company, my task now to teach our people (10 persons) how to make business with HP.

May be it is not very pleasant to you to learn, but our relations with ALDRICH is very "indefinite". As you remember, we agreed on 10% commissions with ALDRICH and it was written that the conditions with Sigma would be the same. Last year we closed two deals sold Aldrich's products for 2.5K\$ and 5.5K\$. The first case done via USA ALSI and we have received our \$250 back as a commissions. The second deal done via Soros foundation. ALSI to make made very hard job for communications and customs clearance procedures. I erected the question of our commissions in the second case five or even more times. Jean Krugit-Kymer and her colleagues something like: "OK, we will check up". Last time it was in December.

The situation with Sigma even worse. They have accepted from ALSI 110K\$ as prepayment for the order according to their invoice, but have not received chemicals for about \$600. Moreover, they asked for additional payment for packing of one chemical. But we have sent exact sum according to their invoice. Of course we received no commission at all from Sigma.

So, do you remember our conversation by phone about the size of commission from ALDRICH? Frankly, I felt at that time that it was not question of size. I told



you: Let us try to cooperate with Sigma-ALDRICH to tune mechanism, then we can negotiate the size

Of course, I'm talking about little sums, but these cases showed us that we have to try to use a secure mechanisms of payment for Sigma-ALDRICH such as Letters of Credits or Letters of Guaranty

We treat this line of business as an auxiliary one. The main one is business with Hewlett-Packard. We have signed Distributor's contract of 50 pages with HP, and a few contracts with ALDRICH and of one phrase, the same as with ALDRICH, from Sigma. We need to maintain relations with ALDRICH because the customer data bases for HP and for ALDRICH are the same, but to avoid such gaps we elevated the Catalog prices for our Customers for 60-80% to survive.

As to the samples collection, I'm in absolute dark. Our former supplier asks us whether we are interesting in such business at all. I'm absolutely scattered about Bob's silence. I send him faxes even every week, spoke by telephone to him in early December. He was very optimistic, he told me that now is Status Quo in his business, but so what, we have not received any message from him in written. May be he was fired from the ALDRICH?

In the meantime we have found a small but very good and reliable American Company: "Chromatography Research Supplies" near Chicago. They gave us very favorable conditions for partnership, they send us reply for our faxes within 40 hours! Such a good pattern for ALDRICH and Sigma!

Our main business with IIF is really hard work, but I like, as you like, to communicate with various people to meet them, to help them. The situation in Ukraine become more and more optimistic. There is no sign of civil war, inflation rate is quite reasonable. There are a huge amount of US dollars circulating in Ukraine in cash now. It become our non official, but main currency now. This is the main factor of stabilization in the Country. Economical situation remains hard, but there are tens of goods in our market (and I saw even in Germany, made in Ukraine).

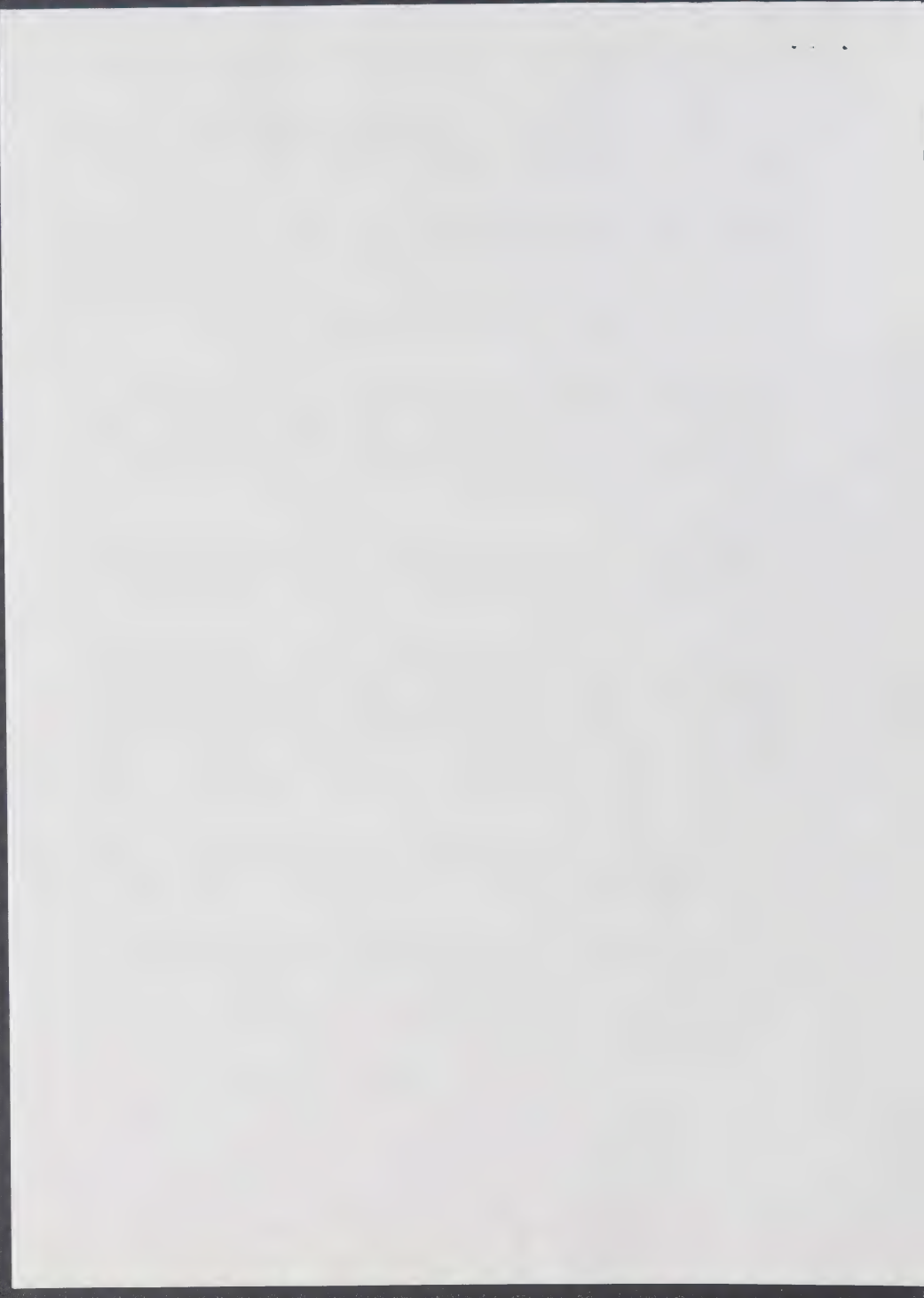
This Sunday, I have to drive to the remote part of Ukraine for installation of two Gas Chromatographs we sold last October. I have to be out one week. It was our first real business case via ALSI.

I'm happy that Taras is in our team. He is suspicious, you right, he is not too specific, but he helps us a lot in our everyday work in the Company.

Sorry for so long letter. I wish all the best to Isabel.

Best personal regards. Sincerely yours









FAX FROM:

Dr. Alfred Bader
924 East Juneau, Suite 622
Milwaukee, Wisconsin 53202
Phone: 414/277-0730
Fax: 414/277-0709

A Chemist Helping Chemists

January 15, 1996

TO: Dr. Andy Esaulenko
ALSI LTD.
FAX: 7-44-413-60-41

Dear Andy:

I am sorry that a very long trip to England has delayed my thanking you for your wonderful New Year's wishes, which Isabel and I reciprocate.

We very much hope that you will be coming to Milwaukee before long and that you can plan your trip for a time when we are here. Accordingly, below please find my travel schedule between now and the end of May. At that time, we plan to go to Europe, and perhaps we could meet in Prague or Vienna.

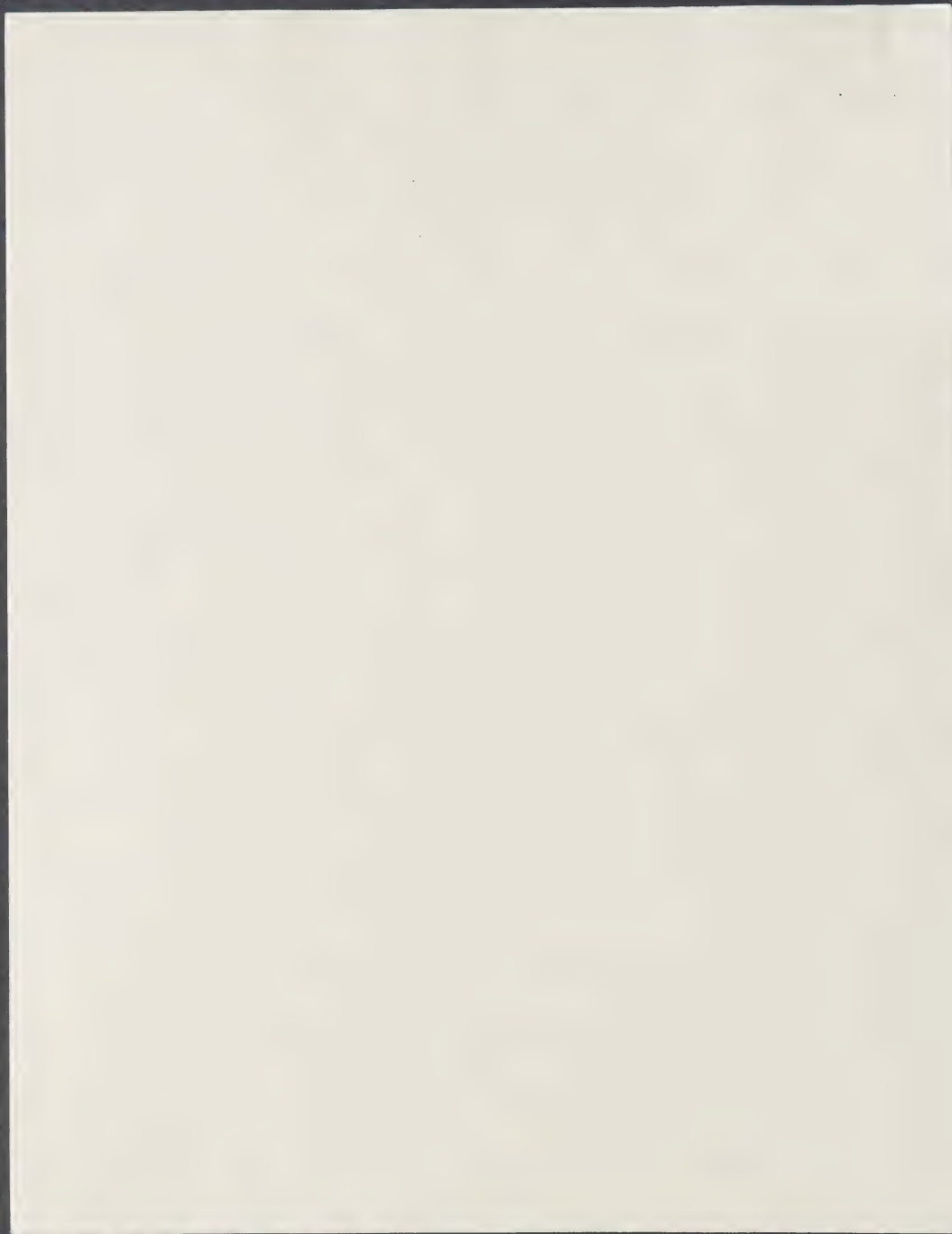
With all good wishes, I remain,

Yours sincerely,

AB/cw

TRAVEL SCHEDULE

March 22-27	Arizona State University
April 12-18	Purdue University/Southern Illinois University
April 23-28	San Diego State University



* * * * *

TRANSACTION REPORT

FOR: ALFRED BADER FINE ARTS 4142776789

SEND

* RECEIVER PAGES NOTE *

011380444136041

1

OK



FAI MESSAGE

Page 1 of 1

DATE December 26 1995

To: Mrs. Isabel Bader
Mr. Alfred Bader
FAX: (414) 962-83-22
FAX: (414) 277-07-09

From: Dr. Andrey N. Esaulenko
262049 Shovkunenka stry 6/50 Ky 01
ALBI LTD, Kiev, Ukraine
Fax/tel: 01138 (044) 113-60-41

Dear Isabel
Dear Alfred,

Merry Christmas to you, your
family. Happy new Year !

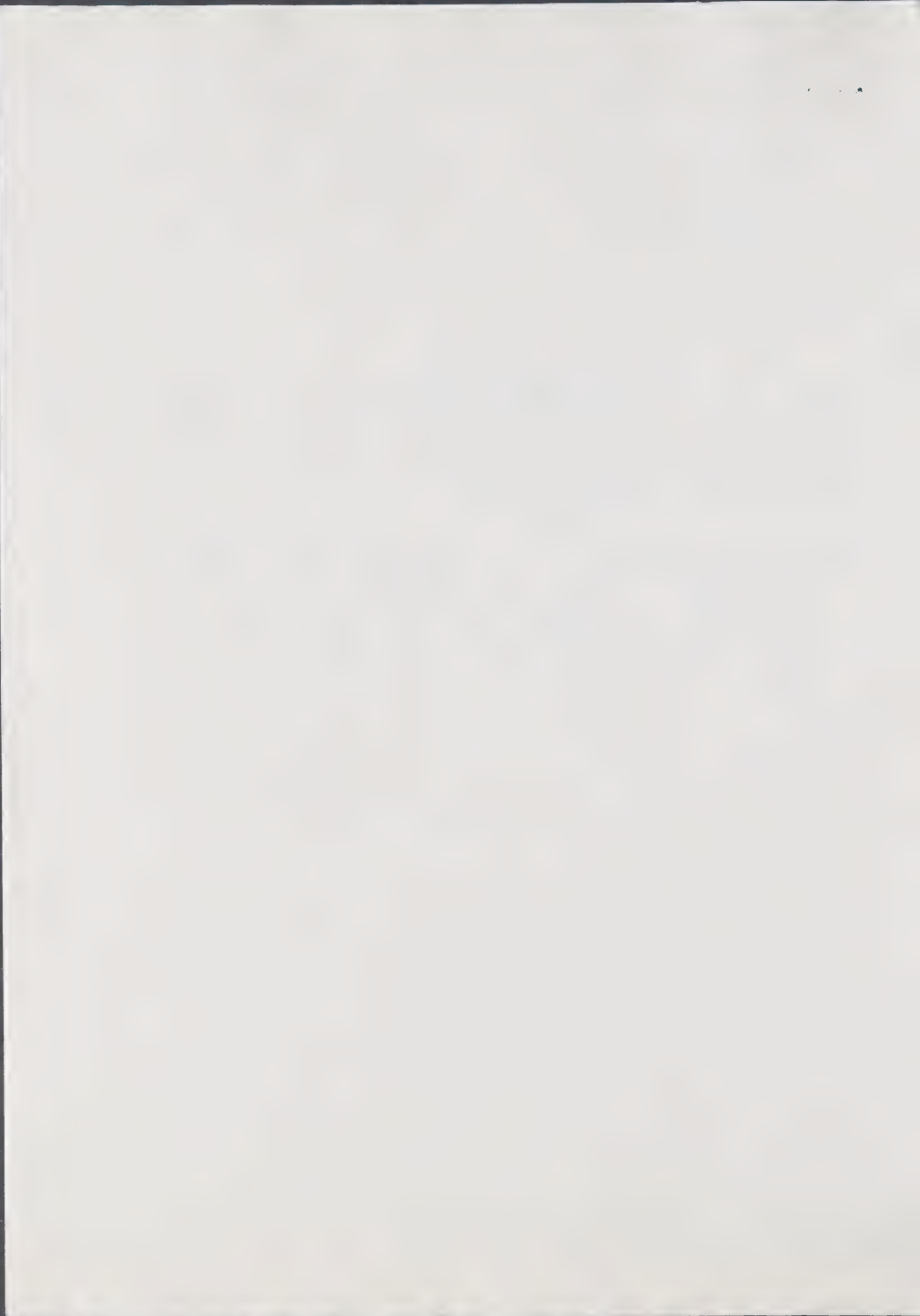
It's pleasure to me to use every opportunity to contact to you.
Yesterday I came from long trip devoted new HP-instrumentation.
Together with my colleague, we covered about 6,000 km driving,
visited France (Strasbourg), Germany, Austria (Wien, Prater
strasse), Czechia (near Brno, exit to Kijov), Hungary (best
regards from Prof. Andor's family to you).

There are many problems (fortunately soluble ones) in our
company concerning company internal structure, order
processing, some personal relations etc. It's interesting to solve
them using your approaches how to run company.

Best personal regards. Sincerely yours,



Andry



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

A Chemist Helping Chemists

September 27, 1995

Dr. Andrey Esaulenko
c/o Anatoly Daskal, M.D.
Vice President, U.S.A. Alsi Corp.
Suite 035
2121 East Capitol Drive
Milwaukee, WI 53211

Dear Andy,

Please don't mind my slight delay in responding to your long and worrisome letter of the 10th of September, but I wanted to send a copy to Bob Wandler first and then discuss it with him.

I am certain that Bob is totally honest and doesn't play games.

What Sigma and Aldrich are doing in inflating your costs by shipping orders in several packages is just not right. I am convinced it is not done on purpose, but you will simply have to ask them very strongly to consolidate shipments. If I were you, I would actually show them how much a specific order cost you when broken into several smaller shipments.

I am certain that Aldrich will understand that, but you will have to spell it out in great deal.

The problem with the samples is much more difficult. The decision maker there is Mrs. Anna Napiorkowski, and recently she has demanded lists in advance. What I would do if I were you is to send Bob Wandler lists, but much smaller lists and much more often and then dating the lists and asking Bob to fax you his selection within a given date, say within two or three weeks after the date of your list. As before, you can just number the lists and show clearly with each number the date sent.

*Bader not,
He is now
in jail
He-10*

Dr. Andrey Esaulenko

September 27, 1995

Page 2

One problem may have been that you have sent such very large groups, some of which contained commercially available materials such as carbazole.

The key will be for you to establish a better personal rapport with Anna, but that will take time and probably more than one visit.

Of course you know that we would love to see you, but keep in mind that we travel a great deal - so for instance, we will be in Canada from the 18th to the 30th of October and in Britain from about the 15th of November to the very end of December.

I am sending this to your care of Dr. Daskal in the hope that his wife can hand-carry this letter to you.

With all good wishes, I remain,

Yours sincerely,

AB/cw

cc: Bob Wandler

Bratislava, 10th September-95.

Dear Alfred,

Thank you for the fax I received on the eve of my departure to Bratislava.

There are two reasons, at least, why I kept silence since April. On one hand, we are building our new relations with Aldrich and we are building our companies USA ALSI Corporation and ALSI Ltd in Kiev. On the other hand, I communicate very often with you. I mean, I'm reading your nice book.

There are a lot of very interesting points in the book. But, first of all, I'm delighted by your good memory. I've caught myself that I can hardly remember the exact dates of my own life (I'm 35!). Reading the book I think that sometimes I hear from a person such words: "When I was young, I was nobody..." One of the main features of your biography, you can never say such words. You was personality in every time of your life. I have not yet finished reading, starting "First Years in Milwaukee." By the way "Milwaukee" is very close to the group of Russian words such as "milij" (lovely), "milovatj" (causal punishment), "milostj" (favour) etc. Now I can also tell that Milwaukee is my "lovely" city.

Naturally, I'm not able to follow your way. We were born in two different systems and two different times. I'd like to think that the spirit of the book will help not only me. We treated from our childhood that the main problem in the life is to find a good organization, to get a job there and then, if you would be so clever to keep your tongue behind your teeth - you can reach some living level. An entrepreneur's spirit treated as something base and mean and don't fit to term of "honest person". Let imagine now your influence

to my life (as well as lives of Nick, Taras, Igor etc.) when we met a bright lecturer, honest, rich, remarkable person and his very attentive kind wife, who help us so much, as may be our parents helped only. By the way we call you "Our Grandfather" quite seriously.

As I ^{had} predicted, our first sales of Aldrich products in Ukrainian market brought us troubles. Nobody had expected that both Aldrich and Sigma would send us ordered chemicals by 2 or 3 shipments. Every parcel costs us \$70-\$80 for customs clearance and two-three days of hard work. There was the only person in ALSI Ltd who had known the whole procedure. Historically, I had this experience and now I had to teach my colleagues how to do every stage, and, finally, to delegate them this job. It took me a lot of time. We even lost some money, learning the procedure. Fortunately, the size of Sigma-Aldrich orders were 2-5 K\$, that's why our losses were not so high. During our first deal, we faced both with elevation of Aldrich prices (we had to ask to another invoice) in May and carbovanets/\$ rate changes. One can add customs clearance costs (two-three times more), so these reasons have "eaten" our profit. But it is great experience of big value. I'm happy, because if we were started with HP-shipments of tens or even hundred ~~3~~ thousands dollars value, I would be bankrupt. Now we are able to calculate all our expenses in advance to tell our customers DPP-Kiev prices. Now we have at least four persons are able to do this job.

As to the samples collection, one can see that this business is in decay. In June, Ms Anna Napierkowski asked us to send lists of chemicals we are offered to Aldrich for selection. It was promised to me that selection procedure take two weeks. Practice shows us

that two months is not enough to finish selection. In the meantime, our suppliers simply sold their samples to another firm. If one adds that Aldrich prices for samples came down without notice, you can understand our difficulties. Business is business. Frankly, during my two ^{last} visits, I felt that something had to have happened.


Nevertheless, I'm an optimist. I'm going to devote myself to HP-business mainly, it looks very promising. I came to Bratislava sign one-year contract between USA ALSI and HP-Vienna.

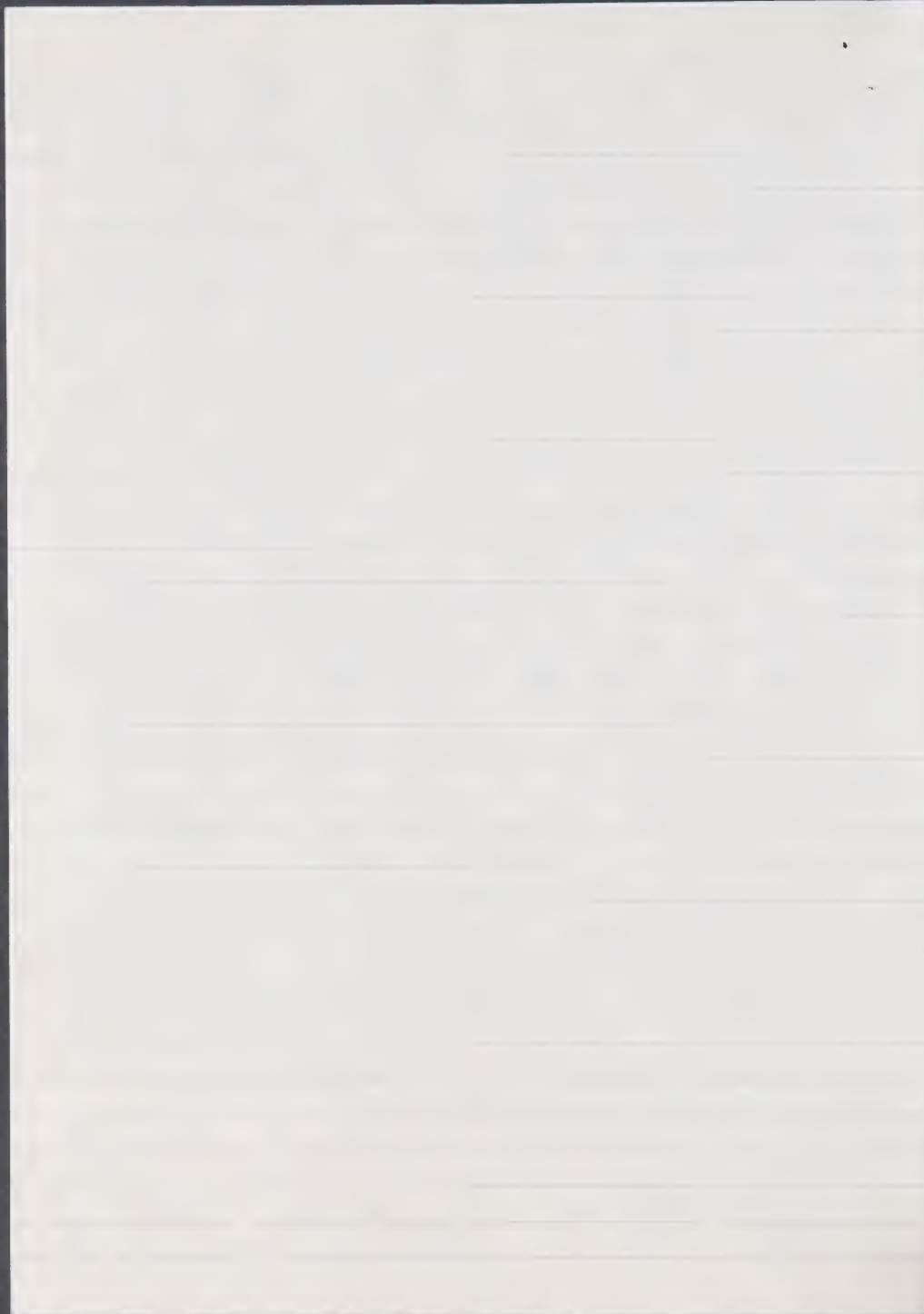
Thank you for invitation to Milwaukee. You can feel how I want to see both you and Isabel. But you know me as quite responsible person (sometimes I'd like to add "unfortunately"). I can't give up my new family and my company. I go hope to use change to visit you next year.

If you decide to visit USSR-region, please, let me know in advance (few months). I have to prepare everything.

Best wishes. Among them the most important is sound health to you and Isabel.

Sincerely yours,

Gudy 





Dr. Alfred Bader
924 East Juneau, Suite 622
Milwaukee, Wisconsin 53202
Phone: 414/277-0730
Fax: 414/277-0709

A Chemist Helping Chemists

September 27, 1995

Dr. Andrey Esaulenko
c/o U.S.A. Alsi Corp.
Suite 035
2121 East Capitol Drive
Milwaukee, WI 53211

Dear Andy,

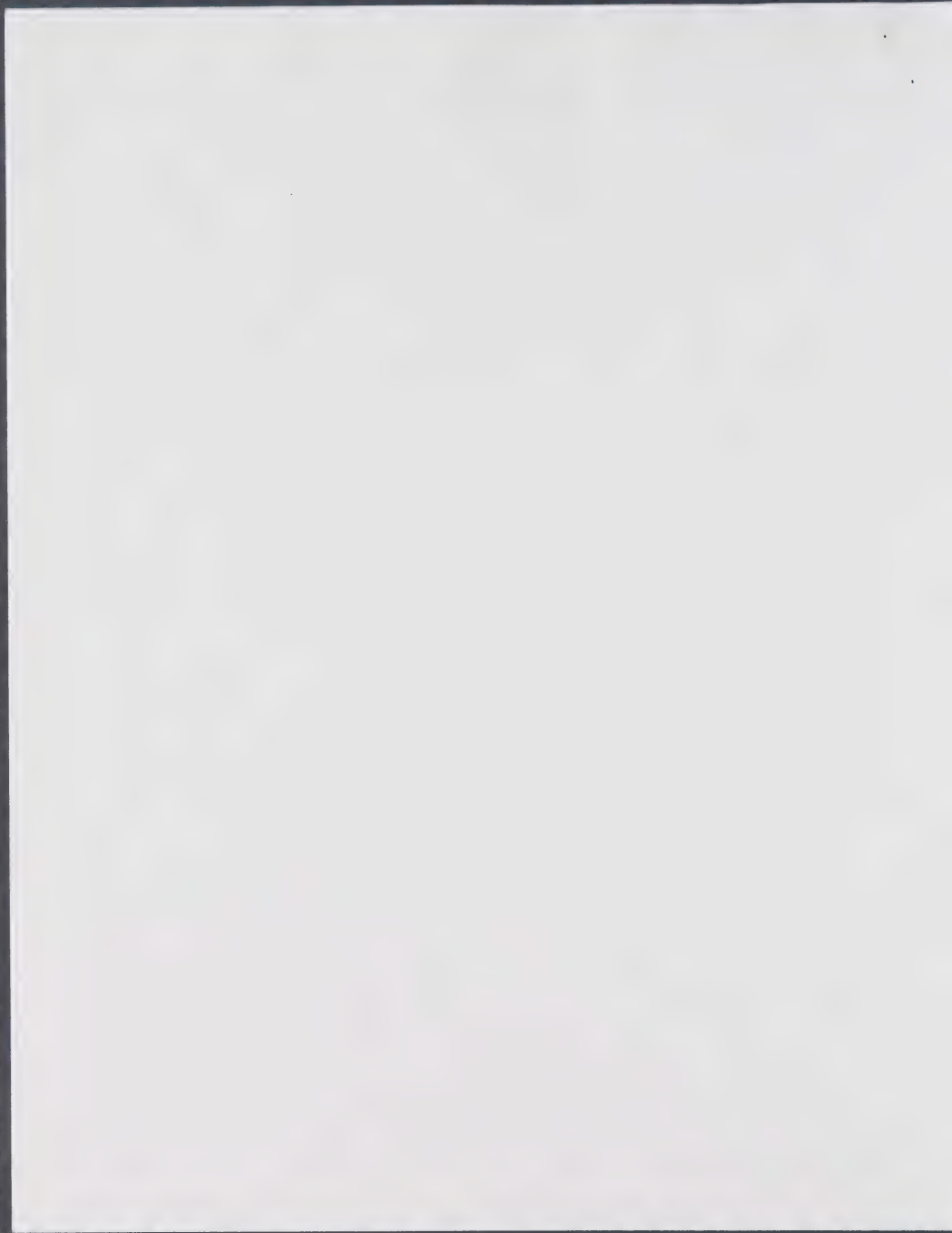
Thank you so much for your two-page fax of October 16th.

As you may know, we have some difficulties faxing to the Ukraine, and so I am sending this reply to your Alsi office in Milwaukee in the hope that it will reach you.

I can understand your thinking that major customers for samples - companies like DuPont and Monsanto - might come ahead of you in the Ukraine and Russia, so that your sample business will decrease. I worried exactly the same way 15 or 10 years ago, when I learned that large companies like Shell and Monsanto had set up elaborate networks in continental Europe to collect samples, just as Aldrich was doing.

My fears were not really well-founded. Yes, the large companies will collect samples, but there are a great many other companies who want samples, often of specific classes of compounds, and our Library, now well-organized under Bob Wandler, is the very best resource which these smaller companies have.

Suppose for a moment that a researcher in this country has some lead that a given indole might be useful for something. Where can he go to get a computer printout of hundreds of indoles, available immediately and at modest charges? He can't possibly ask friends of his in Europe to collect these, but he can come to Aldrich. Then he will get, at no charge, a computer printout of all indoles in the main catalog and all indoles available from the Library.



Dr. Andrey Esaulenko
October 17, 1995
Page 2

Hence, despite your discouragement, I would like to urge you to continue collecting samples. The large schools may well sell their samples to some large companies, but there will still be many that will be happy to sell them to you.

I am so happy to know that you are getting on so well with Hans-Peter Schiefer from HP. If he ever comes to the United States, and near to Milwaukee, I would love to meet him personally.

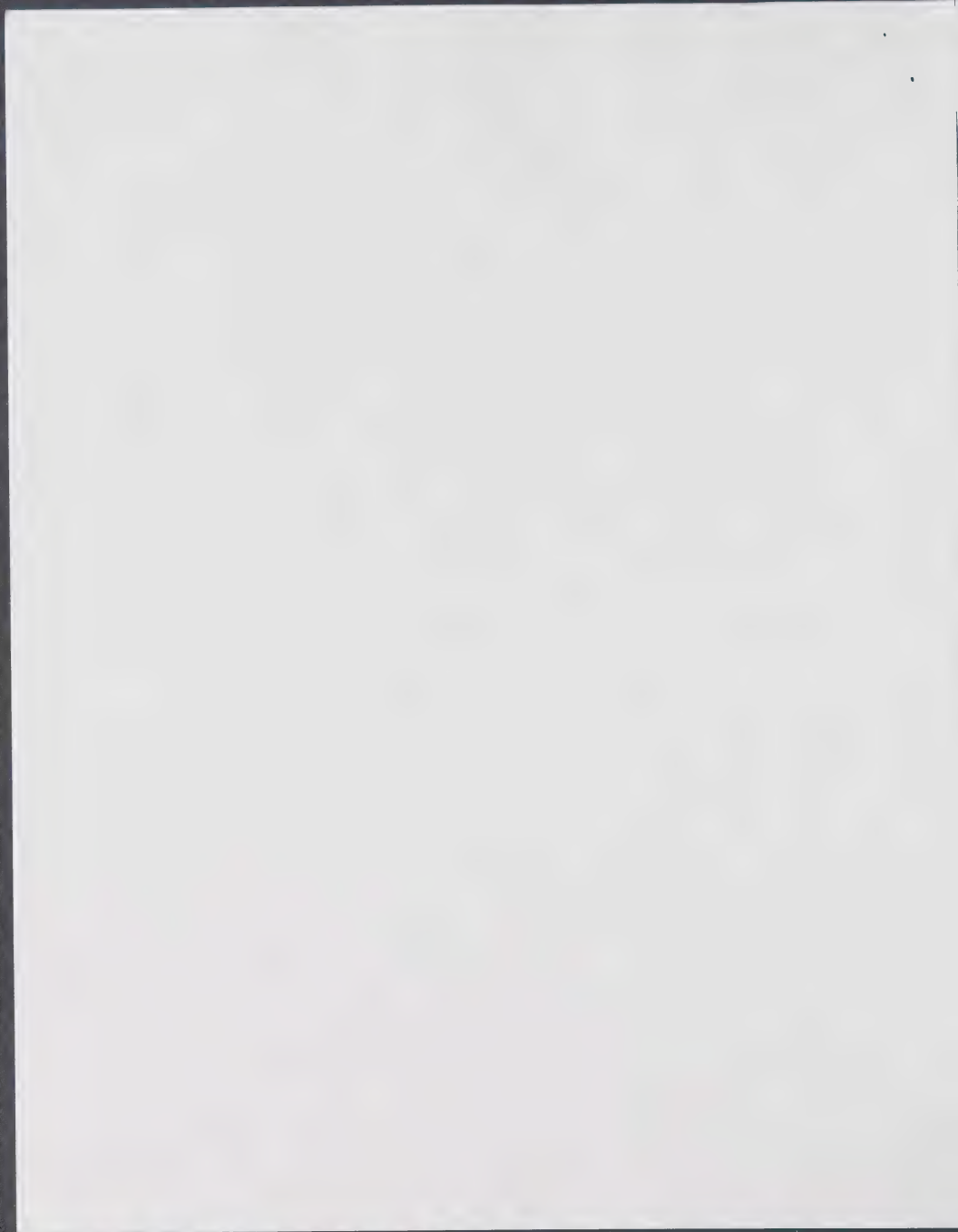
I think that you now have an almost unbeatable combination of services, and if you could add Brucker Instruments to your stable, it would be even better.

Do you have any idea yet when you will again come to Milwaukee? We are leaving tomorrow for two weeks in Canada, and we will then be in England from November 14th until December 24th, but January through March of 1996 are relatively free.

With all good wishes from house to house, as always,

AB/cw

cc: Bob Wandell



EXAMINATION

Page 2 of 2 DATE 1-10-2000

ALSI LTD.

TO: Dr. Alfred R. Bader

From: Andrew E. ...

We are in starting position in this business. We have some experience but we are creative persons. We have to win. This thing you have one year ago I try to turn up with this enthusiasm my colleagues and I have got some good things in my mind.

Common sense is a virtue. I'm really fascinated with quality of Hans Peter's. Gooder is a completely excellent expert in science. HP equipment is a name that I know from 3 years ago I found his as a very patient, very determined and very good person.

HP people with HP equipment brings new quality to our country. Start by ...

The army of Italy - his father was officer in General Ruffini and his name 34 years ago to Ukraine and Russia with similar mission. But with army tools - we agreed with Hans Peter on such simple fact.

I think you are on the eve of your trip to Canada. Russians (Russian military) ...

I hope you will be back.

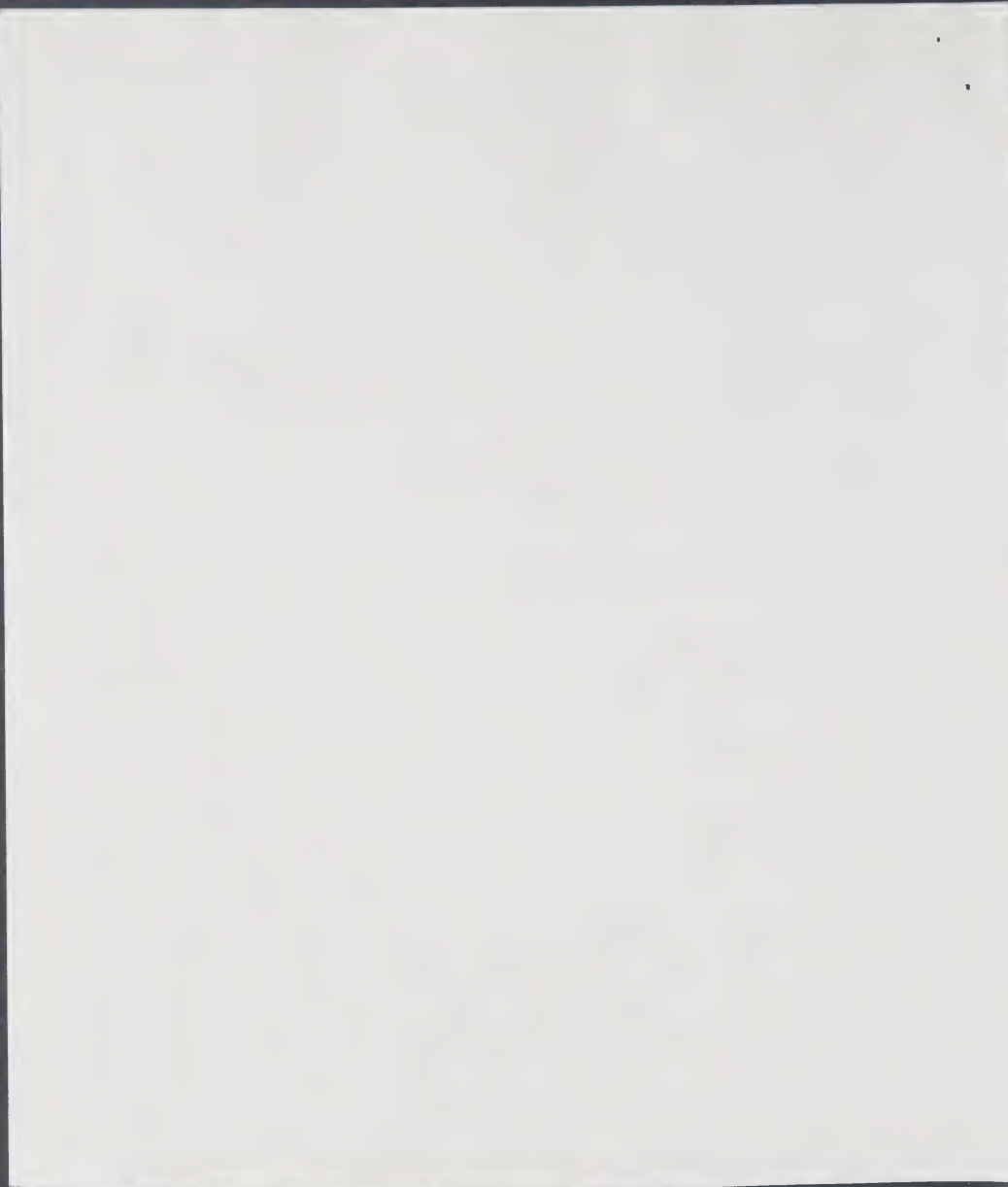
I hope you are very nice guy.

I hope you are very nice guy.

I hope you are very nice guy.

U.S.A. ALSI CORP.
217 E. CAPITOL DR. SUITE 200
MILWAUKEE, WI 53211
TEL/FAX (414) 988-7711

P.S. Thank you for your care of Andrew's usual business.



FAX MESSAGE

Page: 1 of 2 DATE: 18 October 1998

ALSI LTD.

TO: Dr. Alfred R. Bader

ALDRICH Chemical Company
200 North Broadway Avenue
Milwaukee, WISCONSIN, USA
Fax: (414) 965-8322

From: ALSI LTD.

ALSI LTD.

1000 1st Avenue, Dnepropetrovsk, Ukraine

Fax: 011 7 (044) 413-60-41 or

Fax: 011 380 (44) 413-60-41

Dear Alfred,

Do hope both you and Isabella are OK.

Thank you for your letter you sent me via Mrs Yelena Daskal. Unfortunately, I was not able to reply fast.

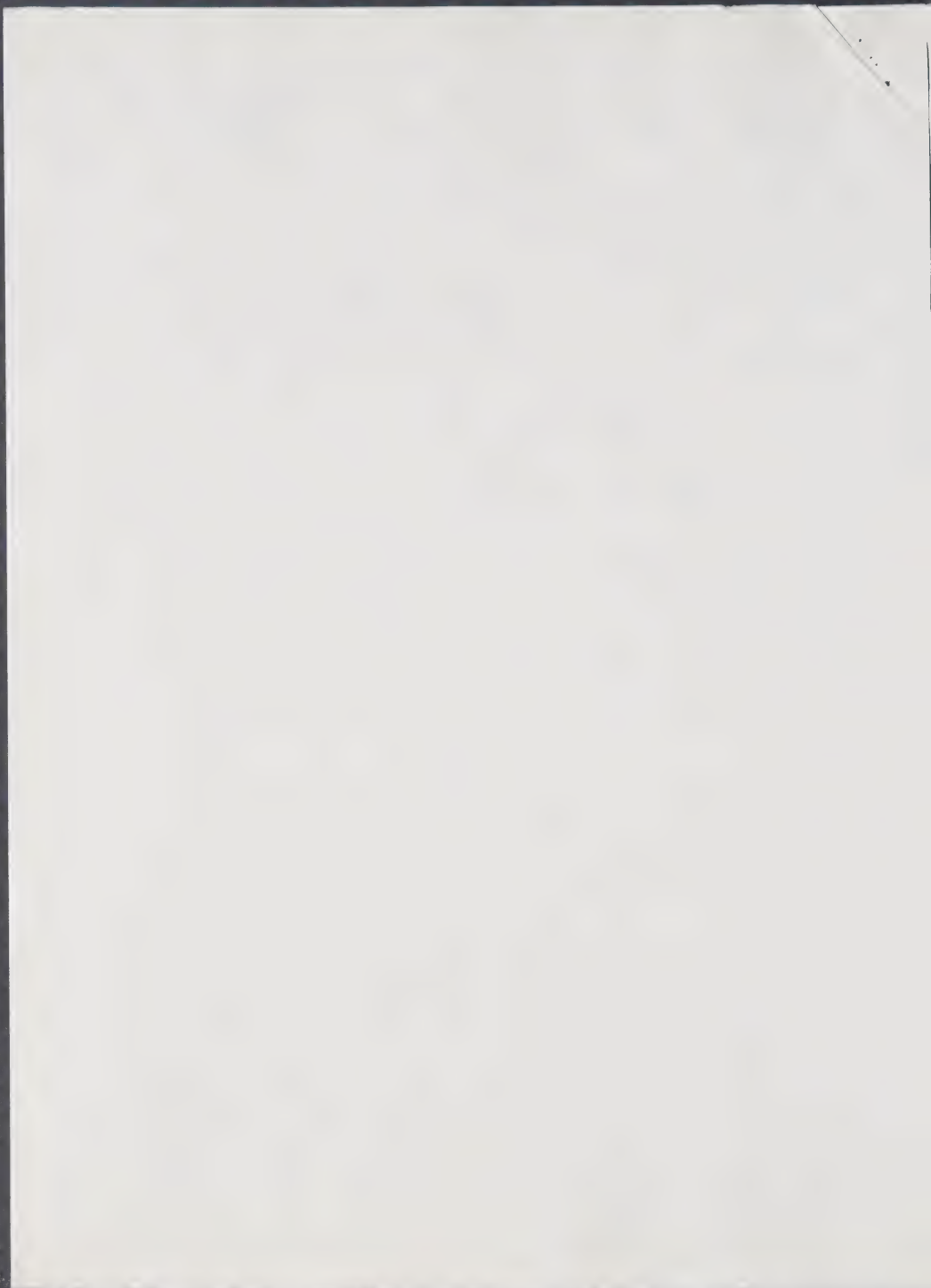
Our business with samples are really in decay. The main reason is not that somebody in ALDRICH Bob, Anna Napierovsky or others are try to meet us somehow. The reason has "Thermodynamic" reason - ALDRICH is not as a seller.

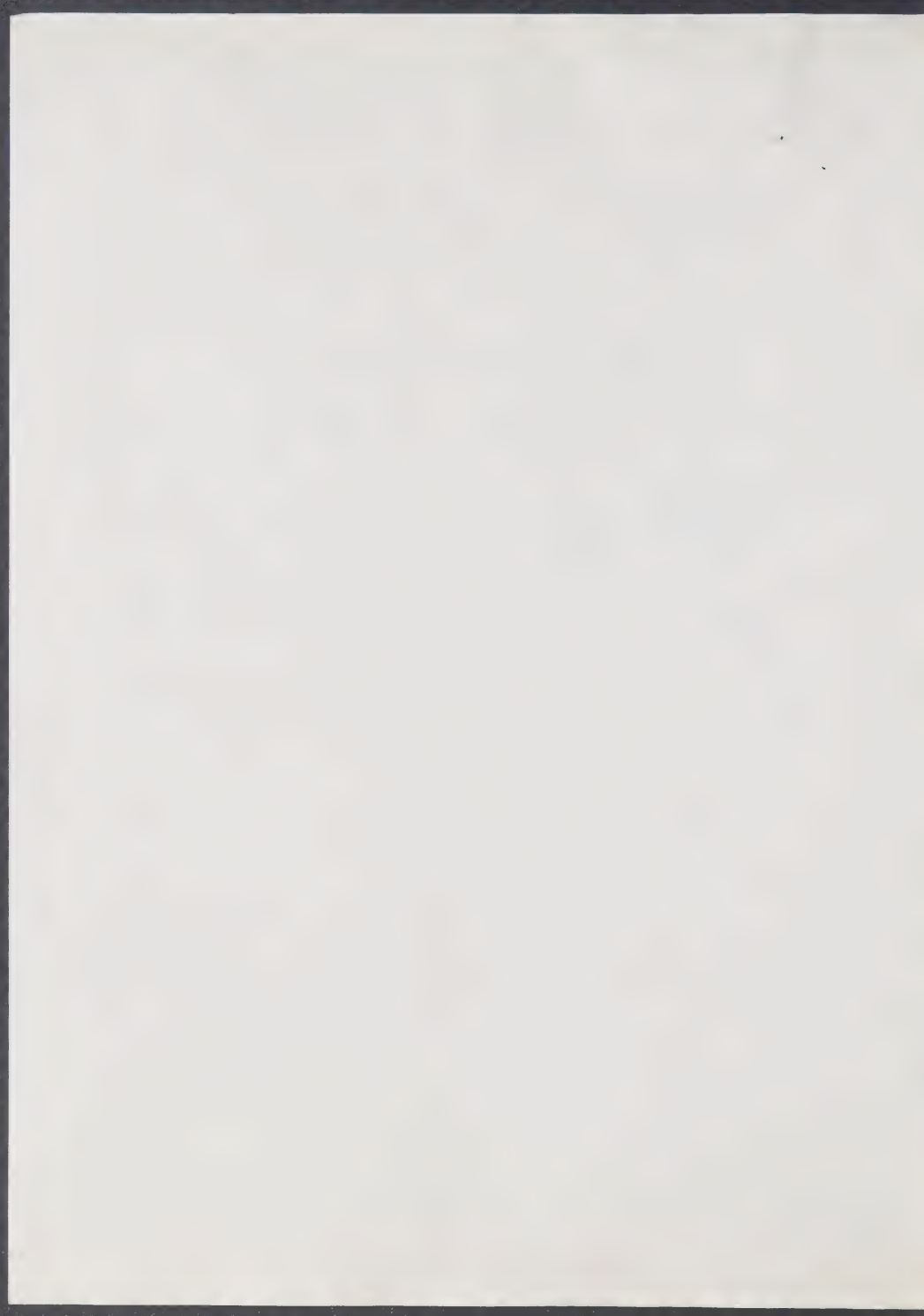
Within more 4-5 years the Aldrich's customers (Du Pont, Monsanto, Dow etc) concentrated to Ukrainian/Russian market and established direct relations with suppliers of the samples. We will follow up with this business as soon as Aldrich will buy from, but we are really out of business now.

After my meeting with Yelena, I accepted by HP-supervisor Dr. Hans Peter Schuster. We went by car 750 km to remote Eastern part of Ukraine to sign contract (79K\$ two Gas Chromatography delivery) with one of the several chemical plants located in that region. We also negotiated another contract with authorities of another plant (45K\$).

I'd like to promise you that nobody but you, personally, put me "last step" to my final decision to join to HP about 3 years ago. I told this to Hans Peter and gave your book to read during our trip. He was really impressed with my book. He asked me to send him 2 copies of the book. My supervisor was very glad with the results of our trip as well.

I'm very grateful for your advice to join to HP. We want to relay some information to you. Our company is a Company which is to provide the customers with... (The text is very faint and partially illegible due to the quality of the scan.)





To: Dr. Alfred Bader**From: Andrey N. Esaulenko**

I expect that fighting for more profitable conditions for us to sell chemicals here Aldrich will help us to establish some kind of the official way of getting money back. I can use it to my relations with HP or with another compatible to HP company such as "Radiomatrix" which asked about our help here.

The mechanism can not be established and fined at one moment. We have to spend months for it.

What I learnt from the very beginning, that to open a bank account for commissions for our Company ALSI in USA is impossible now without Federal Tax identification Number of the Company. So, first of all, we have to register ALSI in the USA. These are some questions appeared in this case, we have to clarify before here in Kiev and in Milwaukee also.

The second reason concerned our main work. Establishing official relations with Aldrich, help us a lot with ABC collection samples transportation. Up to now we actually practice smuggling, protected by some papers with doubtful value.

Third reason. Getting money for the Company bank account in Milwaukee we can send a deal of them to Ukraine to show some part of our activity officially, to pay salaries for our employees.

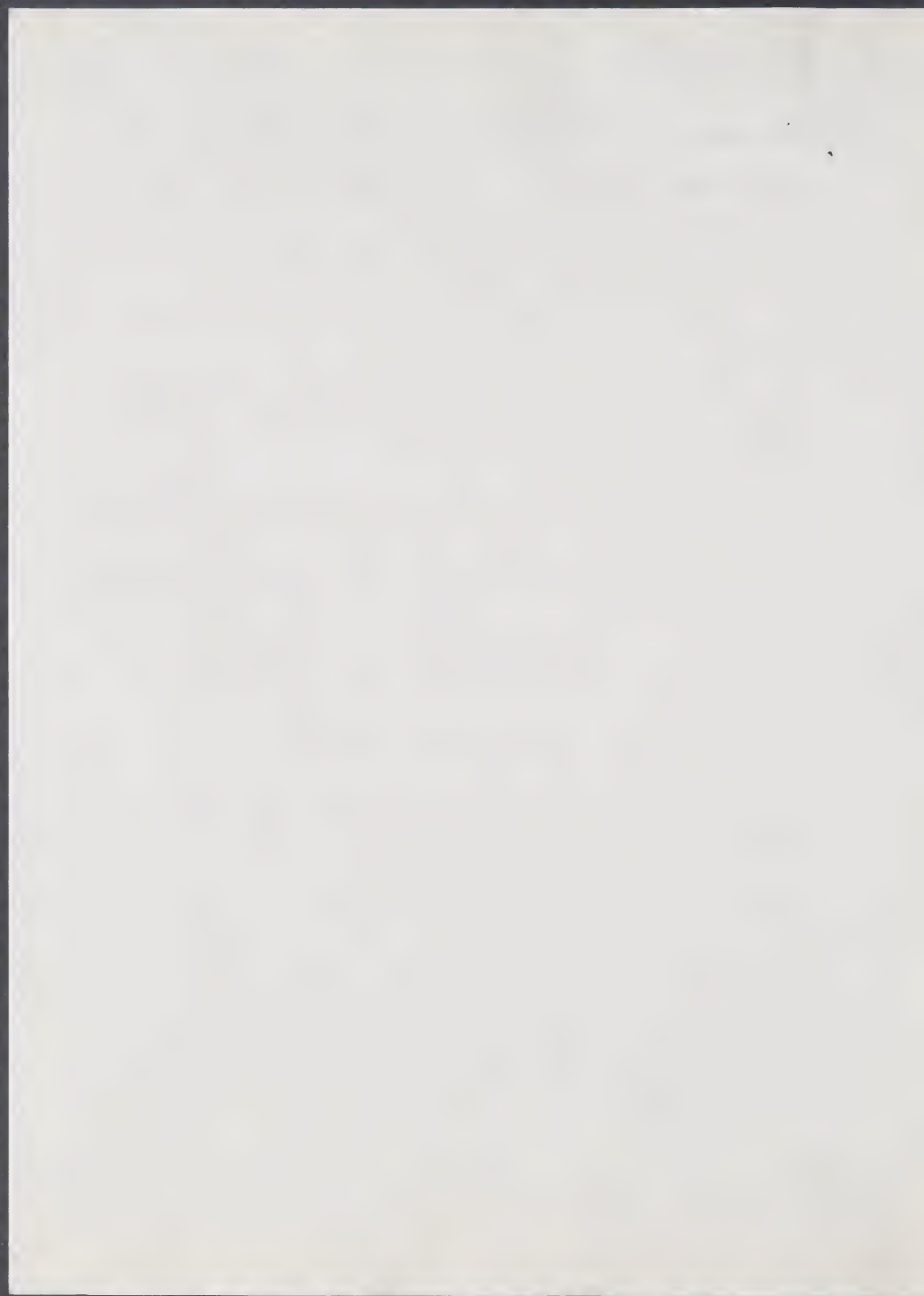
Thus, according to my estimations, to agree to try to start work on such conditions we were offered can bring much more profitable position to our company here.

These conditions were not established finally. I'm not big optimist to get very high additional (to 10%) profit from Aldrich, but I'm going to try.

After our conversation in Kiev, we sat together with Jai Naga/Hrath, Chuck Pouchot and Anna Napierkowski. They assured us that as soon as they try their new role successfully, the conditions will be much more better. Jai stressed that they appreciate our collection work as ABC samples in any case.

I do hope you understand all the reasons why I decided to try. In any case, your advices are the great value for me. I agreed completely with your reasons about our exclusively in collection of samples and see to other items we touched.

I'm very grateful to you to your kind help. Visited Ms Stacey Scott in M&I after we came back to Milwaukee from Kansas. I found that my credit card was "not ready" after long discussion with Ms Scott I decided that it is question of time only. Let's imagine my surprise that next day we learned that we have not filled even order form for the credit card. She told me that it can be some difficulties would occurred. She told me that Dr Bader should consent with M&I authorities to confirm his confidence on me. I realized completely, that they had no intention to get me the credit card without your authorization from the very beginning.



FAX MESSAGE

Page 3 of 3

DATE: OCTOBER 30, 1994

To: Dr. Alfred Bader

From: Andrey N. Esaulenko

I can understand them. If you find a time and possibility to help me, it would be highly appreciated. Definitely I have no intention to betray your confidence and going to use the card in the cases when I can't operate without it. I mean, to rent a car if it would be extremely necessary.

I'm looking forward to see you again even earlier than I planned. The ALSI registration in Milwaukee would be good.

I'm looking forward to the entire team of the Book you are working on.

Thank you once again for your hospitality

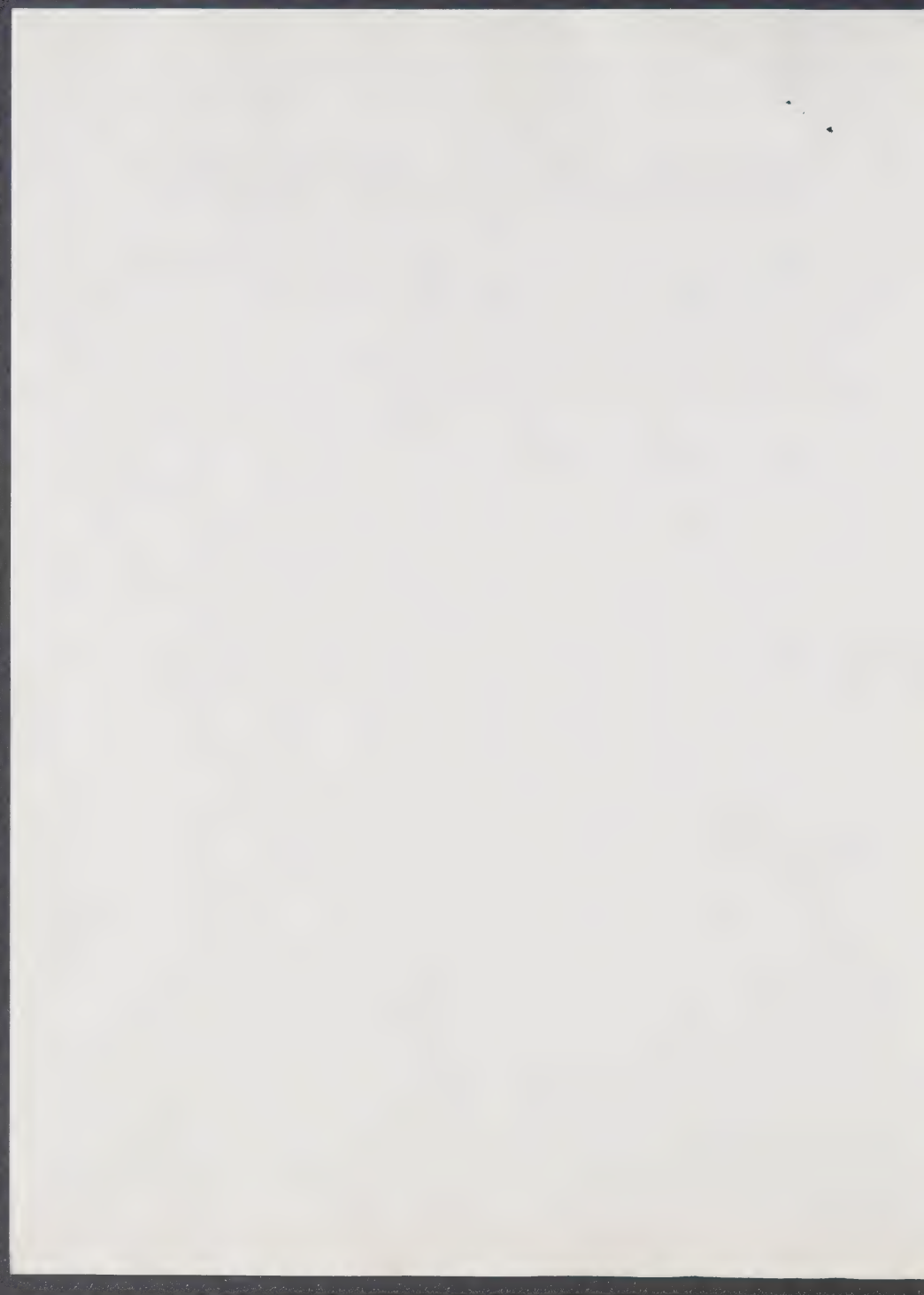
Cordially yours,

Andrey

Andy

[Faint handwritten notes and signatures, including a date "11/2/94" and a name "Andrey N. Esaulenko"]





DR ALFRED BADER
52 WICKHAM AVENUE
BEXHILL-ON-SEA
EAST SUSSEX
TN39 3ER

Fax and phone
44 474 222223

December 11 1994

Dear Andy

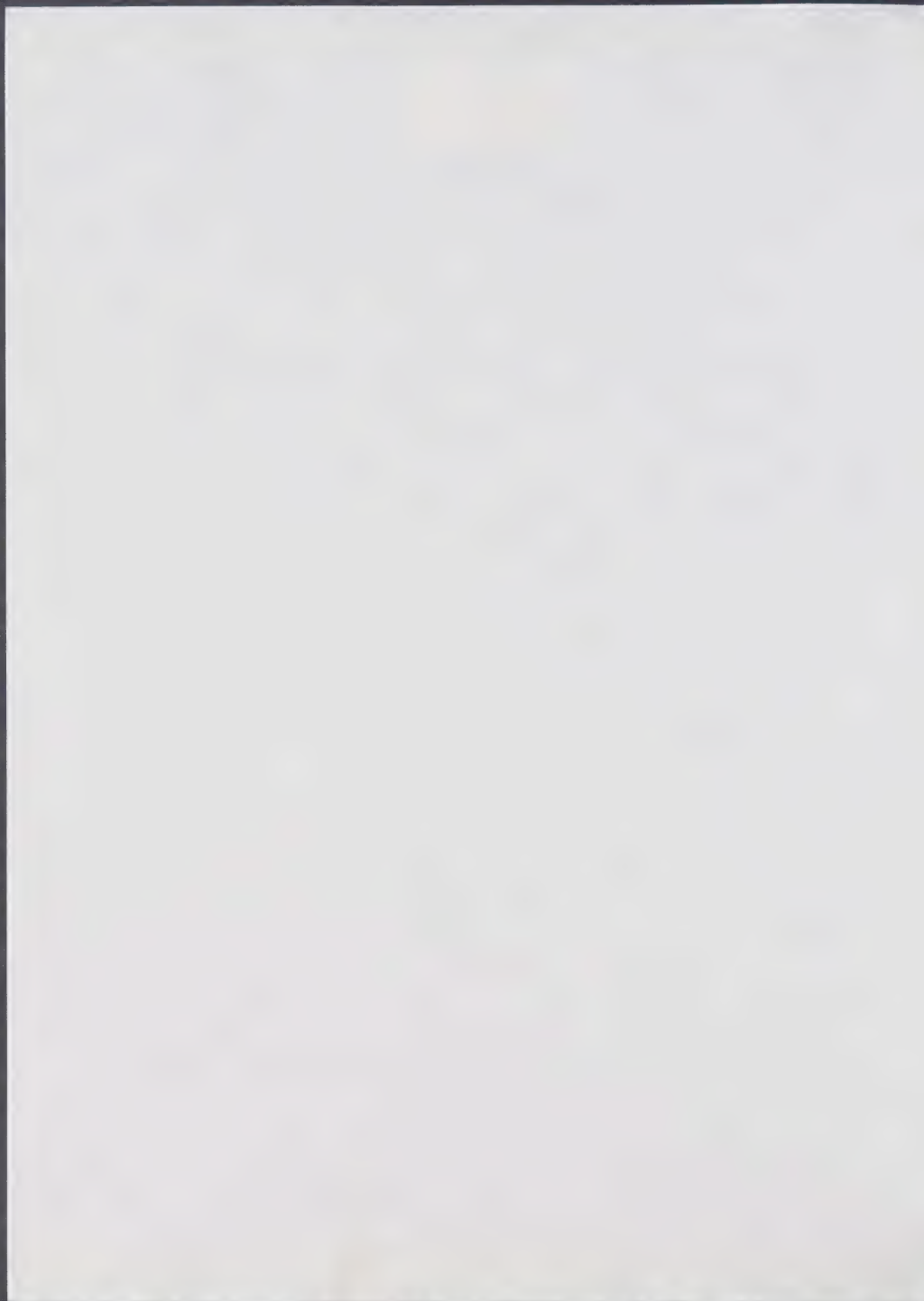
Thank you for your fax of
December 7. I hope that faxes from
England to the work better than
from Milwaukee.

It would be great to see you
in Milwaukee again in January.
Make sure that Angus - Albrecht pays
all your travel expenses, and let
me know exact dates of your visit
as soon as possible. I'll be in
Switzerland from December 13-14,
and we'll fly back from England
to Milwaukee on December 23

All your wishes from Isabel
and me

Your old friend

Alfred



FAX FROM

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

November 10, 1994

To: Dr. Andrey Esaulenko

7 044 224 0022

Dear Andy,

I have received 2 more copies of your 3-page fax and now can read everything.

I checked with several people at Aldrich and all told me that Ms. Jean Knight-Kymer, who is a recent addition to the staff, is a very difficult person to deal with.

But I understand your reasons for wanting to represent Sigma-Aldrich, and if the company will pay you enough for office expenses, staff, faxes and telephone, and then give you an additional 10% on sales, maybe it will work. Just keep in mind that if you do a superb job, Sigma-Aldrich will start its own office in Kiev, but you will have had a good deal of help collecting samples for Bob Wandler.

I had a very sharp talk with Mrs. Scott and her supervisor at the M&I Bank, and both told me that they are very sorry, but Mrs. Scott just did not know at the time we met that the bank does not issue credit cards to non-resident, non-Americans. My fax to Mrs. Scott, sent on Tuesday, will be self-explanatory. Unfortunately, I am just leaving for England and cannot follow up, but I will do so when we return at Christmastime.

Next week, we will be travelling in Holland, but from the 19th of November to the 23rd of December we will be in England all the time, except for 2 or 3 days in Switzerland in the middle of December.

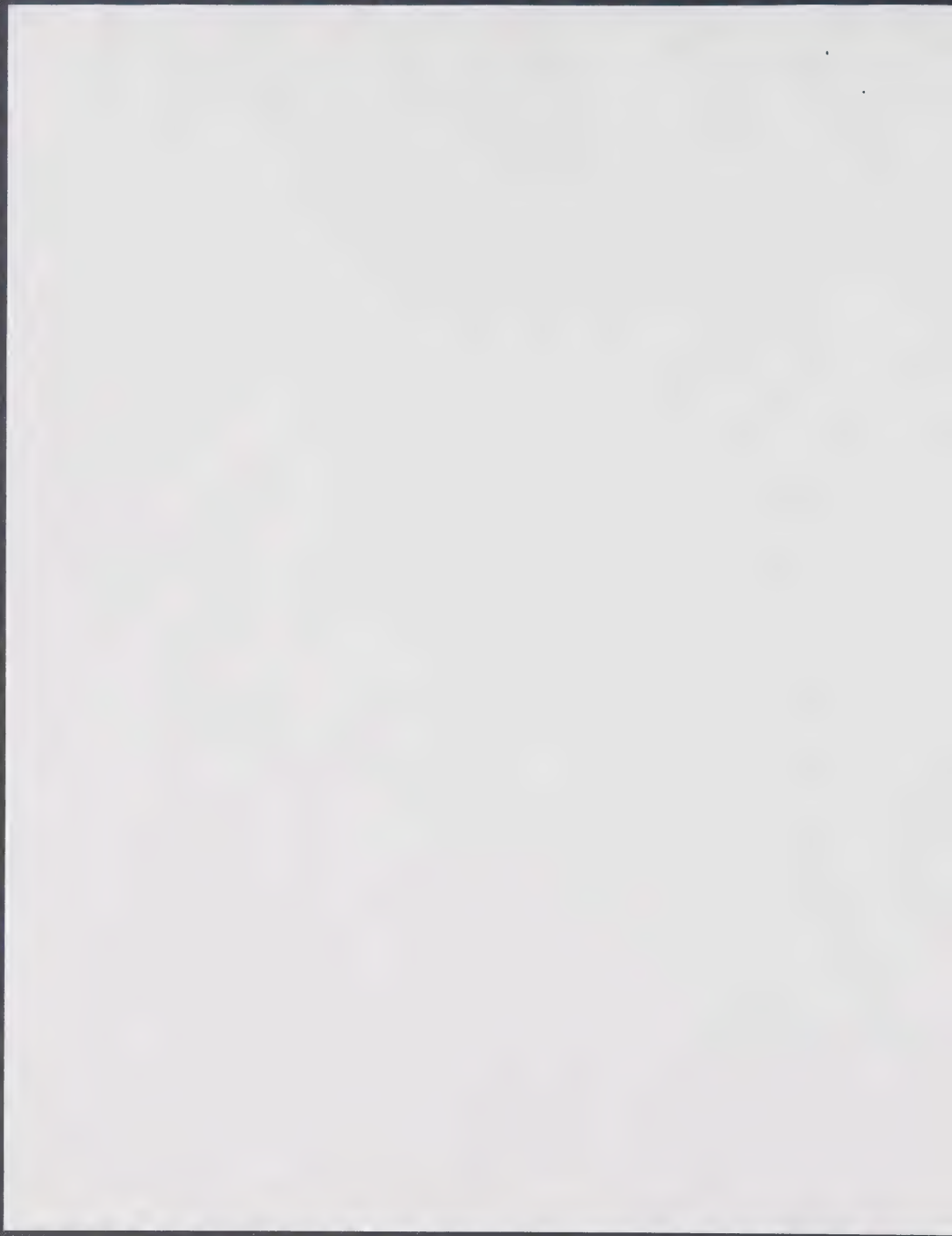
Our English telephone and fax number is **44 424 222 223**.

Fond regards, and good luck.

As always,

A handwritten signature in cursive script that reads "Alfred R. Bader". The signature is written in dark ink and is positioned below the typed name "Alfred R. Bader".

(Dictated by Dr. Bader and signed in his absence)



FAX MESSAGE

Page 1 of 2

DATE OCTOBER 30, 1994

To: Dr. Alfred Bader

2801 North Shepard Avenue
Milwaukee Wisconsin 53211
USA

FAX: 10-1-414 962-83-22

TEL: 10-1-414 277-07-09

From: Andrey N Esaulenko

252212 Kiev Ukraine

TEL: 011 7 (044) 477 81 00

Fax: 011 7 (044) 224 09-22

Dear Alfred,

I was very glad to see both you and leave the mission in Milwaukee to see in your very nice home. Many many thanks for your hospitality.

Our last day in Alford was very saturated with meetings. We had to start on 7 p.m. from the bus station, so it was hard to see the officers to you within 2-3 am. Our flight back Chicago-Kiev will be tomorrow and we will see NY next day.

Now about the results of our "battle" for higher compensation.

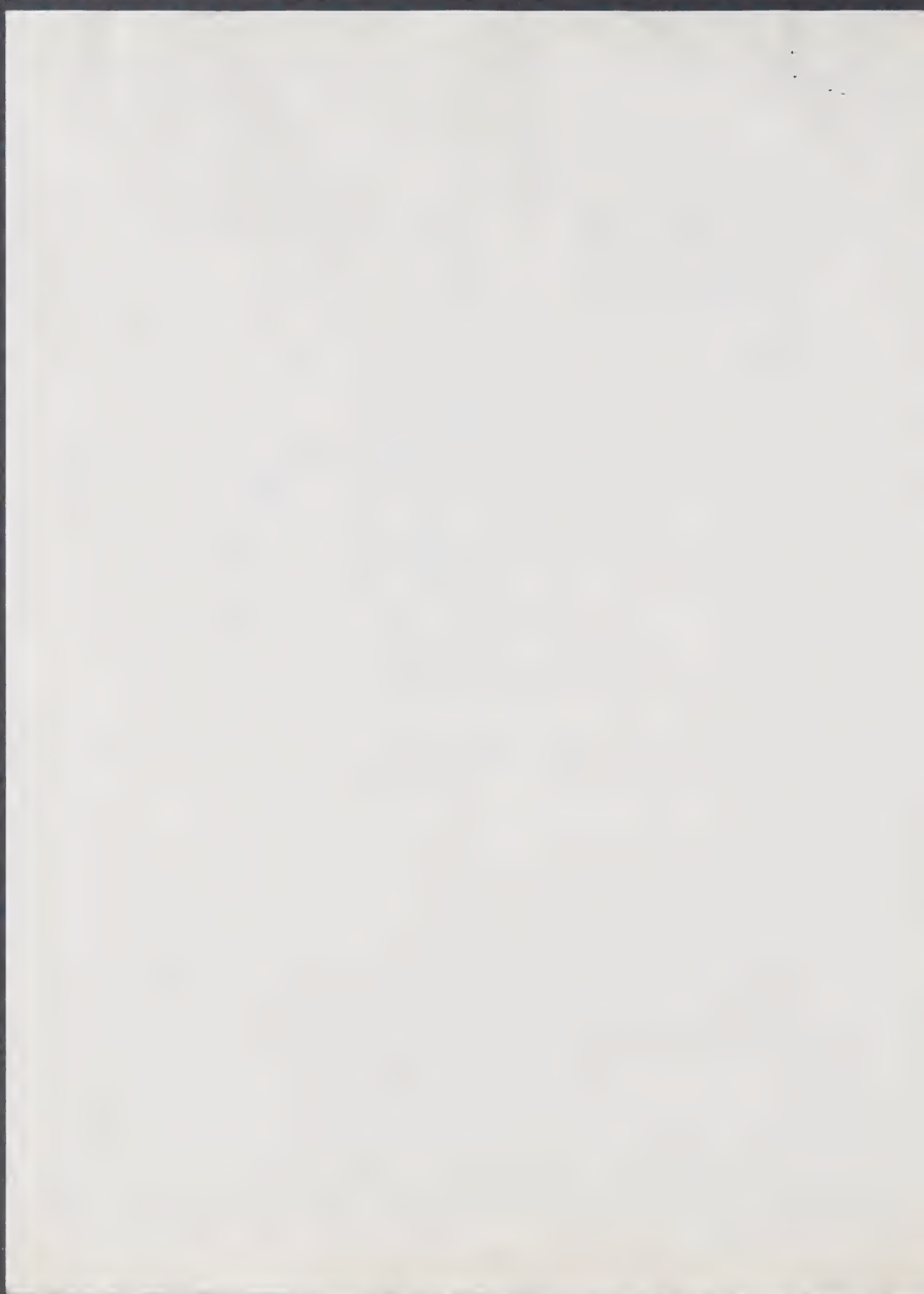
Ms. Jean Knight-Kymor told us that those 10% this year are for the very beginning only for one year. Then the percentage can be higher depending for the results of her work. She would like to cover all telephone, communications with Alford (only 1 day \$100-150 per month), and assist us to give them present for the new expenses on certain things, salary for two extra employees (2500 per month), post expenses etc. She will estimate the possibilities of Alford to pay. They help us with some promotion materials and agreed to provide the catalogs (Sigma and others) in Ukraine with our address or cover letter we will give.

You was absolutely right when said that to work for 10% is almost impossible. At least the estimated profit will be negligible. I fought for higher percentage and told that no Jean, not even Dal were in a position to give us 10%. I think they had restricted study from Sigma since the beginning. We had right for the another facilities they can give us. Finally, it would be also ready.

To say **YES** without any comments meant to show them that we didn't expect to work for nothing.

What we were doing if I will said **NO** - I never agree to work for 10% anyway.

The were afraid that I would cause a real possibility to establish a real legal mechanism to get money back from Alford and (may be much more important) from any other firm, including Hewlett-Packard **officially**. The greatest obstacle for our business now is Ukrainian legislation, we can't pay 85-90% taxes. We have to invent some ways to by-pass them some how. On the other hand, we are thinking how to avoid such a situation. I faced this year on Hungarian/Austrian border. To avoid to operate all the time with cash.



To: Dr. Alfred Bader**From: Andrey N. Esaulenko**

I expect that fighting for more profitable conditions for us to sell chemicals here Aldrich will help us to establish some kind of the official way of getting money back. I can use it to my relations with HP or with another compatible to HP company such as Radiometer, which asked about our help here.

The mechanism can not be established and tuned at one moment. We have to spend months for it.

What I learnt from the very beginning, that to open a bank account for commissions for our Company ALSI in USA is impossible now without Federal Tax Identification Number of the Company. So, first of all, we have to register ALSI in the USA. These are some questions appeared in this case we have to clarify before here in Kiev and in Milwaukee also.

The second reason concerned our main work. Establishing official relations with Aldrich help us a lot with ABC collection samples transportation. Up to now we actually practice smuggling, protected by some papers with doubtful value.

Third reason. Getting money for the Company bank account in Milwaukee we can send a deal of them to Ukraine to show some part of our activity officially, to pay salaries for our employers.

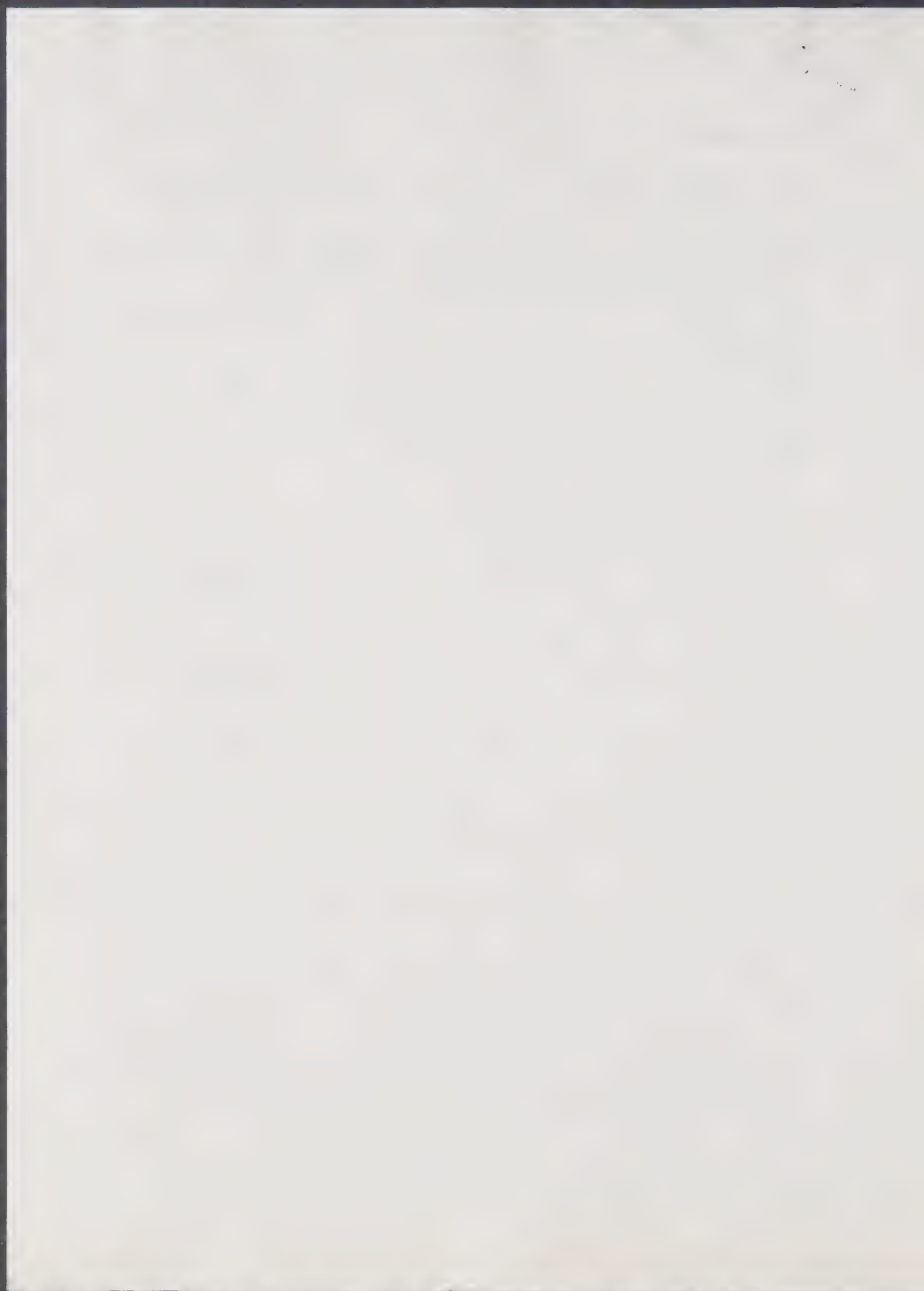
Thus according to my estimations to agree to try to start work on such conditions we were offered can bring much more profitable position to our company here.

Those conditions were not established finally. I'm not big optimist to get very high additional (10-15%) profit from Aldrich, but I'm going to try.

After our conversation to Jean, we sat together with Jai Nagarkatti, Chuck Feamster and Ajmo Napierkowski. They assured us that as soon as they try us in new role successfully, the conditions will be much more better. Jai stressed that they appreciate our continuous work on ABC samples in any case.

I do hope you understood all the reasons why I decided to try. In any case, your advises are the great value for me. I agreed completely with you reasonings as to our exclusivity in collection of samples and as to other items we touched.

I'm very gratitude to you to your kind help. Visited Ms Stasey Scott in M&I after we came back to Milwaukee from Kansas. I found that my credit Card was "not ready" after long discussion with Ms Scott I decided that it is question of time only. Let's imagine my surprise that next day we learned that we have not filled even order form for the credit card. She told me that in can be some difficulties would occurred. She told me that Dr Bader should connect with M&I authorities to confirm his confidence on me. I realized completely that they had no intention to give me the credit card without your confirmation from the very beginning.



FAX MESSAGE

Page 3 of 3

DATE: OCTOBER 30, 1994

To: Dr. Alfred Bader

From: Andrey N. Esaulenko

I can understand them. If you had a time and possibility to help me, it would be kindly appreciated. Definitely, I have no intention to delay my registration and going to use the card in the future when I can't operate without it. I mean to rent a car if it would be extremely necessary.

I'm looking forward to see you again, even earlier than I planned. My ALER registration in Milwaukee would be good excuse.

I'm looking forward to the future issues of the journal you are working on.

Thank you once again for your hospitality.

Cordially yours,

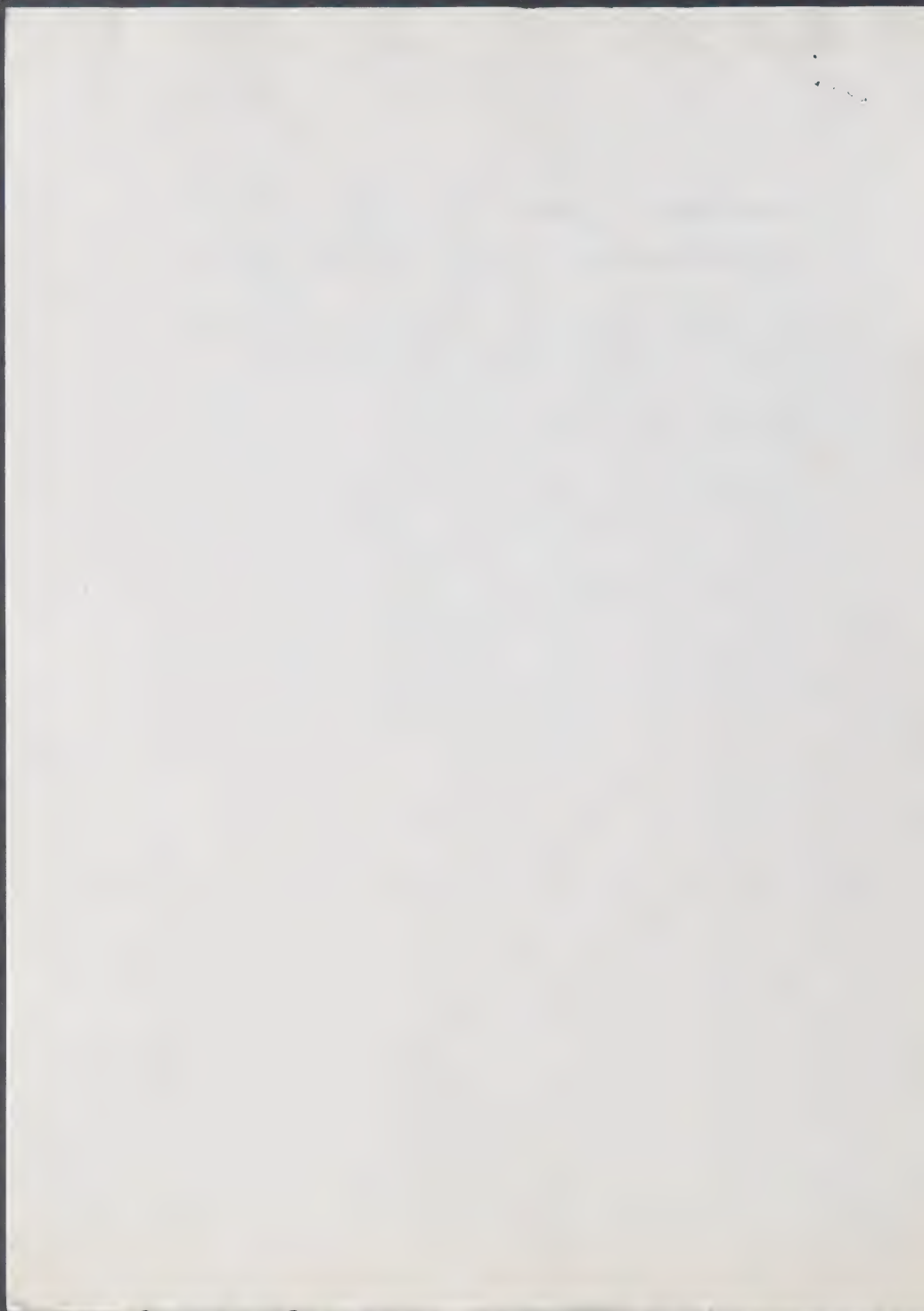
Andy

[Faint handwritten notes and scribbles]

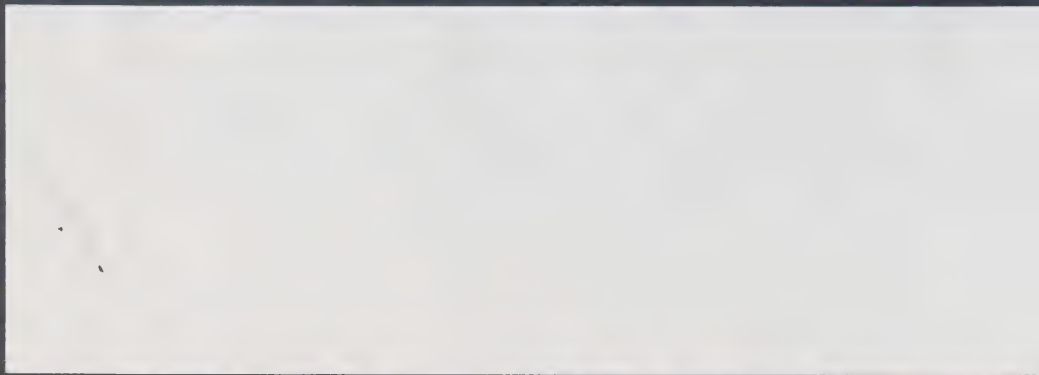
[Handwritten note: "I'll be in the city..."]

[Handwritten note: "11 a.m. 11/1/94"]

[Handwritten note: "11/1/94"]







FAX MESSAGE**Page 1 of 2****DATE: OCTOBER 30, 1994****To: Dr. Alfred Bader**2961 North Shevard Avenue
Milwaukee Wisconsin 53211
USA

FAX: 10-1-414-962-55-22

FAX: 10-1-414-277-07-09

From: Andrey N. Esaulenko

252212 Kiev, Ukraine

Fax: 011 7 (044) 477-61-26

Fax: 011 7 (044) 224-00-22

Dear Alfred,

I was very glad to see both you and Isabel this Autumn in Milwaukee, to stay at you very nice home. Many many thanks for your hospitality.

Our last day in Aldrich was very saturated with meetings. We had to start on 2 p.m. from the bus station, so it was hard to me to phone to you within 2-3 p.m. Our flight back Chicago-Kiev had been canceled and we went via NY next day.

Now about the results of our "battle" for higher commissions.

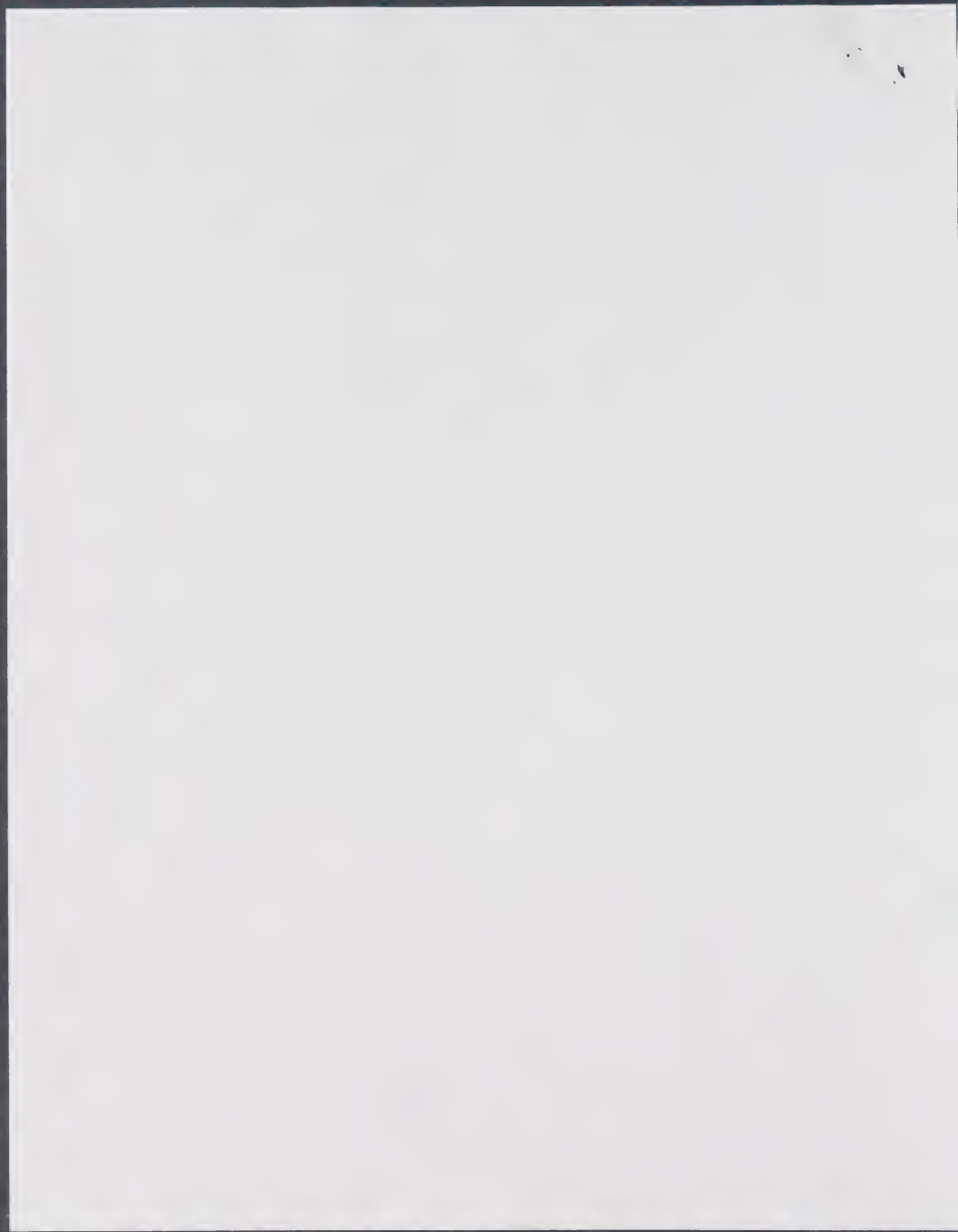
Ms. Jean Knight-Kymer told us that these 10% they give us for the very beginning only for one year. Then the percentage can be higher depending for the results of our work. She agreed to cover all telephone communications with Aldrich (now I pay \$100-150 per month), and asked us to give them project for the rest expenses: on customs duties, salary for two-three employees (\$500 per month), post expenses etc. She will estimate the possibilities of Aldrich to pay. They help us with some promotion materials and agreed to spread the Catalogs (Sigma and Aldrich) in Ukraine with our address on cover letter we will give.

You was absolutely right when said that to work for 10% is almost impossible. At least the estimated profit will be negligible. I fought for higher percentage and felt that no deal, not even I, were in a position to give us 20%. I think they had instructed strictly from Sigma side. So, because I, we can fight for the another facilities they can give us. Finally, if would be also money.

10:53y "VF-14" without any comments meant to show them that we would happy to work for nothing.

What we were loose if I were said "NO, I'll newer agree to work for 10% in any case"?

This were mean that I would loose a real possibility to establish a real, legal mechanism to get money back from Aldrich and (may be much more important) from any other firm, including Hewlett-Packard **officially**. The greatest obstacle for our business now is Ukrainian legislation, we can't pay 85-90% taxes. We have to invent some ways to by-pass them some how. On the other hand, we are thinking how to avoid such a situation I faced this year on Hungarian/Austrian border. To avoid to operate all the time with cash.



FAX MESSAGE**Page 2 of 3****DATE: OCTOBER 30, 1994****To: Dr. Alfred Bader****From: Andrey N. Esaulenko**

I expect that fighting for more profitable conditions for us to sell chemicals here, Aldrich will help us to establish some kind of the official way of getting money back. I can use it to my relations with HP or with another compatible to HP company such as "Radiometer", which asked about our help here.

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What I learnt from the very beginning, that to open a bank account for commissions for our Company ALSI in USA is impossible now without Federal Tax Identification Number of the Company. So, first of all, we have to register ALSI in the USA. These are some questions appeared in this case we have to clarify before here in Kiev and in Milwaukee also.

The second reason concerned our main work. Establishing official relations with Aldrich, help us a lot with ABC-collection samples transportation. Up to now we actually practice smuggling, protected by some papers with doubtful value.

Third reason. Getting money for the Company' bank account in Milwaukee we can send a deal of them to Ukraine to show some part of our activity officially, to pay salaries for our employers.

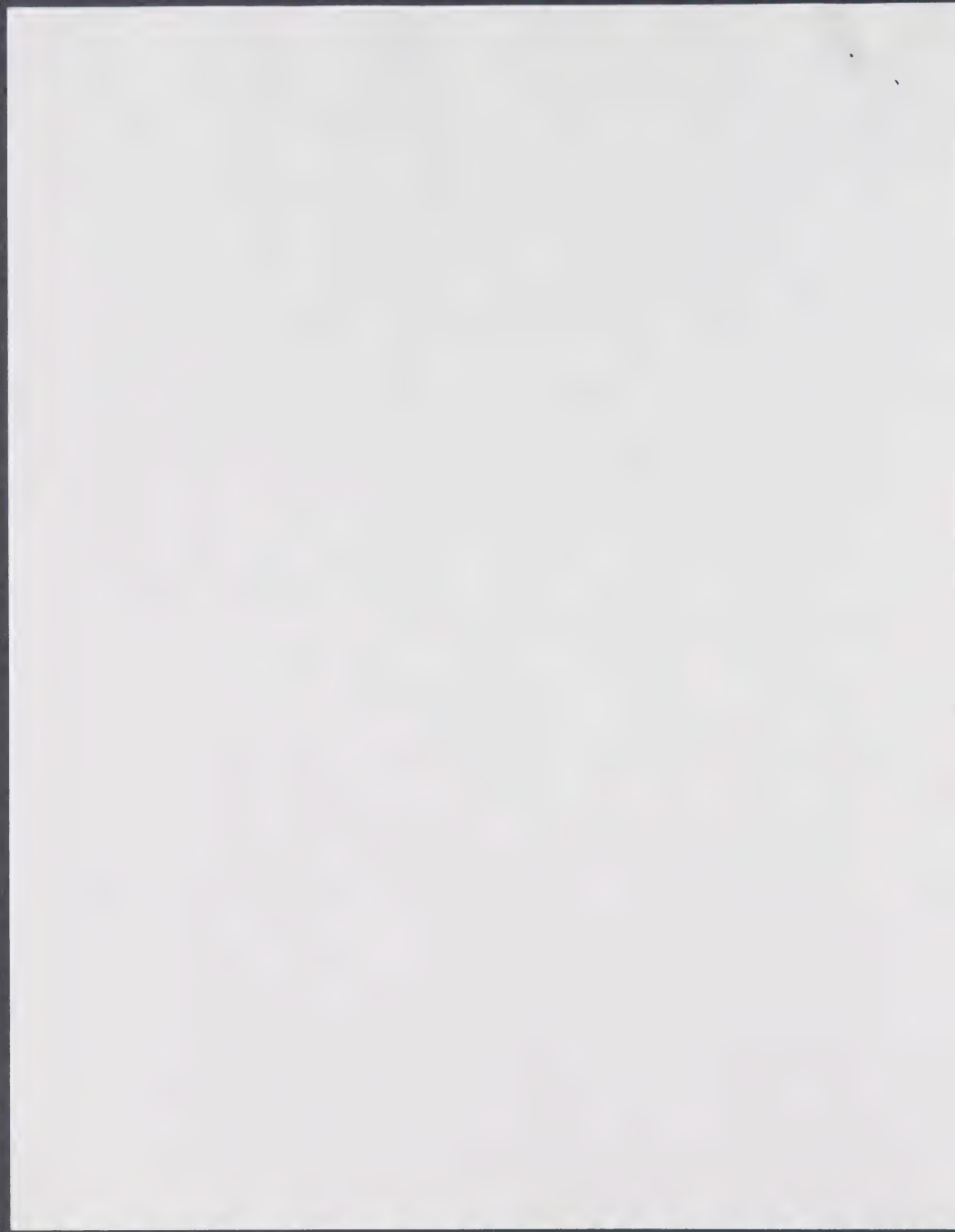
Thus, according to my estimations, to agree to try to start work on such conditions we were offered can bring much more profitable position to our company here.

These conditions were not established finally. I'm not big optimist to get very high additional (to 4000) profit from Aldrich, but I'm going to try.

After our conversation to Jean, we sat together with Jai Nagarkhatti, Chuck Pouchert and Anna Napiorkowski. They assured us that as soon as they try us in new role successfully, the conditions will be much more better. Jai stressed that they appreciate our continuous work on ARC samples in any case.

I do hope you understand all the reasons why I decided to try. In any case, your advices are the great value for me. I agreed completely with your reasonings as to our exclusivity in collection of samples and as to other items we touched.

I'm very gratitude to you to your kind help. Visited Ms. Stasey Scott in M&I after we came back to Milwaukee from Kansas, I found that my credit Card was "not ready" after long discussion with Ms. Scott I decided that it is question of time only. Let's imagine my surprise that next day we learned that we have not filled even order form for the credit card. She told me that in can be some difficulties would occurred. She told me that Dr. Bader should connect with M&I authorities to confirm his confidence on me. I realized completely, that they had no intention to give me the credit card without your confirmation from the very beginning.



FAX MESSAGE**Page 3 of 3****DATE: OCTOBER 30, 1994****To: Dr. Alfred Bader****From: Andrey N. Esaulenko**

I can understand them. If you find a time and possibility to help me, it would be kindly appreciated. Definitely, I have no intention to betray your confidence and going to use the card in the cases when I can't operate without it. I mean, to rent a car if it would be extremely necessary.

I'm looking forward to see you again even earlier than I planned, the ALSI registration in Milwaukee would be good excuse.

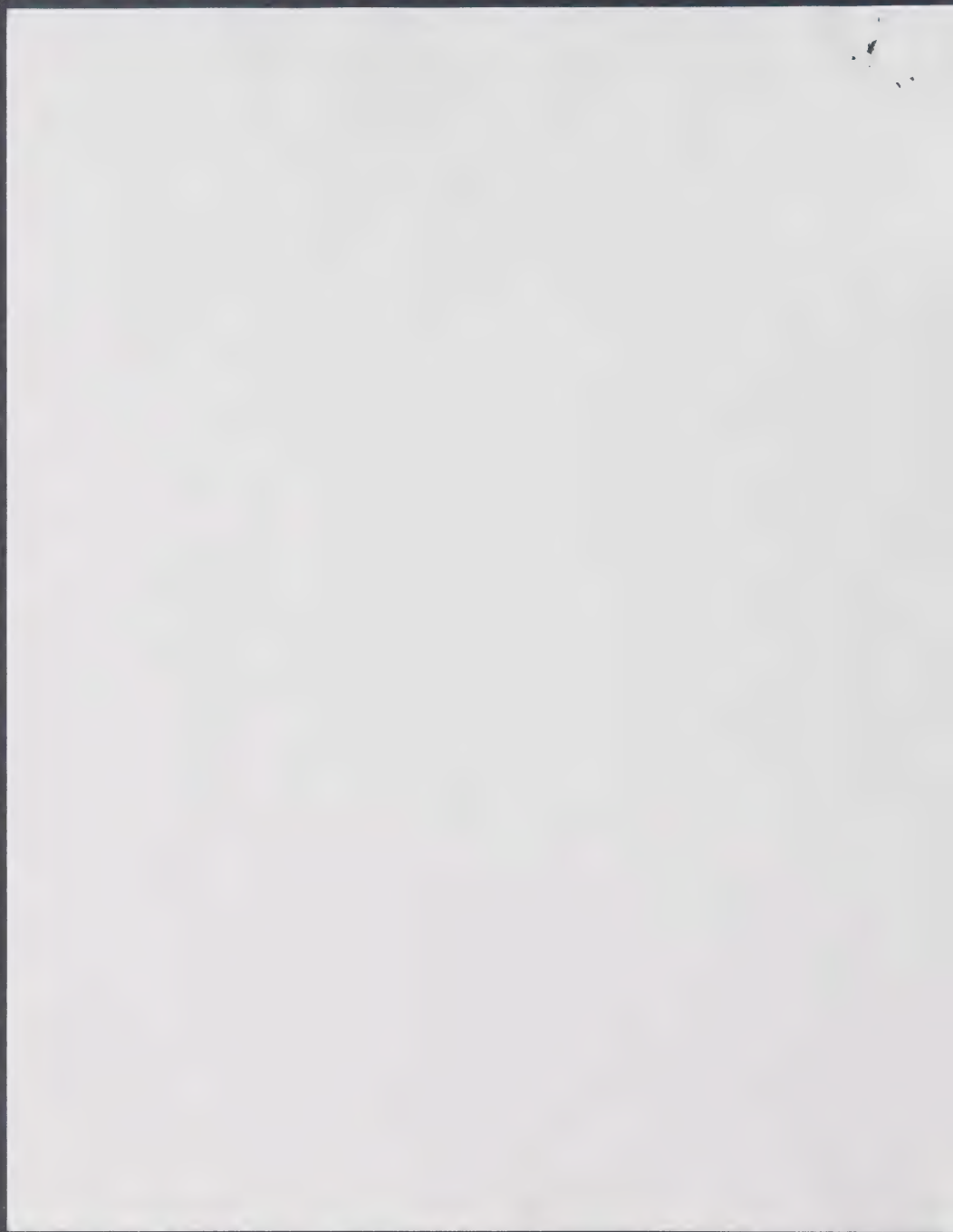
I'm looking forward to the entire issue of the book you are working on.

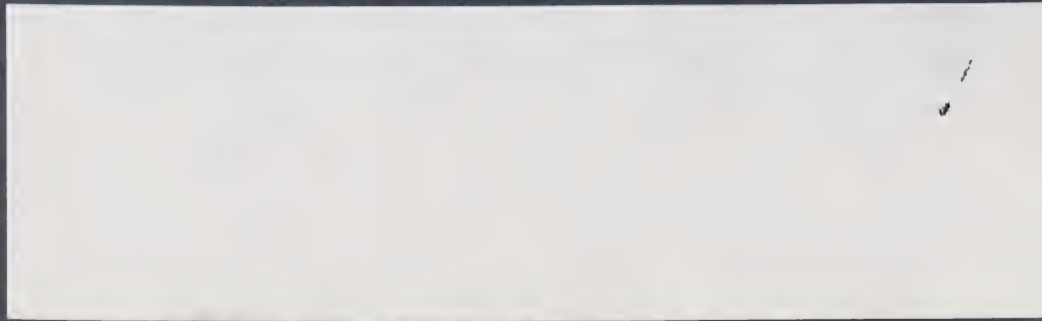
Thank you once again for you hospitality.

Cordially yours,



Andy.





FAX TRANSMITTAL SHEET

Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
Telephone 414 962 5169
FAX 414 962 8322

DATE: 11 MARCH, 1995

TO: Dr. Andrey N. Esaulenko
254214, Geroev Dnepra str., 49 ap 53
ALSI LTD, Kiev, Ukraine
FAX: 0117 (044) 413-60-41

Dear Andy,

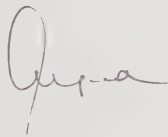
We are so happy that you plan to come to Milwaukee.

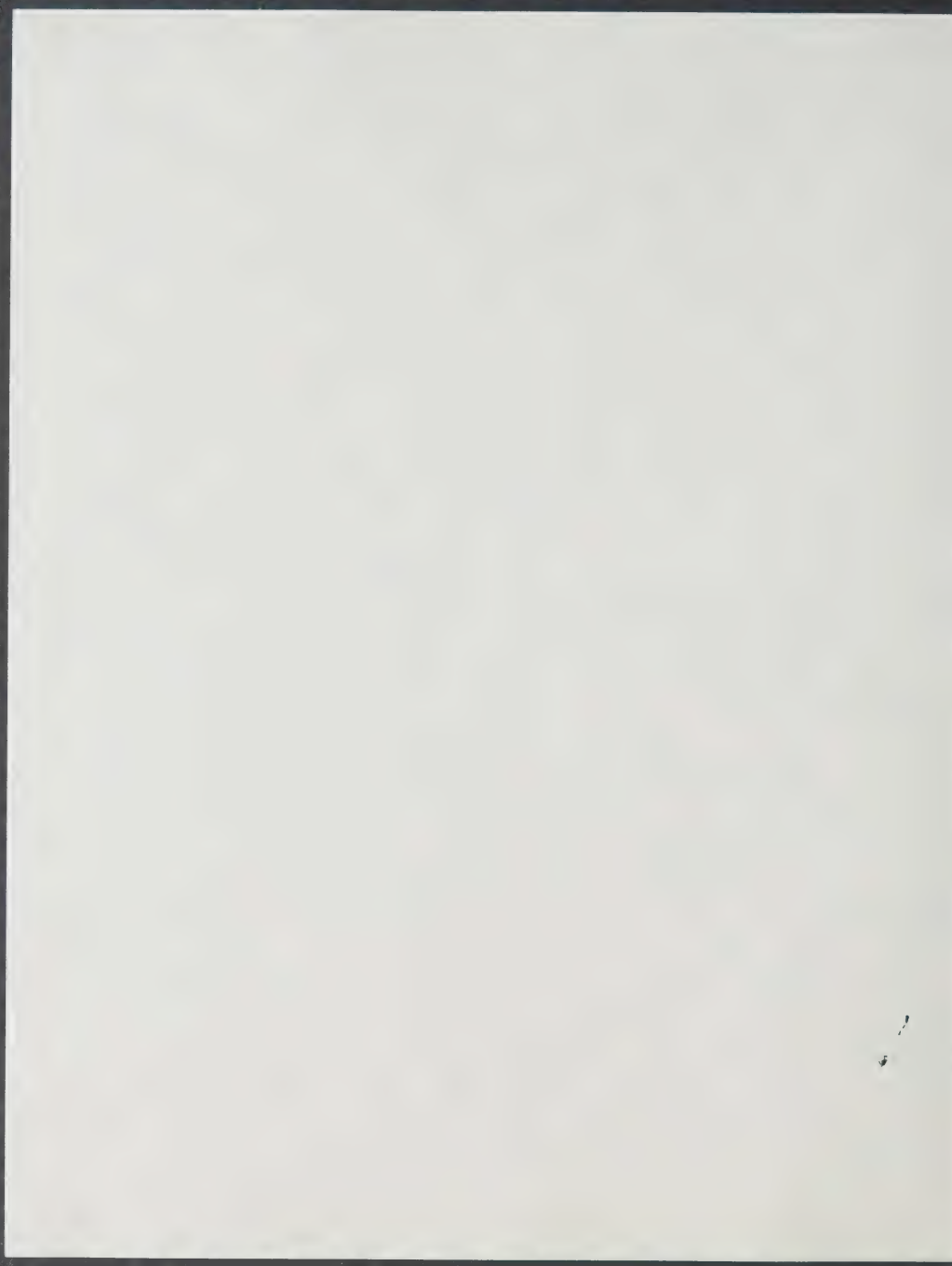
We have had to schedule one quick trip to Pennsylvania, leaving Friday morning, March 24, and coming back on Monday, afternoon, the 27th.

On Thursday, 23rd, we could join Bob Wandler if he goes to Chicago to pick you up, and you would be welcome to stay with us the nights of March 27, 28, and 29, provided only that it does not endanger your relationship with Aldrich.

Looking forward to seeing you.

Best regards,





FAX MESSAGE

Page 1 of 1

DATE: 19 March 1995

To: Mr. Alfred Bader
FAX: (414) 962-83-22
FAX: (414) 277-07-09

From: Dr. Andrey N. Esaulenko
254214, Goroey Dnopro str. 49, p. 63
ALSH 110, Kiev, Ukraine
Tel/Fax: 011 7 (044) 413-60-41

Dear Alfred,

Thank you for your last fax.

Tomorrow I have to take my tickets (23-March direct and
30-March back) from Air Ukraine.

Do hope Bob will pick up us in O'Hare.

Looking forward to meet you again in a week.

I have a nice and safety trip to Penavivennin.

Best regards to you and Isabel.

Sincerely,
Andrey

Andrey



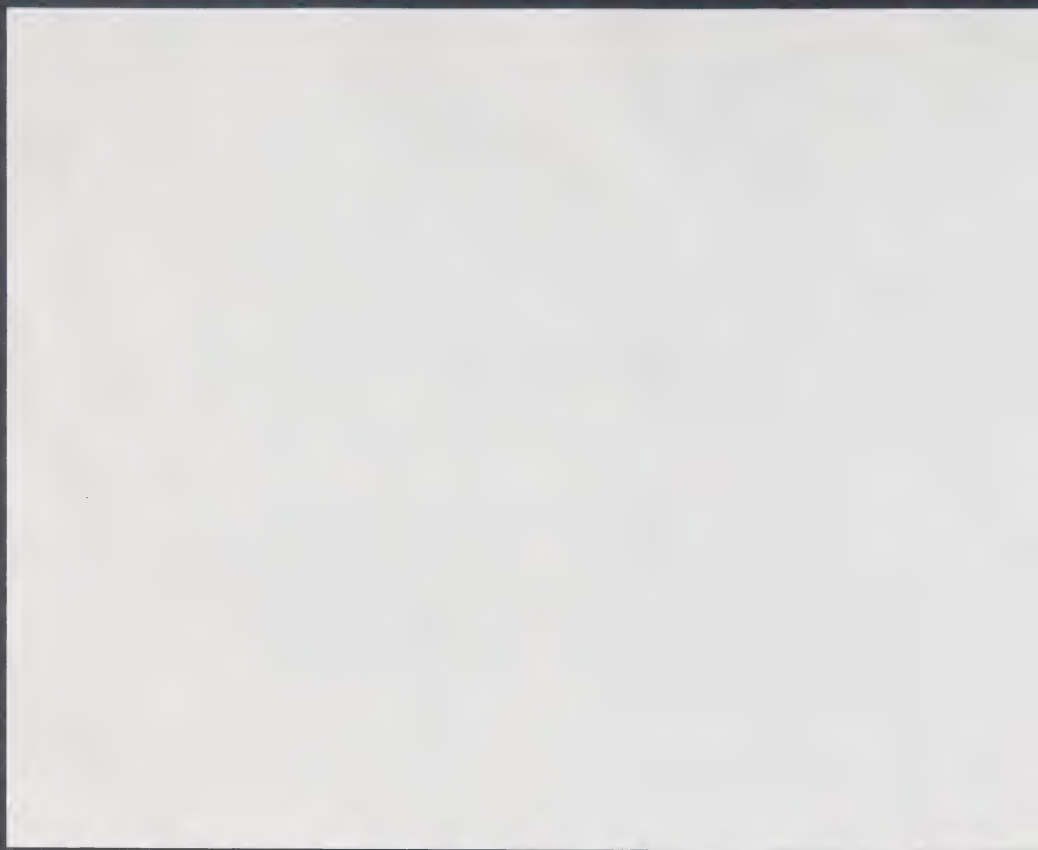
FAK: 1414/277-0709
ATTN: DR. ALFRED BAUER
FOR
DR. ANDREW ESAULENKO
FROM: OLEG KOLOMIYETS, KIEV, UKRAINE
DATE: OCTOBER 17, 1994
SUBJECT: PERSONAL

АНДРЕЙ!

У МЕНЯ К ТЕБЕ ОДНА МАЛЕНЬКАЯ ЛИЧНАЯ ПРОСЬБА:

ЕСЛИ У ТЕБЯ БУДЕТ ВРЕМЯ И ВОЗМОЖНОСТЬ ЗАСКОЧИТЬ (Д
НИБУДЬ ПО ДОРОГЕ (СПЕЦИАЛЬНО ЭТИМ ЗАНИМАТЬСЯ НЕ НУЖНО) К
МАГАЗИН, В КОТОРОМ ПРОДАЮТСЯ ФОТОТОВАРЫ И ПРИНАДЛЕЖ-
НОСТИ К НИМ, ТО ТАМ НУЖНО КУПИТЬ ДВЕ БАТАРЕЙКИ ТИПА CR-P2,
6V. ОНИ БЫВАЮТ CR-P2, ИЛИ CR-P2, ПОДХОДИТ И ТО, И ДРУГОЕ.
ЗДЕСЬ ЭТО НЕ ПРОДАЕТСЯ, А БЕЗ НИХ НАШ ФОТОАППАРАТ
СКОРОПОСТИЖНО СКОНЧАЛСЯ.

СПАСИБО!
ОЛЕГ КОЛОМИЕЦ



FAX FROM

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

October 10, 1994

To: Dr. Andrey Esaulenko

7 044 413 3138 or
7 044 224 0022

Isabel, Bob Wandler and I will drive down to O'Hare to pick you up on Thursday.

Fond regards.

Sincerely,

A handwritten signature in cursive script, appearing to read "Alfred".

c: Bob Wandler

To: Dr Alfred Bader

4400 Pine Side Dr
214 East Avenue, Avenel NJ
New Jersey 07001 USA

Fax: 414 277-07-09
FAX: 414 962-83-22

From: Andrey Esaulenko

Ukraine, Timochenko st. 11, ap 80
tel: (044) 477-61-20
FAX: (044) 224-00-22

Dear Alfred,

Finally, we arrange all the problems with US-visas and flight tickets.

We are going to start from Kiev to Chicago on 13th of October. Our flight # D105. Arrival to Chicago the same date in the evening.

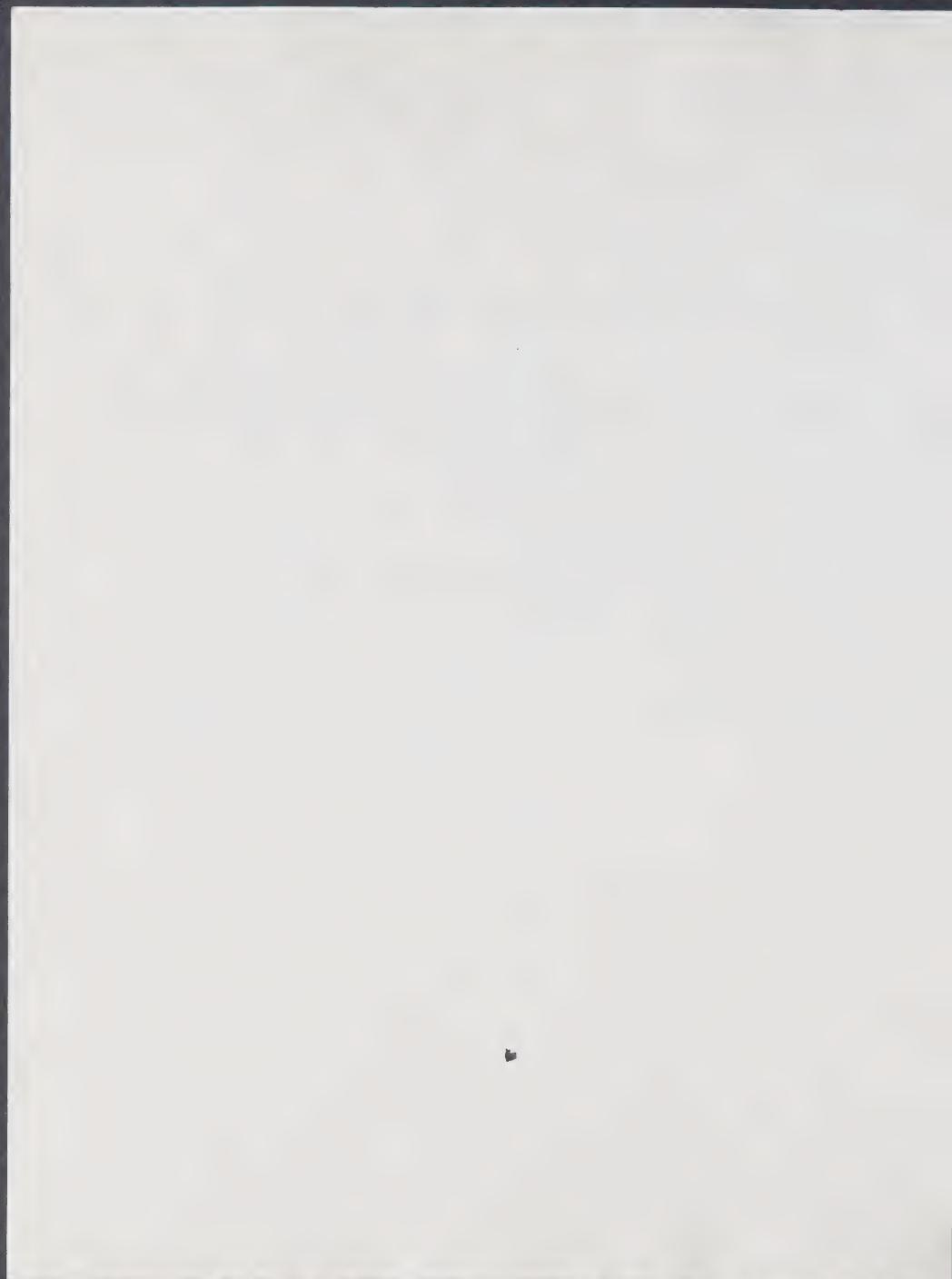
Bob told me that he can meet us in O'Hare airport.

Looking forward to meet you and Isabel again.

Best regards.

Sincerely yours,

Andy



To: Dr. Alfred Bader

2961 North Shepard Avenue
Milwaukee Wisconsin 53211
USA

FAX: 10-1-414-962-83-22

FAX: 10-1-414-277-07-09

From: Andrey N. Esaulenko

252212 Kiev, Ukraine.

Fax: 011 7 (044) 477-61-20

Fax: 011 7 (044) 224-00-22

Dear Alfred,

Do hope both you and Isahai are OK

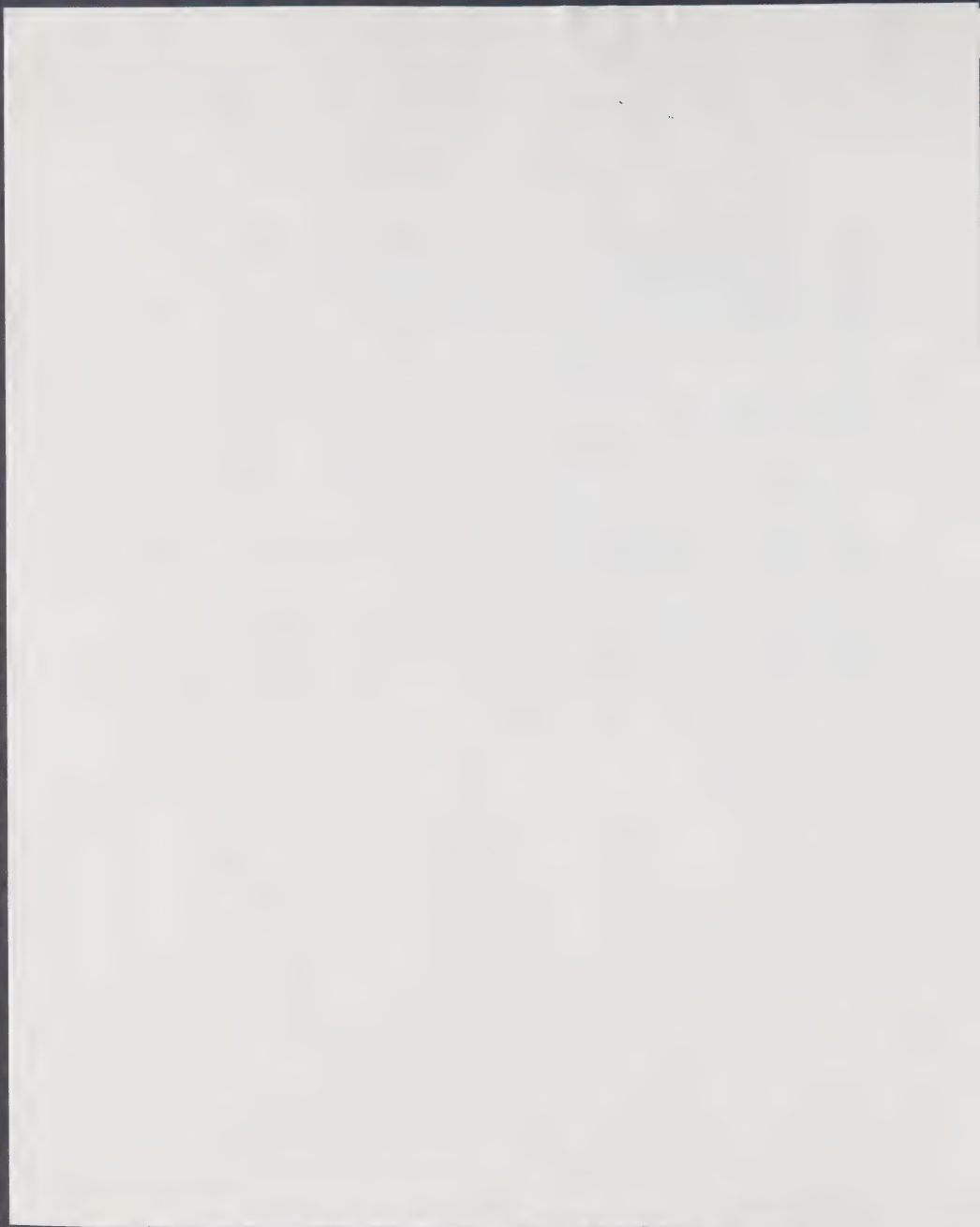
We are still waiting for the US-visas.

Mr Robert Gorzek had fired from the Company. It was reason why we were failed to get OK from the US Embassy.

Unfortunately, we can't purchase the tickets without US-visas. But we think we have good chance to be in time (on 13 October) in Milwaukee.

Cordially yours,





FAX MESSAGE Page 1 of 1 DATE: OCTOBER 4, 1994

To: Dr. Alfred Bader

2961 North Shepard Avenue
Milwaukee Wisconsin 53211
USA

FAX: 10-1-414-962-83-22

FAX: 10-1-414-277-07-09

From: Andrey N. Esaulenko

252212 Kiev, Ukraine,

Fax: 011 7 (044) 477-61-20

Fax: 011 7 (044) 224-00-22

Dear Alfred,

No hope both you and label are OK.

WE ARE NOW WAITING FOR THE ANSWERS

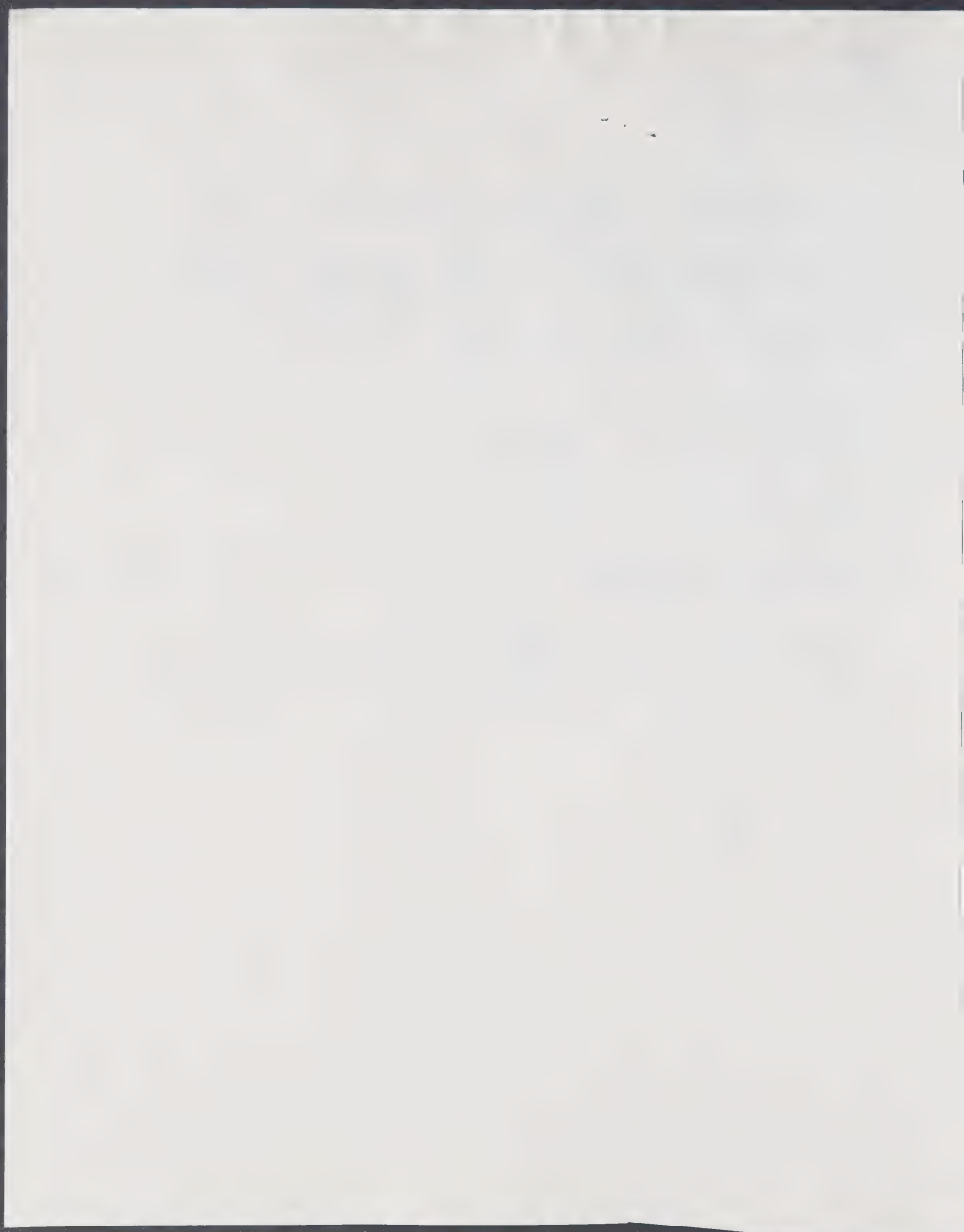
Mr. Robert Gorzek had fired from the Company. It was reason why we were failed to get OK from the US Embassy

Unfortunately, we can't purchase the tickets without US visa. But we know that this plane (Kiev-Chicago) goes semi-empty as a rule. So, I think we have good chance to be in line (on 15 October) in Milwaukee

Cordially yours,



Andy



FAX TRANSMITTAL SHEET

Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
Telephone 414 962 5169
FAX 414 962 8322

September 19, 1994

TO: Dr. A. Esaulenko

011 7 044 224 0022

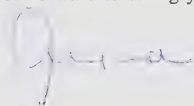
Dear Andy,

I received your fax of September 3, and hope you received my reply. I could not get through on your first fax number at all, but finally was able to get through on your second number 7 044 224 0022.

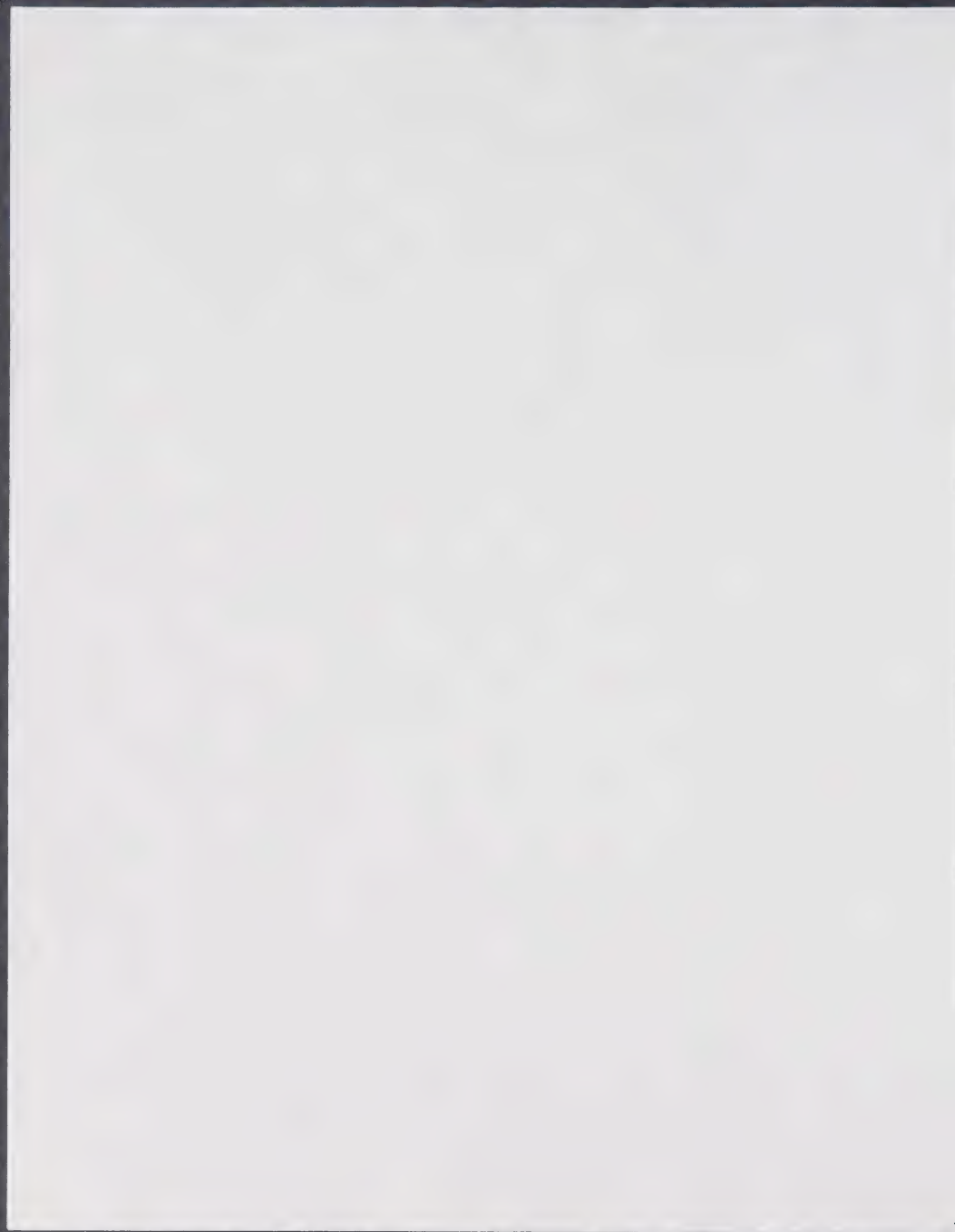
If you fly to Chicago on Thursday afternoon, October 13, Isabel and I will pick you up at O'Hare and bring you to the hotel near Aldrich.

My son Daniel is getting married the following week, and we have some family festivities on Friday and Saturday. We hope you could then leave the hotel on Sunday and stay with us at our home on Sunday and Monday nights.

We much look forward to seeing you.



c: Mr. Robert Wandler



FAX MESSAGE

Page 1 of 1 DATE Sept. 17, 1994

To: Dr. Alfred Bader

1501 North Shepard Avenue
Milwaukee Wisconsin 53211
USA

FAX: (011-414-962-8012)

FAX: (011-414-277-0707)

From: Andrey N. Esaulenko

13212 Kiev, Ukraine.

Timoshenko 11, av. 60

Fax: 011 7 (044) 416-31-26

FAX: 011 7 (044) 224-6012

Dear Alfred,

Dear Isabel,

I received Bob's letter that he would like to accommodate a date in October after 13th - was very glad that US Embassy strengthened their role - extremely.

There are no serious plans to visit Milwaukee if you are busy or not - I'm absolutely sure that your advices will be very helpful to me. And thank you very much for your human contacts with both of you.

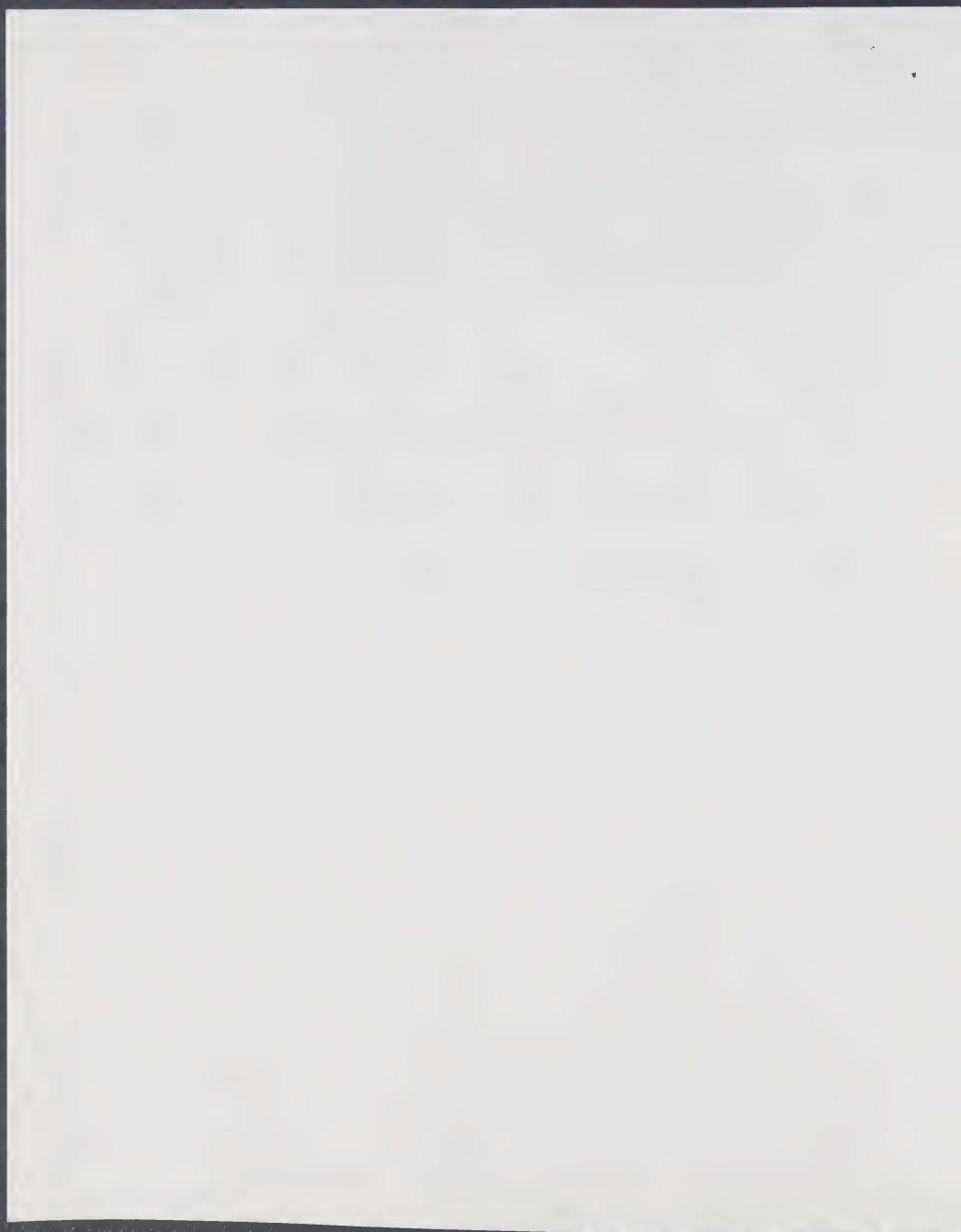
Planning to book our flight tickets on 13th of October - will discuss this question as we will get everything - will inform you immediately.

As always we will study your comments.

With the best wishes

Cordially yours

And



FAX TRANSMITTAL SHEET

FROM: DR. ALFRED BADER
2961 North Shepard Ave.
Milwaukee, Wisconsin 53211

PHONE: (414) 962-5169

FAX: (414) 962-8322

TO:

TO:

Dr. Andy Epaulenko

FAX:

011 7 044 413 31 38

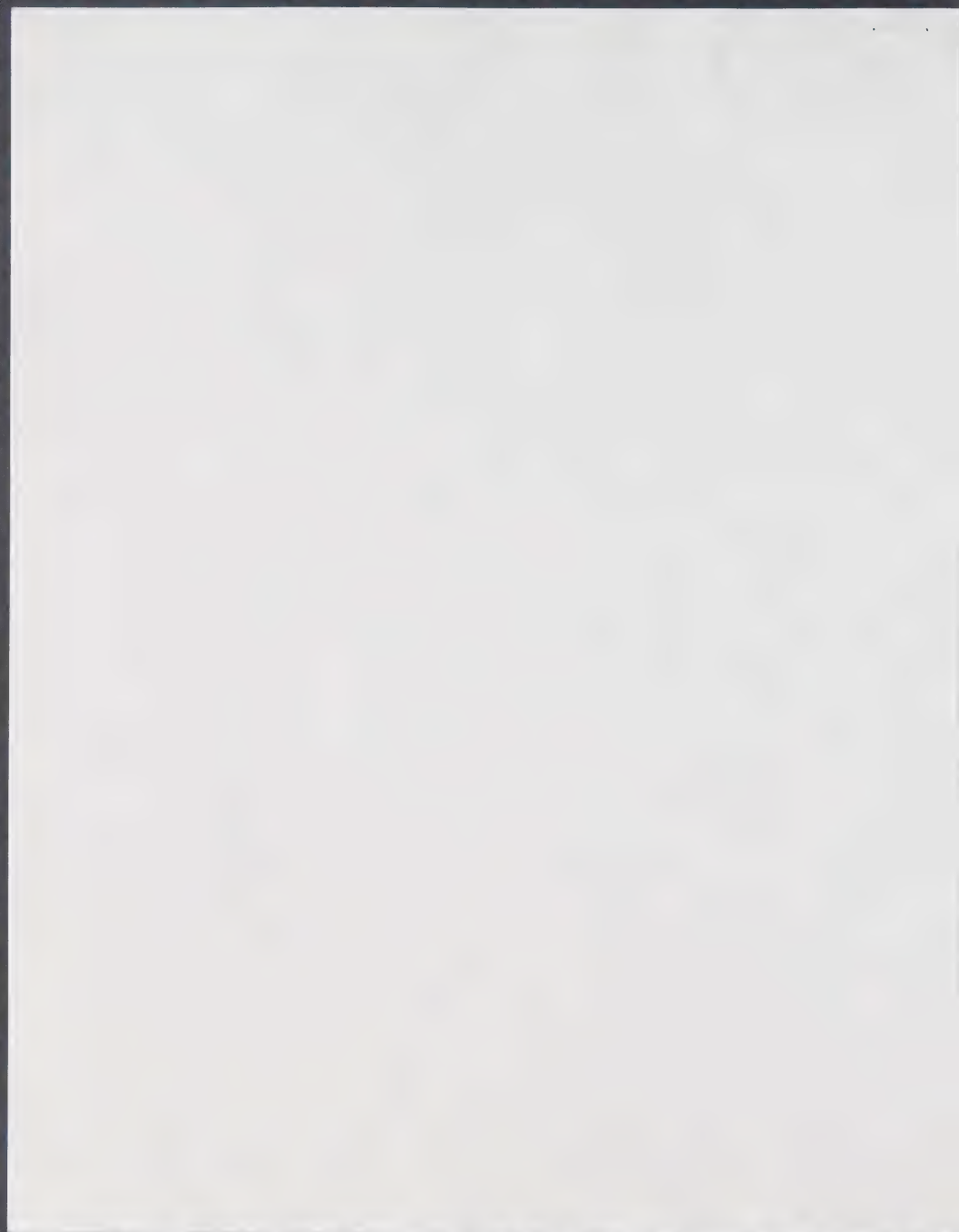
2:40 am Sept 6.

Dear Andy

Isabel & I have just returned from 3 weeks in Europe and are sad to find your fax of September 5. We had so looked forward to driving to Chicago on Thursday to pick you up and then have you stay with us.

September 15 is the ONE day in the year we cannot come to Chicago, because it is the Day of Atonement and we will be in synagogue all day. I'll talk to Bob Wandler to-day, and will suggest that he pick you up. He comes on the 15. and I am sure we'll find some time to be with you - though not much, as I have to go on a lecture tour.

To-day is the Jewish New Year. Happy New Year.
Love regards from Isabel & me
Alfred



FAX MESSAGE Date: 3 Sept. 1994 Page 1 of 1

To: Dr. Alfred Bader

Hotel Hotel Suite 522
874 EAST JUNEAU AVENUE
MILWAUKEE WI USA 53202

Fax: 414 277-07-09

From: Andrey Esaulenko

Ukrainian Embassy in Chicago
FAX: (044) 413-31-38
FAX: (044) 224-00-22

7-

Dear Alfred and Isabel,

Yesterday only, together with Tares Iikun, we visited the USA Embassy in Ukraine. Actually, we were not able to visit it earlier, because they had pointed the day of appointment. Last time when we got visas with Nick Gerasimchuk the procedure was very simple - two hours waiting and we were satisfied.

But now things have changed. The lady in Embassy told us that we can get our visas in a week only. They have to ask a permission in Washington I think; it would be no problem because I gave them the fax signed by Mr Robert Gorzek.

There is only one a week direct flight Kiev-Chicago. It runs every Thursday: on 8, 15, 22 etc. of September. We decided to buy our flight tickets on 15 of September (and back on 30.09), but I'm not sure that it would be convenient to you.

To go to Milwaukee and have no chance to meet you means loose our time.

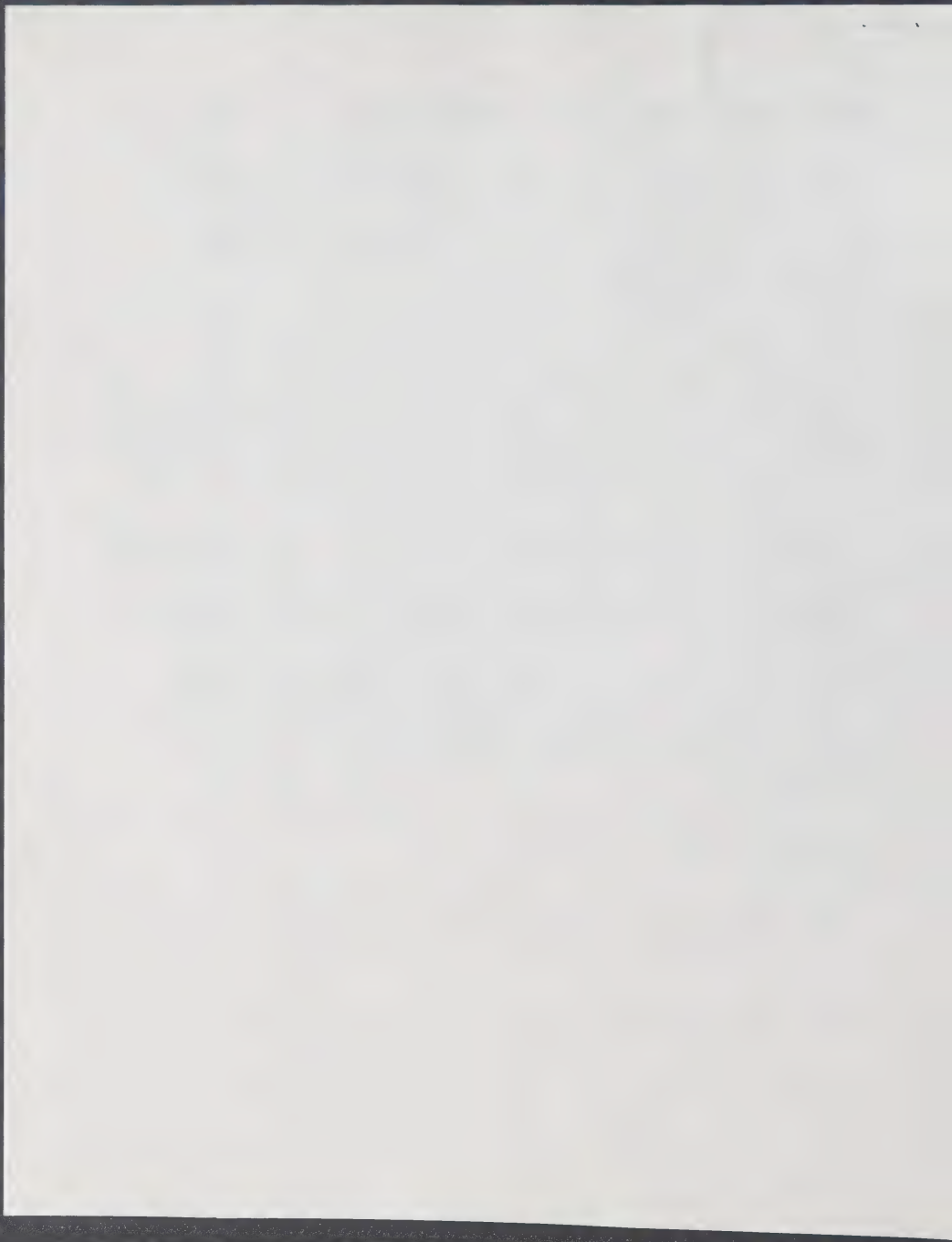
So, may I ask you to reply me urgently are the 15 of September suit to you schedule or not. If not we will shift our flight to the late.

Best personal regards to both of you and Marilyn.

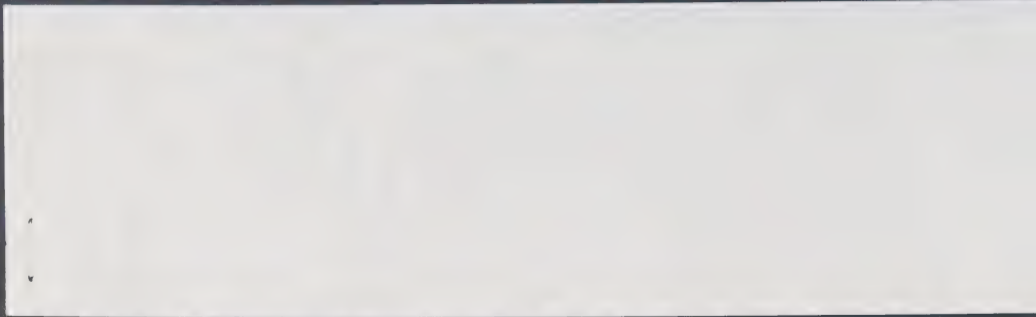
Cordially yours,

Andrey

—



CRW



To: Dr. Alfred Bader
Hotel Suite 622
1234 EAST JUNEAU AVENUE
Milwaukee WI, USA 53202
Fax: 414 277-07-09

From: Andrey Esaulenko
Ukraine, Timoshenko st, 11 ap 80
FAX: (044) 413-31-38
FAX: (044) 224-00-22

Dear Alfred and Isabel,

Yesterday only, together with Taras Ilkun, we visited the USA Embassy in Ukraine. Actually, we were not able to visit it earlier, because they had pointed the day of appointment. Last time when we got visas with Nick Gerasimchuk the procedure was very simple - two hours waiting and we were satisfied.

But now things have changed. The lady in Embassy told us that we can get our visas in a week only. They have to ask a permission in Washington. I think, it would be no problem because I gave them the fax signed by Mr. Robert Gorzek.

There is only one a week direct flight Kiev-Chicago. It runs every Thursday: on 15, 22 etc. of September. We decided to buy our flight tickets on **15 of September (and back on 30.09)**, but I'm not sure that it would be convenient to you.

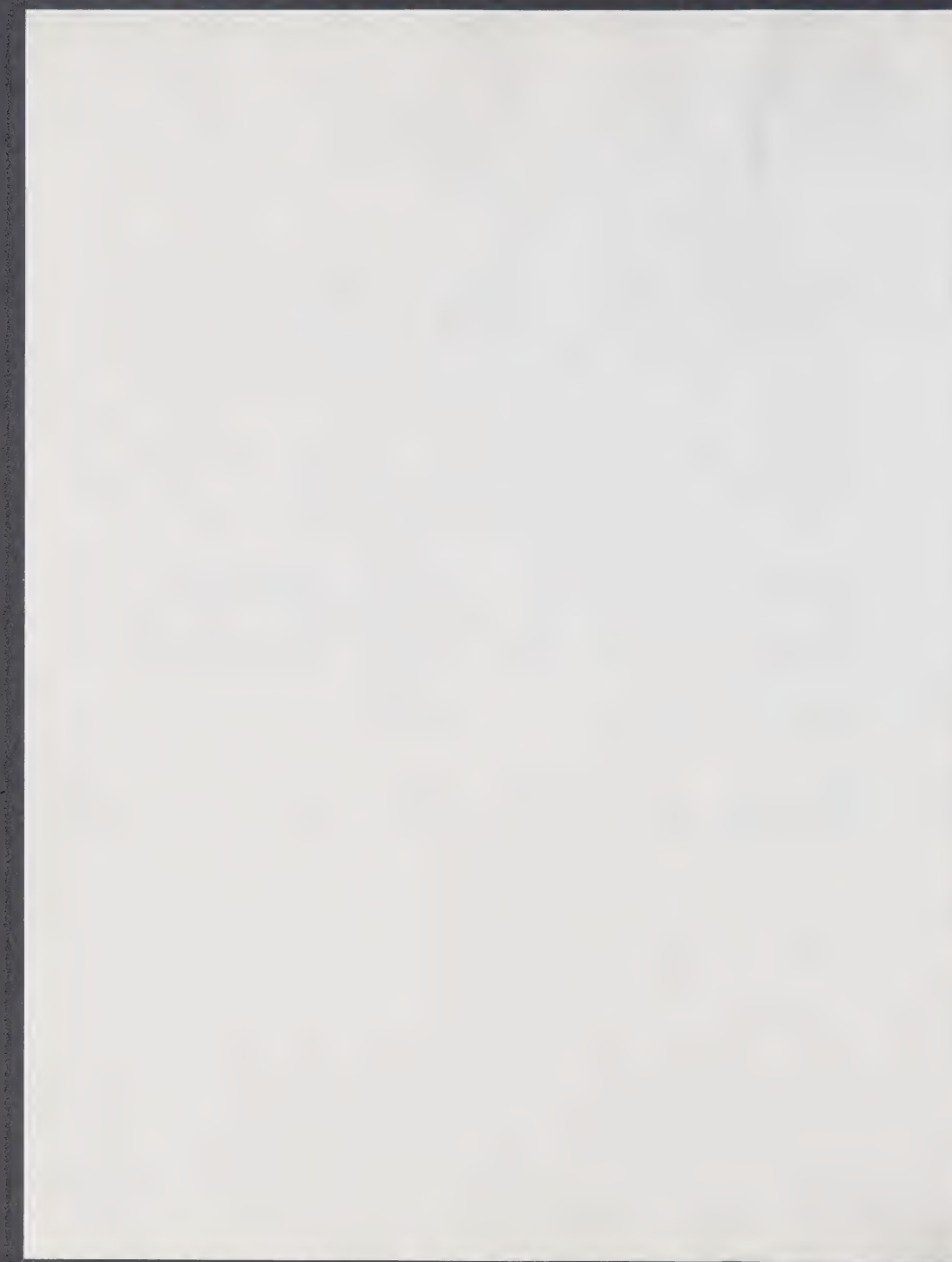
To go to Milwaukee and have no chance to meet you means loose our time.

So, may I ask you to reply me urgently are the **15 of September** suit to you schedule or not. If not we will shift our flight to the late

Best personal regards to both of you and Marilyn.

Cordially yours,

Andy





FAX MESSAGE Page 1 of 2 DATE: August 10, 1994

To: Dr. Alfred Badal
3901 North Shepard Avenue
Milwaukee Wisconsin 53211
USA
Tel: 1-414-469-8343
Fax: 1-414-469-8344

From: Andrew N. Essulenko
20017 Ave. Lawrence,
Tomball TX 77375
Tel: 281-294-8523
Fax: 281-294-8540

Dear Alfred,

Thank you for the information regarding the... (text is faint)

... (text is faint)

1. We thought it would be... (text is faint)

2. There is... (text is faint)

... (text is faint)

10

FAX MESSAGE Page 2 of 2 DATE: August 15, 1994

To: Dr Alfred Bader From: Andray N. Esaulenko

From: I'm receiving several e-mails to go to visit a law firm or lawyer in Milwaukee and go back to Chicago in a week or to the other Milwaukee - Milwaukee area - see what you think?

One day I'm already a professional in the USA and go by card I have one year of business experience - 25,000 in / Take care of it with experience. May be it will be possible to return to the USA with the extra money and extra time of Milwaukee - see for me Gay before signature to finish the experience. I'll see what you think. It will be very expensive about an investment? What can do / Additional? Is not?

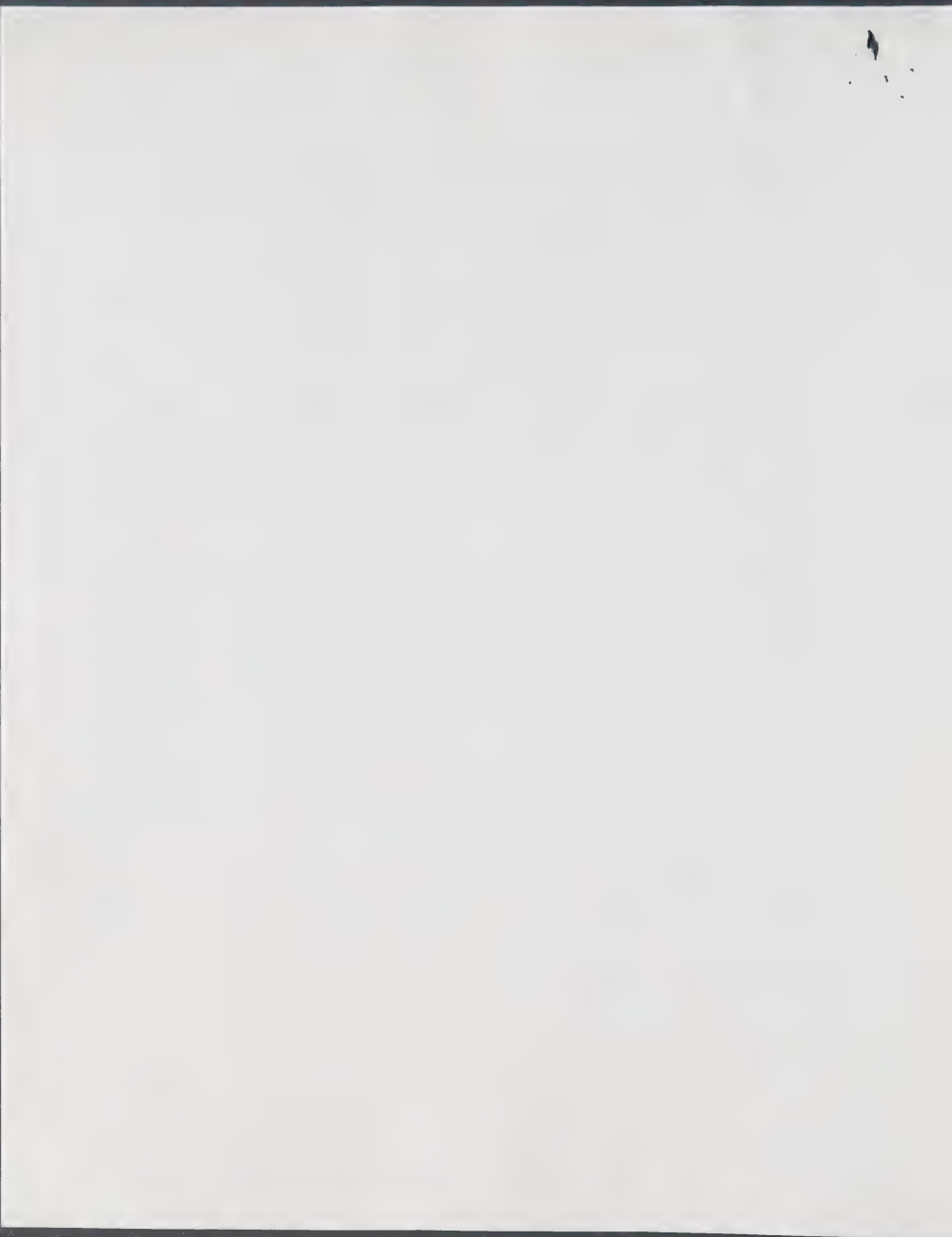
I don't think that I would be very good. But probably, I decided to follow the migration process a company in Ukraine. I will try to do it will be possible to return to the USA with the extra money and extra time of Milwaukee - see for me Gay before signature. I'm available for a long time. American legislation and bank system as well. I have some questions to you may be get such and such questions when you change a form or there is not have any more questions of interest.

One of the main things is to have a good idea of what money you need and to have a large amount (because of urgent funds) with account in Chicago. Because we are really have no money to get a good idea.

My 1st or 2nd year of work experience. I will call you soon. Information on your website.

Unfortunately, the same law business is not in your country. If you like, you can visit the website: <http://www.1994.com>

Andray N. Esaulenko
1994.com



FAX FROM

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

August 16, 1994

To: Dr. Andrey N. Esaulenko
011 7 044 224 0022

Dear Dr. Esaulenko:

Your fax to Alfred and Isabel has been received while they are in England. They will leave England for Spain on the morning of August 18.

I faxed your message to them this morning and have the following suggestions from Alfred:

He and Isabel will be happy to pick up you and Mr. Taras at O'Hare on September 8, and they will take you to a hotel near Aldrich. Alfred feels for "political" reasons, it would be best if you stayed at the hotel. I will talk to Bob Wandler tomorrow to see if Aldrich will pay for the hotel.

On Sunday and Monday nights, September 11-12, **BOTH** of you should stay with Alfred and Isabel. Alfred feels you should probably rent a car and drive to Kansas; however, I am checking to see what you will need to get the car here--Ukraine license and international license, and of course a credit card.

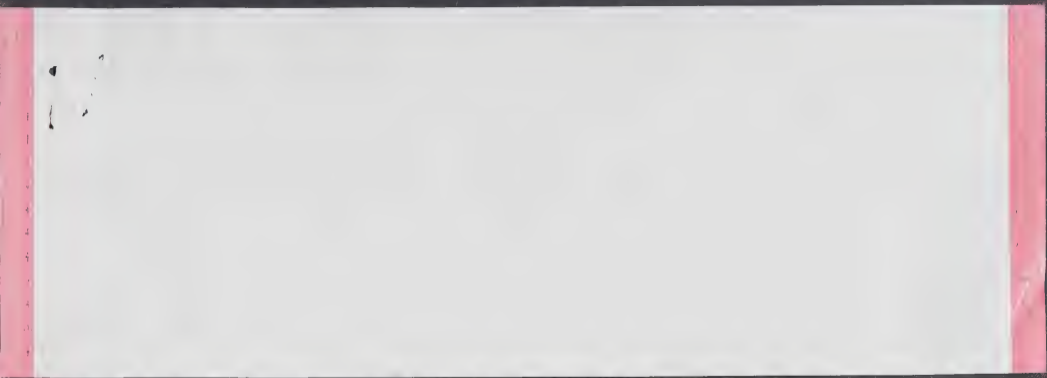
Also, can you phone Alfred and Isabel in Bexhill (44 424 22 22 23) at 9:30 p.m. English time, tomorrow, August 17?

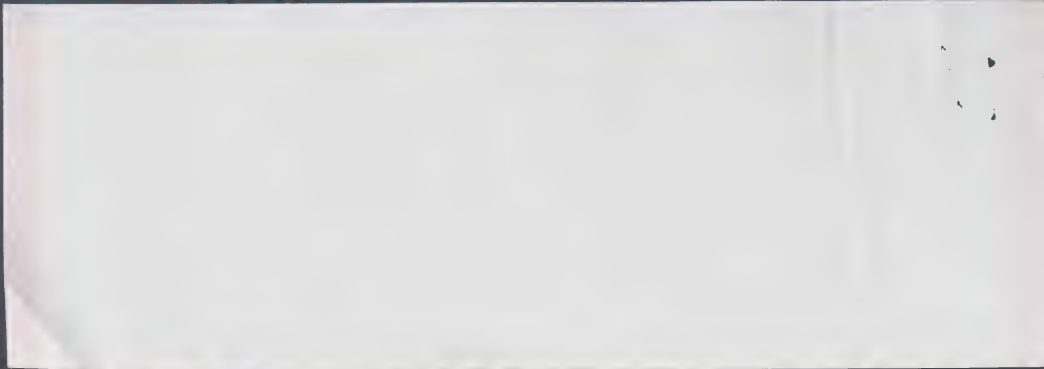
Good luck on obtaining visa.

Cordially,

Marilyn Hassmann

11





FAX MESSAGE

April 27, 1994

TO: Dr. Alfred R. Bader
2501 North Shepard Avenue
Madison, WI 53711 USA
Fax: (608) 952-83-22

From: Andrey Esaulenko
250217 Kiev Ukraine
Timpochapko 11, 30 60
Fax: (044) 415 71 50

Page 1 of 1

Happy
birthday to
you, dear
Alfred !!!

70(!!!)

Best personal regards to you
for next 70 years !!!

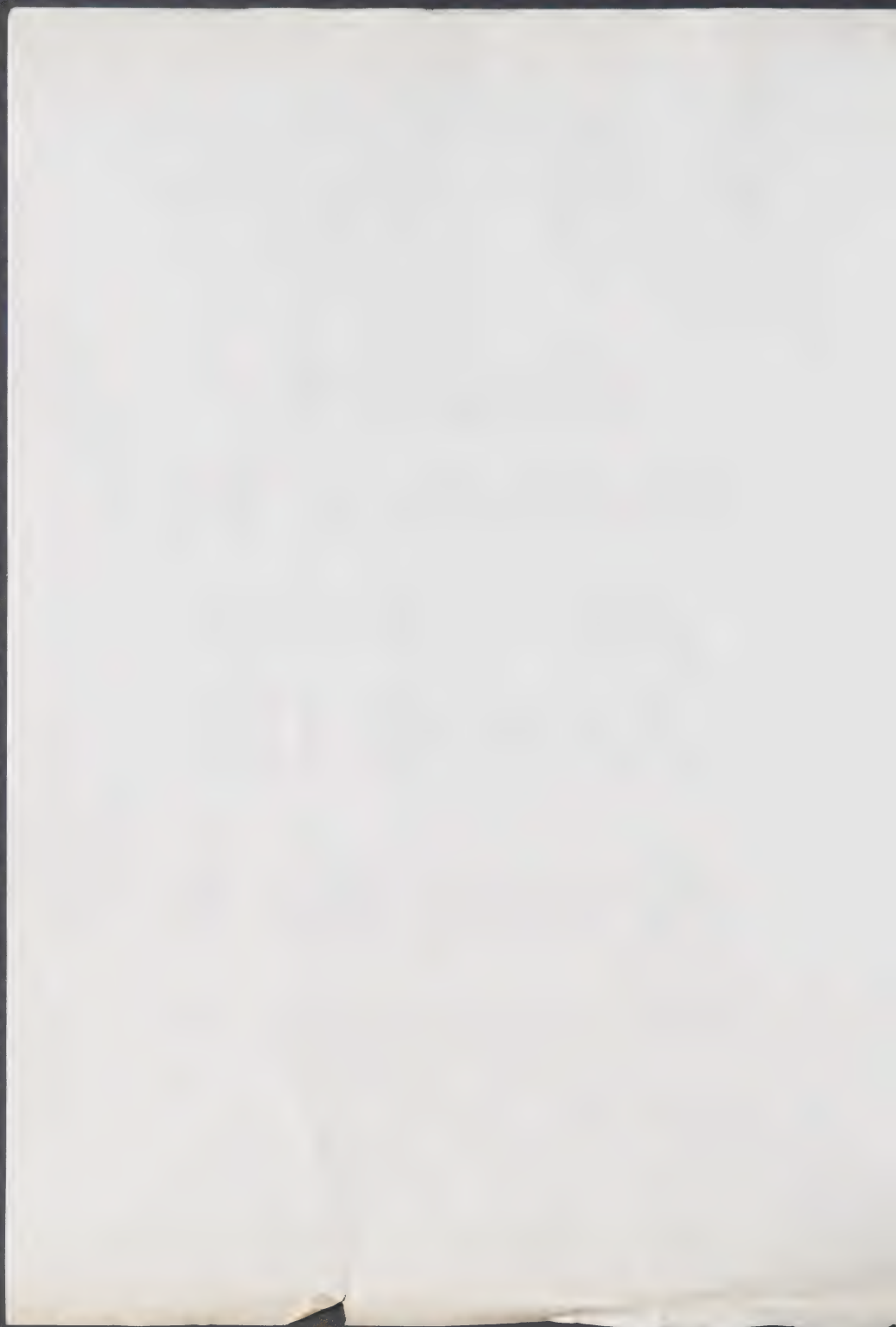
Kiev's Add: from:

Andrey Esaulenko
Lena Stankovska
Taras Ivan

Andrey Esaulenko

Lena Stankovska

Taras Ivan



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

April 26, 1994

Via Fax 011 7 044 413 3138

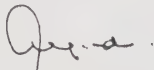
Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy,

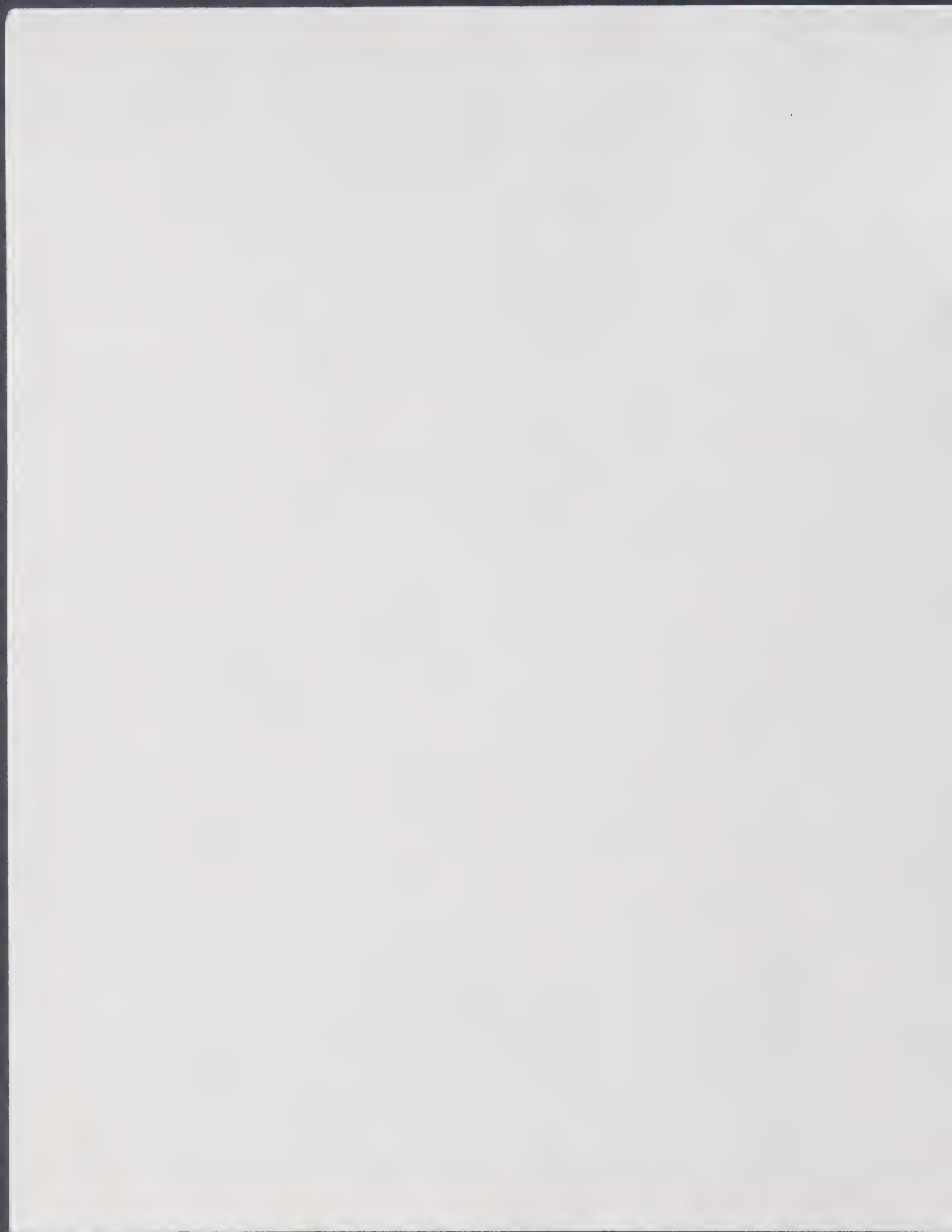
I am just finishing my autobiography and want to write at least a little something about you. Yet, I am worried that mentioning you by name might actually endanger you. Hence, I have written the material you see below and hope you will find this satisfactory.

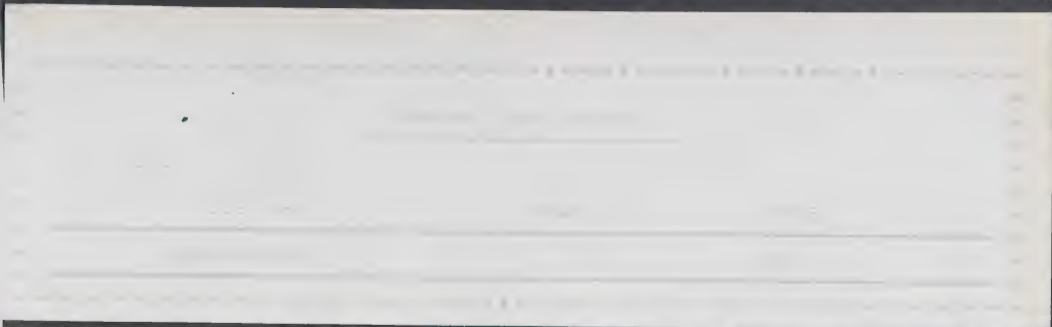
All good wishes.

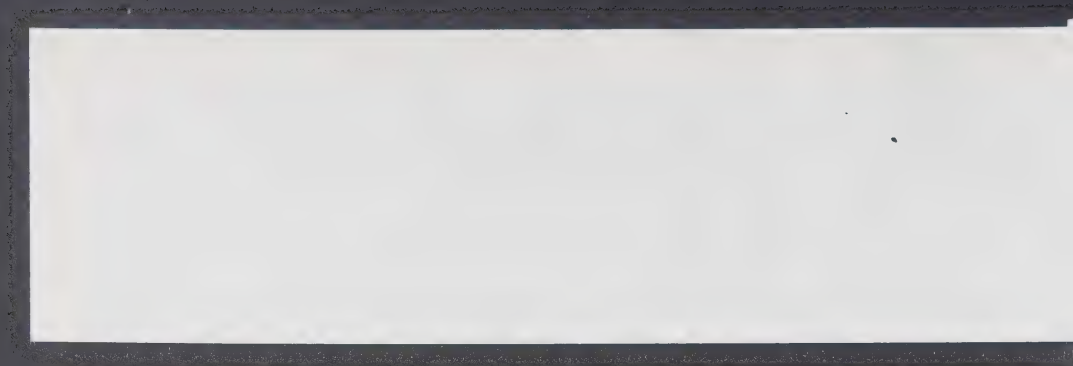
Sincerely,



One of the most pleasurable encounters in our quest for library samples came to us through almost a chance meeting. Some young Eastern European chemists wanted to offer us some compounds listed in the Aldrich catalog. We arranged to meet in Budapest and were very happy that the chemicals supplied were of good purity. Knowing how much American dollars would mean to them, I paid \$300 in cash to help their travel expenses, but unfortunately they underestimated the ability of Hungarian gypsies: their money was stolen. We were later disappointed, too, because subsequent deliveries were totally unsatisfactory. We could not rely on them. I explained that once we had listed a product in our catalog, which went to a million chemists around the world, we had to have reliable suppliers, but then, fortunately, the penny dropped. Why not set up a system to collect research samples for the library? These compounds are offered on a one-time basis, and further supplies are not necessary. They thought the idea seemed workable, and set about the business with such enthusiasm and ability that through their continuing efforts thousands of interesting samples have come to us.







Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 55211

April 26, 1994

Via Fax 011 7 044 413 3138

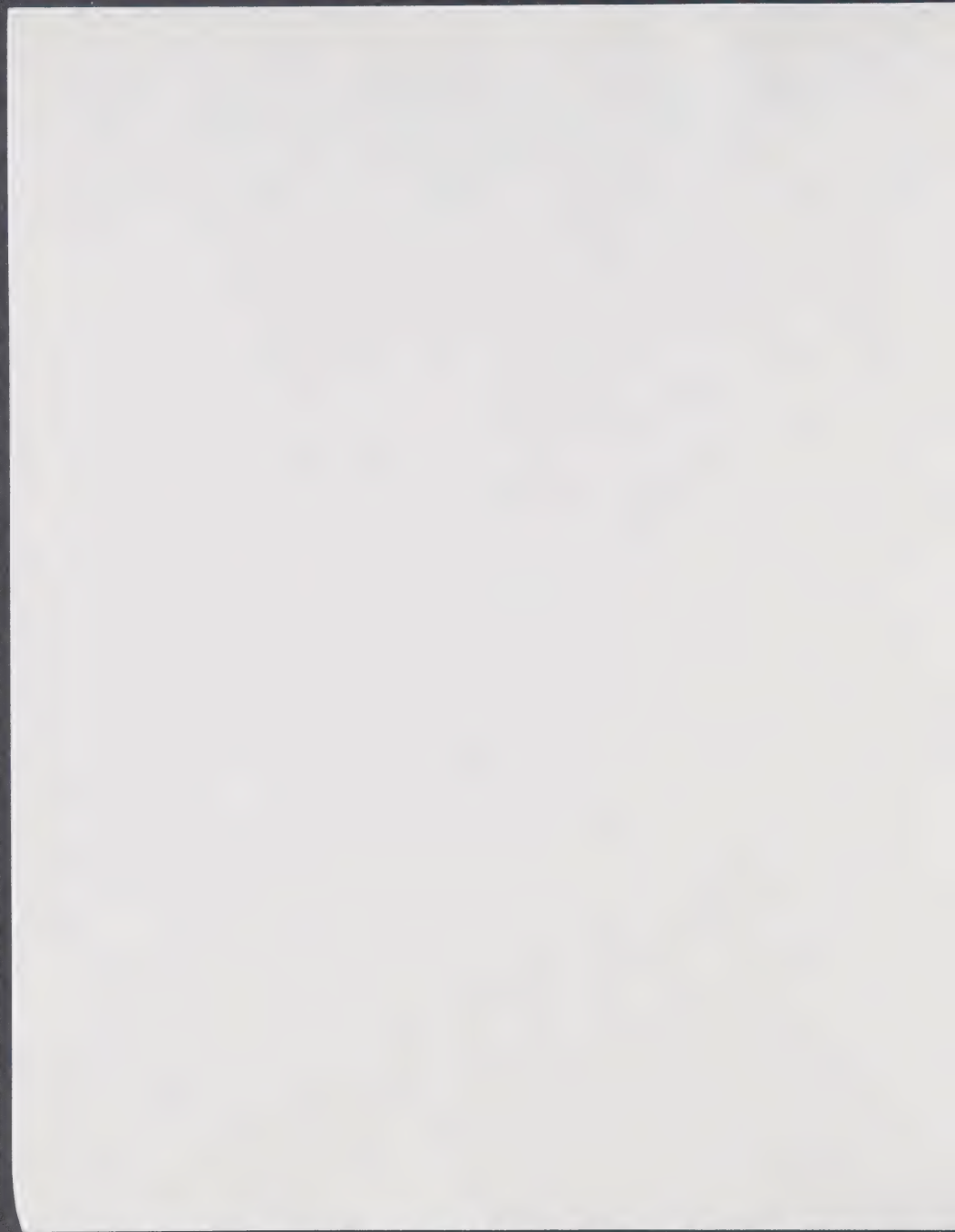
Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy,

I am just finishing my autobiography and want to write at least a little something about you. Yet, I am worried that mentioning you by name might actually endanger you. Hence, I have written the material you see below and hope you will find this satisfactory.

All good wishes.

Sincerely,



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

April 5, 1994

Via Fax 011 7 044 413 3138

Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy,

Thank you so much for your 3-page fax.

The problem is that this week all three top people at Aldrich who have signatory authority for large checks are gone, but they will be back this coming Monday, April 11.

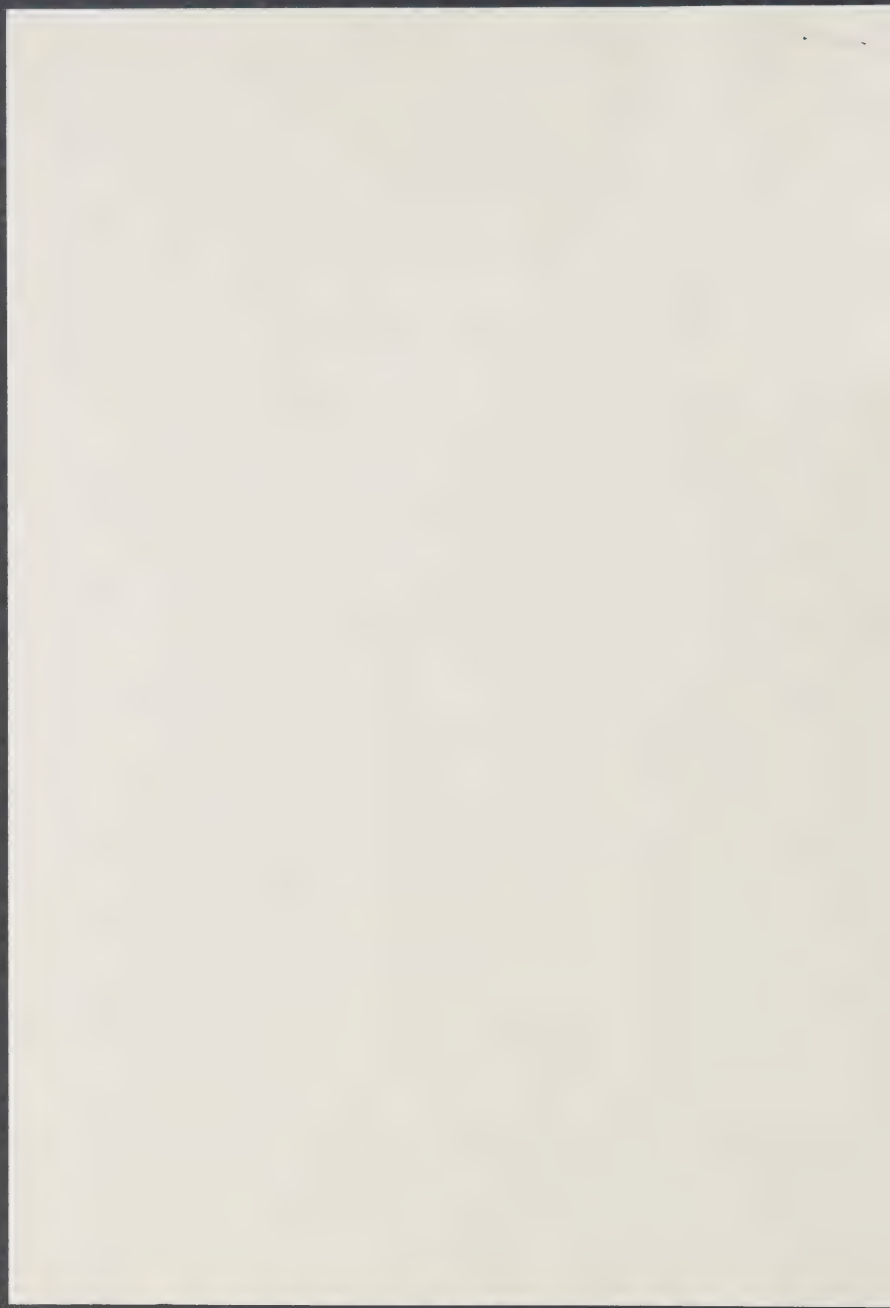
Bob Wandler understands very well what you problem is, and he will try his very best to get funds wire transferred to Houston this coming Monday, April 11. Bob understands that you want shipment No. 27, for \$13,290 paid first, and shipment No. 26, for \$16,180 paid second.

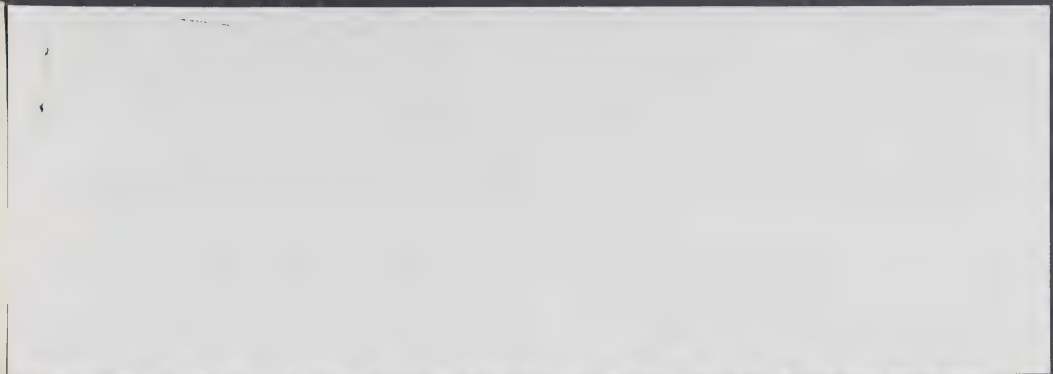
You might like to consider instructing Bob just to make payment for lot 27 and then await your OK to make the second payment, after you have received the first payment in Kiev. Just let Bob know; you can rely on him absolutely.

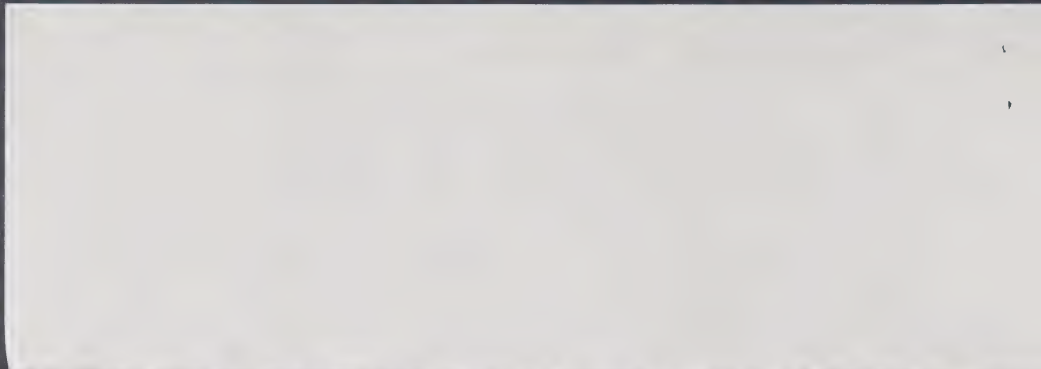
Best regards.

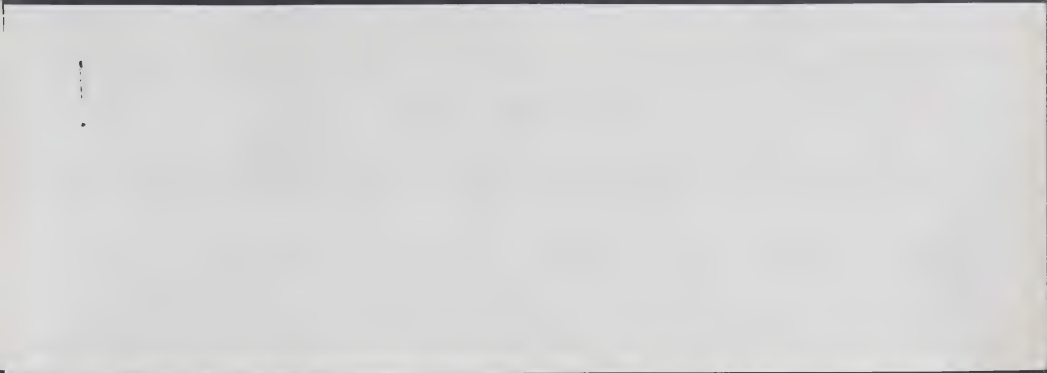
As always,

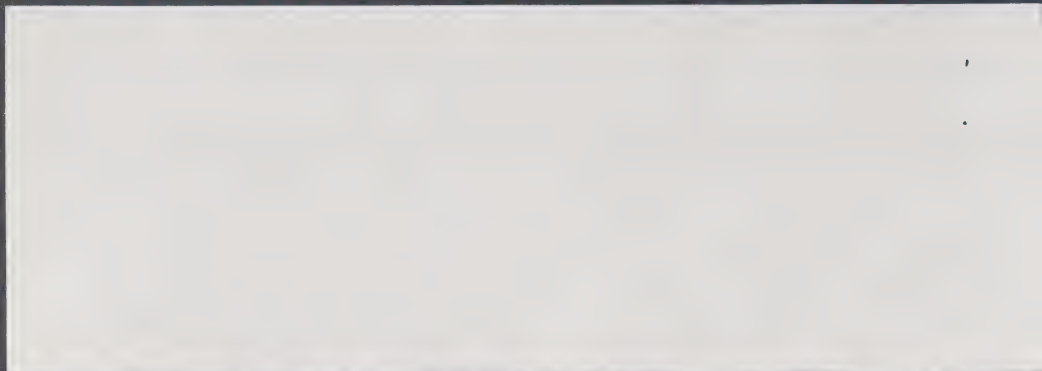












FAX MESSAGE**April 3, 1994****TO: Dr. Alfred R. Bader**2961 North Shepard Avenue
Milwaukee, WI 53211, USA
Fax: (414) 962-83-22**From: Andrey Esaulenko**252212, Kiev, Ukraine,
Timoshenko 11, ap.80
FAX: (044) 413-31-38**Page 1 of 3****Dear Alfred,**

Thank you for your kind attention. I have received both your last fax and your letter with NY-Times very interesting article as well. The stronger restrictions to business in any country, the authorities have introduced - the less amount of people are able to get profit from it legally. The direct consequence is aggravation of the economical situation. Unfortunately, the authorities of Ukraine haven't understand it.

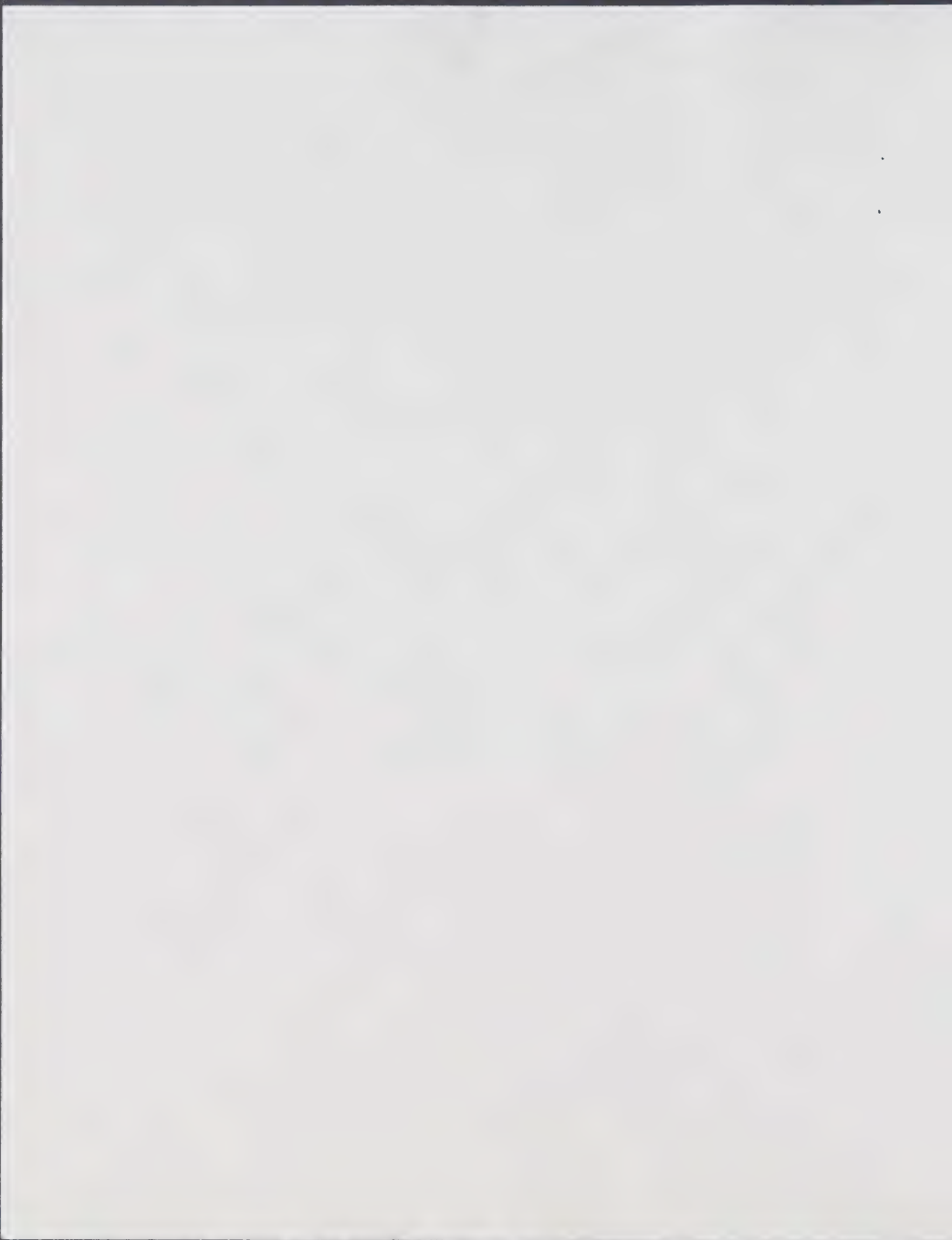
I was very grateful for you when learnt that the money-transferring problem was the subject of your discussion with Bob Wandler.

At the first glance, your suggestion to open my Bank-account in Milwaukee and Vienna is fruitful, and if I would be in Milwaukee this year, I'll do it, but, but, but... Don't forget that both you and Bob are persons who lives in Western Countries from childhood and have learnt Bank-System well. Both of you have American passports and it is so naturally for you as to breeze by air.

When I came to the Bank of Austria this January to open my Bank-account, the personnel was puzzled by my passport with Cyrillic letters in it. Yes, My name is translated to French also, but my name only (without any additional information by Latin letters). They brought me theirs apologies only and rejected to open my account in their Bank. I treated it as a kind of humiliation.

I explained my problems to Hewlett-Packard people and they helped me to do it in the HP-office (there is bank-branch in HP). But next day, when I came to the bank across street to change my Austrian shillings to USD, I couldn't do it via my bank-account because to do it I have to find another place in the city. I made it without my bank-account help.

-1.9



FAX MESSAGE

April 3, 1994

TO: Dr. Alfred R. Bader2961 North Shepard Avenue
Milwaukee, WI 53211, USA
Fax: (414) 962-83-22**From: Andrey Esaulenko**252212, Kiev, Ukraine.
Timoshenko 11, ap.80
FAX: (044) 413-31-38

Page 2 of 3

But, all these problems are nothing in compare with visa-getting procedure in our country. I have to cure up and wait one

Month to penetrate to the embassy only. Owing to my HP-Vienna boss only, I had got possibility to make my half-year visa to Austria (it will be expired on April 30). Otherwise I were get only few days visa from-to.

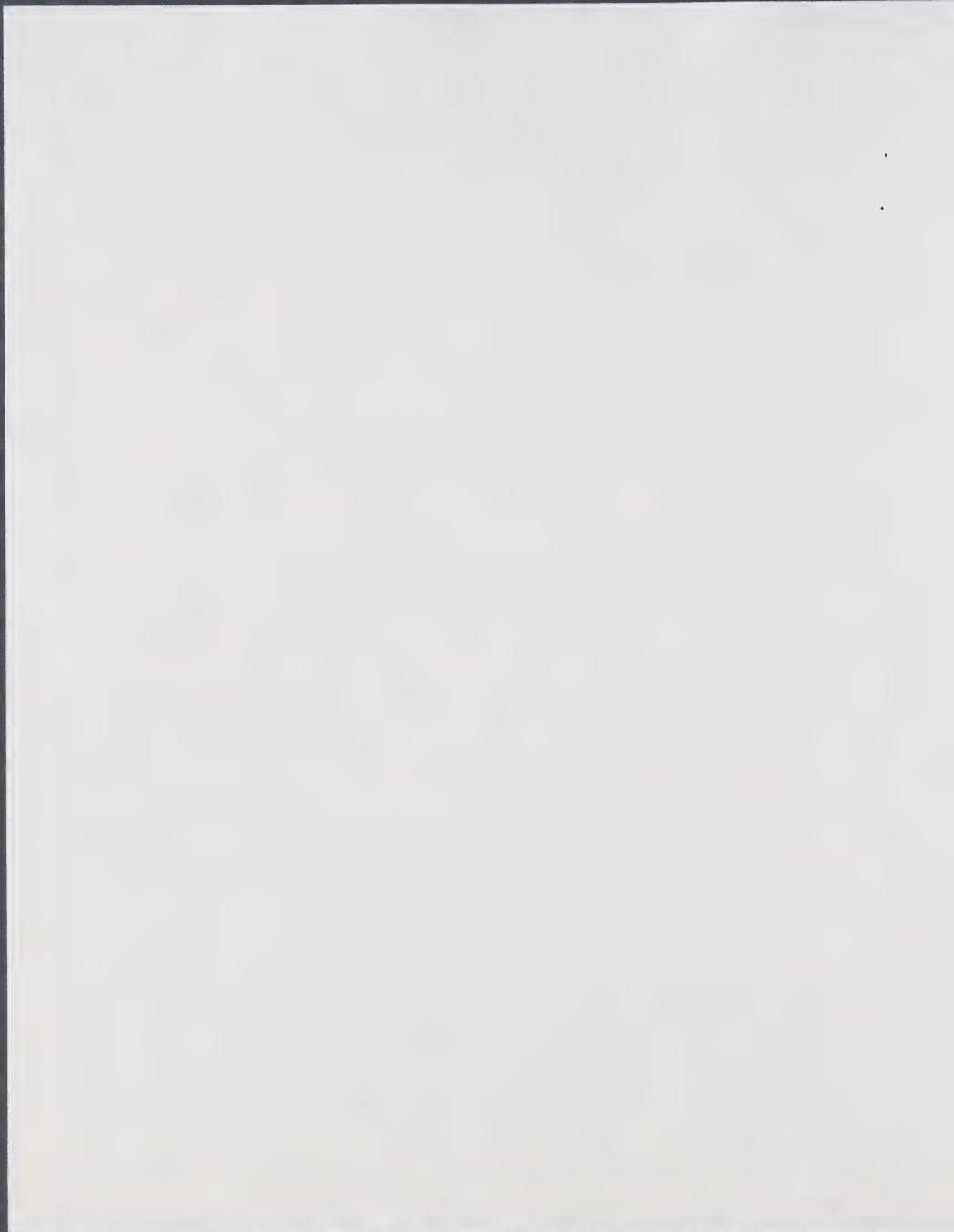
The situation with American visa is not so heavy, because they give half-year visa based on invitation letter only. But flight-ticket is quite expensive, so I'm allow to me to visit Milwaukee not more than once a year. For sure, I'm going to use this opportunity to see you, Isabel and Bob's family but not to money carrying.

May be in future things here have changed, but at the moment, I can use my Vienna bank account only once (up to the April 30).

What is the way out?

I think, it is good luck to us to find a Company which sells their goods for USD in Ukraine. They are ready to make me favor to give me the same sum of money in Kiev when the sum would come to Houston. Let's try it. It seems to me, it would be no risk, no delay, no problem with customs.

Now few words about the "many thousands dollars we have got from Aldrich"... I think nobody, but you understand money-problems when a Company is growing up. Owing to these money (I'll never forget your role to make them) Nick Gerasimchuk have bought two flats in Kiev. I was able to buy two computers to make our work more effective, to make the general restoration and decoration of one of the flats to accept Bob and Ann this summer, to buy my garage and car, etc. The big deal (appr. 40%) was shared with our chemists and the 15% was share of Prof. J.A.Andor. Don't forget those \$18K are



FAX MESSAGE

April 3, 1994

TO: Dr. Alfred R. Bader2961 North Shepard Avenue
Milwaukee, WI 53211, USA
Fax: (414) 962-83-22**From: Andrey Esaulenko**252212, Kiev, Ukraine,
Timoshenko 11, ap.80
FAX: (044) 413-31-38**Page 3 of 3**

in Hungary yet and God knows whether we will see a dollar from it.

We have invested more than \$7K to the new ABC-chemicals and now we have a choice - to fold down our activity or to sell my car, the fiat, etc.

The present delay with the payment from Aldrich to us via Houston is more than sensitive to our business. We already told to the people who provide us with the samples to stop. At the moment, we have few hundreds only and have to stop our activity completely if will not get money till the end of the April.

I faxed to Houston last Friday and ask them to repeat their letter of confirmation, via fax and air mail that they (URT-Company from Houston) are ready to give us money which will come from Aldrich. I had conversation with Mr. Robert Gorzek 3 weeks ago, he assured me that they are ready to pay, but,... Every time we faced with this "but".

Anyway I'm an optimist and think that these are our temporary problems which will be solved. Sorry for so long letter, but I thought it's very important to understand each other.

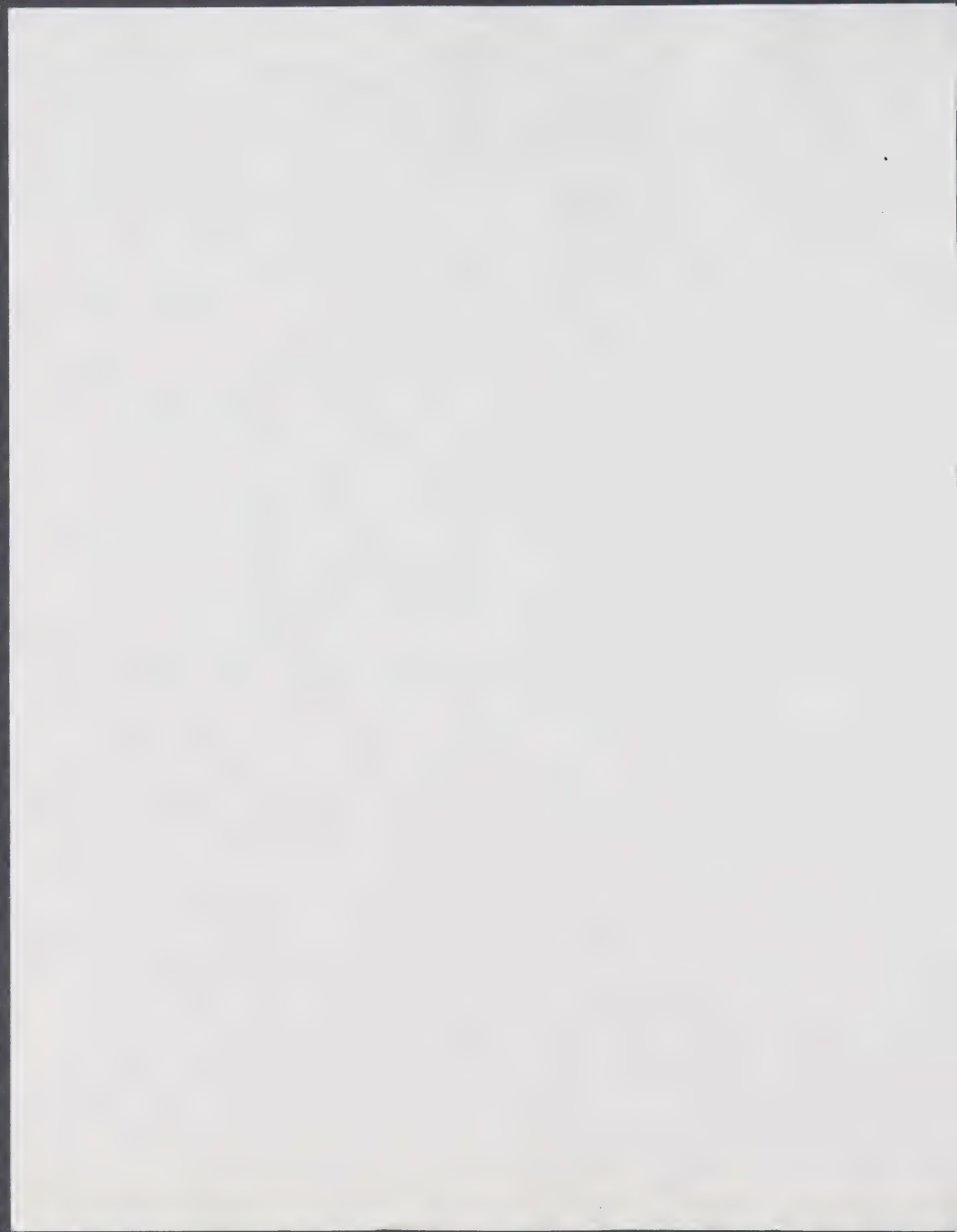
At the eve of your Birthday I'd like to wish you all possible best in your life.

Please, give my best regards to you very wise, very nice, very good friend and remarkable woman - Isabel.

Sincerely yours,



Andrey.



FAX MESSAGE

April 3, 1994

TO: Dr. Alfred R. Bader2951 North Shepard Avenue
Milwaukee WI 53211 USA
Fax: (414) 962-83-22**From: Andrey Esaulenko**262212 Kiev, Ukraine
Ternoshenk, 11, ap. 81
FAX: (044) 413-31-38

Page 2 of 3

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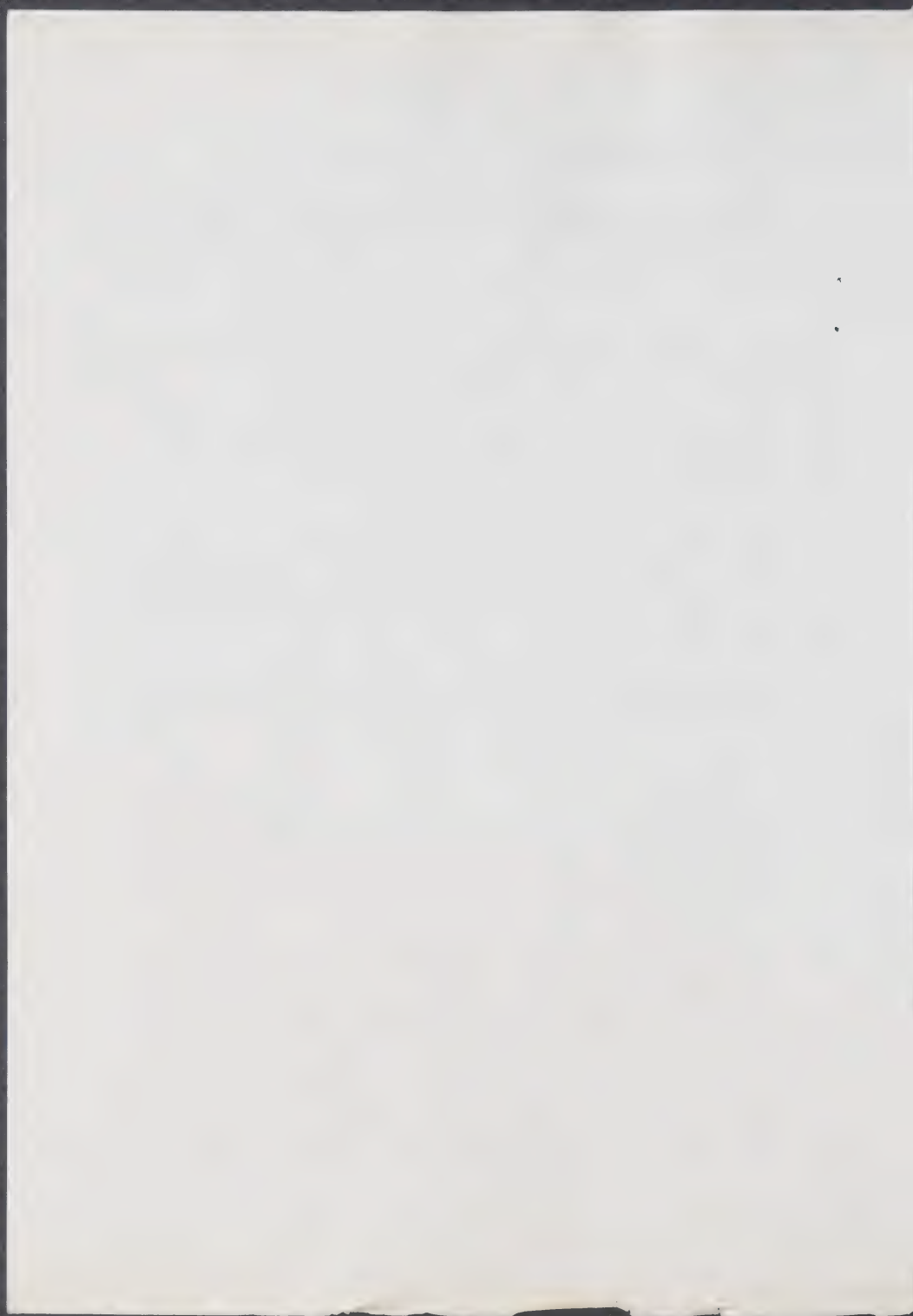
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FAX MESSAGE

April 3, 1994

TO: Dr. Alfred R. Bader
2961 North Shepard Avenue
Milwaukee, WI 53211, USA
Fax: (414) 962-83-22

From: Andrey Esaulenko
252212, Kiev, Ukraine,
Timoshenko 11, ap 80
FAX: (044) 413-31-38

Page 3 of 5

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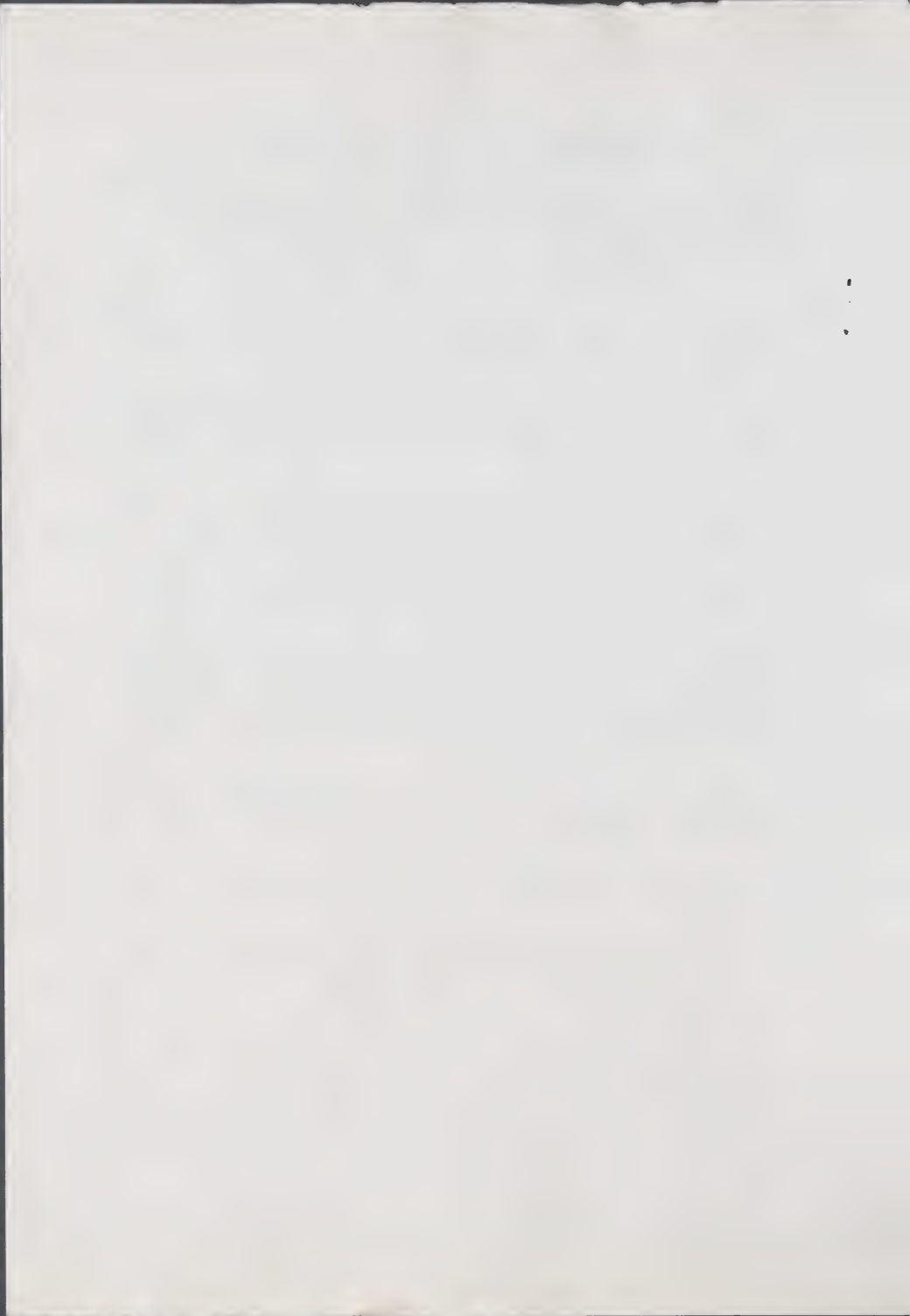
At the eve of your Birthday I'd like to wish you all possible best in your life.

Please, give my best regards to you very wise, very nice, very good friend and remarkable woman - Isabel.

Sincerely yours,



Andrey



FAX TRANSMITTAL SHEET

Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
Telephone 414 962 5169
FAX 414 962 8322

March 28, 1994

TO: Dr. A. Esaulenko

011 7 044 413 3138

Dear Andy,

Anne and Bob Wandler just returned from a vacation, and I chatted with Bob at length yesterday about how best to handle the payments.

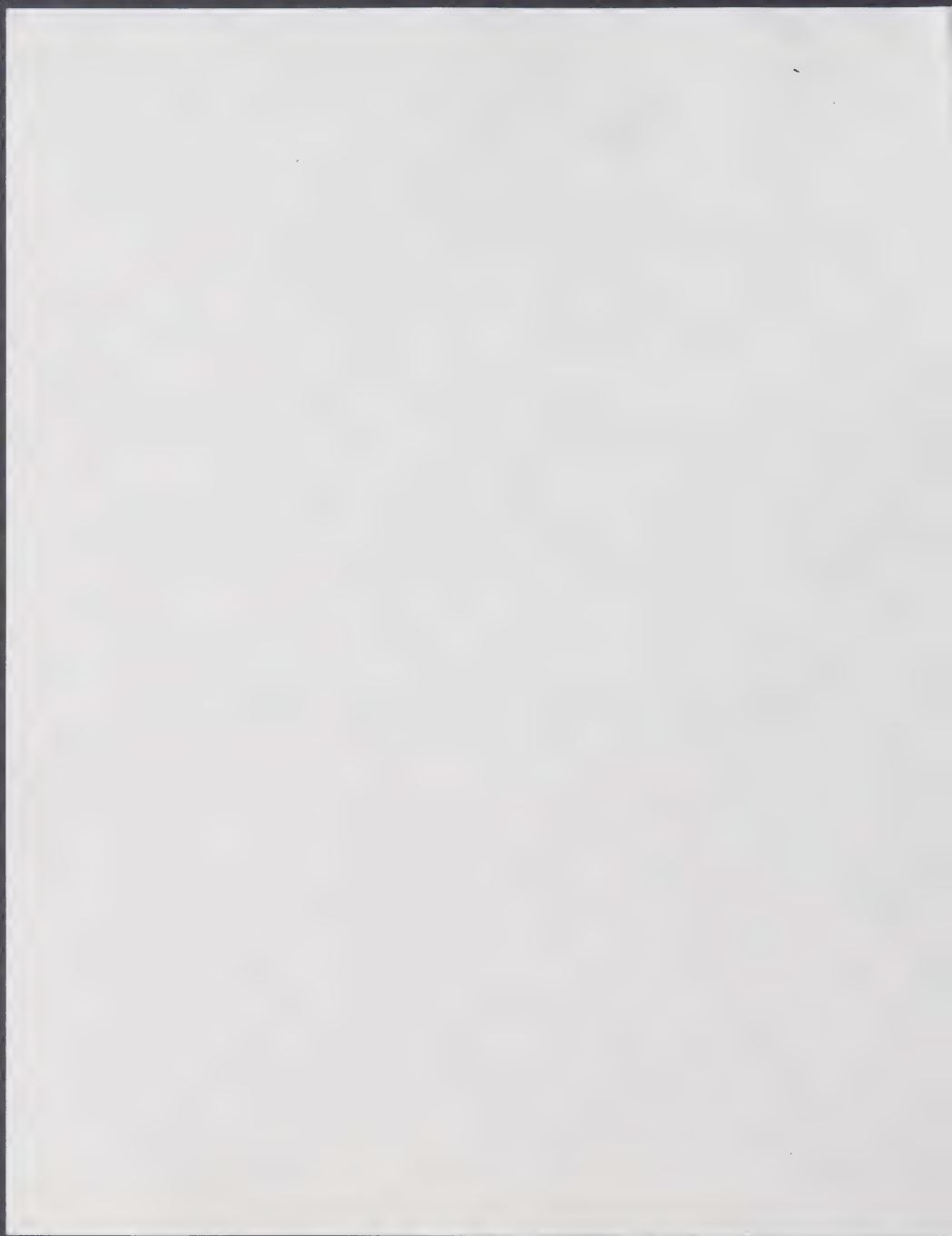
You could certainly have a bank account in Milwaukee without the bank sending monthly statements to Kiev. If you wish, the bank statements could be kept here or sent to Vienna. Also, you could set up a system whereby the bank would wire transfer what money you need to Vienna. Wire transfers take two days. Further, Bob could fax whenever deposits are made without necessarily saying explicitly that a deposit has been made.

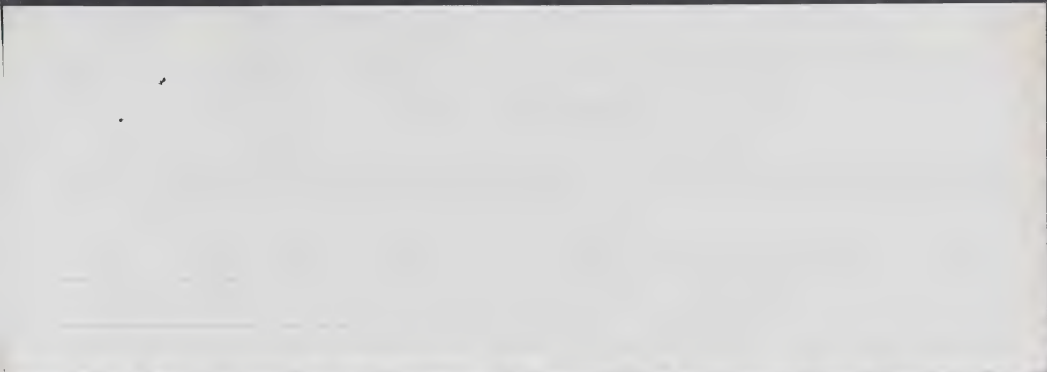
Of course, we would love to see you again, and if you plan to visit Milwaukee, try to come after the end of August. We will be here from the beginning of September until the very end of October.

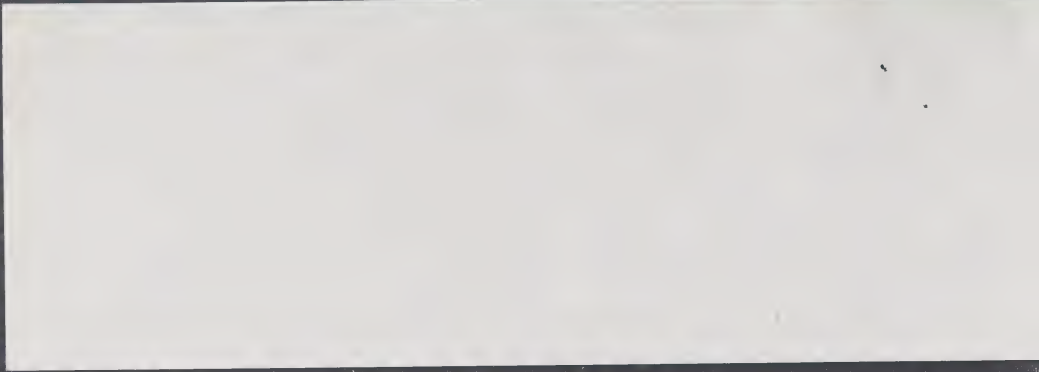
It would be easy to meet you in Prague between the 13th and the 16th of June, or in Vienna on the 19th or 20th of June.

All good wishes,









FAX MESSAGE

March 23, 1994

TO: Dr. Alfred R. Sader

2961 North Sheppard Avenue
Milwaukee, Wisconsin 53211
USA

From: Andrey Esaulenko

252212, Kiev, Ukraine,
Timoshenko 11, ap.80
FAX: (044) 413-31-38

Dear Alfred,

Thank you for your quick answer for my last fax. Generally you right - it is much more convenient to open my own bank account to operate with Aldrich than to use a third side in business. Moreover, I already have my accounts in Szeged and in Vienna.

The problem is how I can be informed that money already came to my bank account? According to Ukrainian legislation it is forbidden to us to have bank accounts abroad (?). On the other hand nobody still punished for such "crimes". So if a bank start to inform me about my operations I can be traced by any tax or security service.

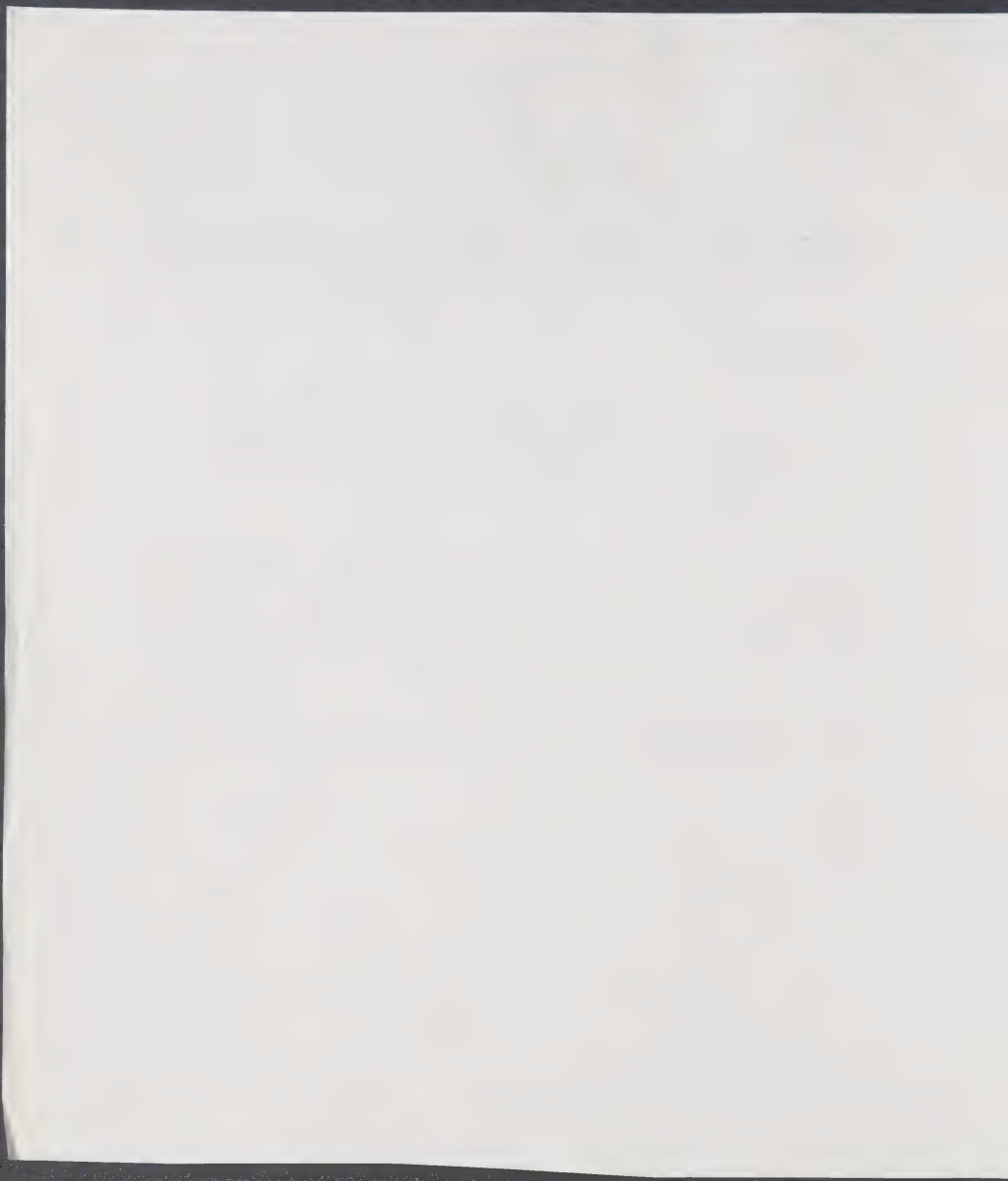
So at the moment the most secure way for us to act will be "Novatech" as far as I will be employer of the Company.

Thank you for your kind attention.

Best personal regards for you and Isabel.
Sincerely yours,



Andrey



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

March 21, 1994

Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev, Ukraine

Via fax 011 7 044 413 3138

Dear Andy,

Thank you so much for the two copies of your fax, both of which arrived safely and very readably. Of course we would love to meet you either in Prague, where we will be from the 12th through the 16th of June, or in Vienna where we will be from June 18--21. Most of the summer we will be away from home, and we will not return until early in September. But then we plan to be in Milwaukee almost all of September and all of October.

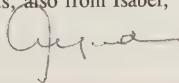
I must tell you that I feel very uneasy about your working with this company in Houston. This is not related to whether Mr. Kolomiets and Mr. Somogyi are honest. I realized that you were working so closely with Prof. Andor who struck me as completely honest. However, both with Andor and these people, you are involving others where you will have little control. This you realized with Prof. Andor and may also realize with these new partners. They must be under some control of U.S. tax authorities, and in time may be under control of Ukrainian tax authorities. How will they be able to explain their involvement with you?

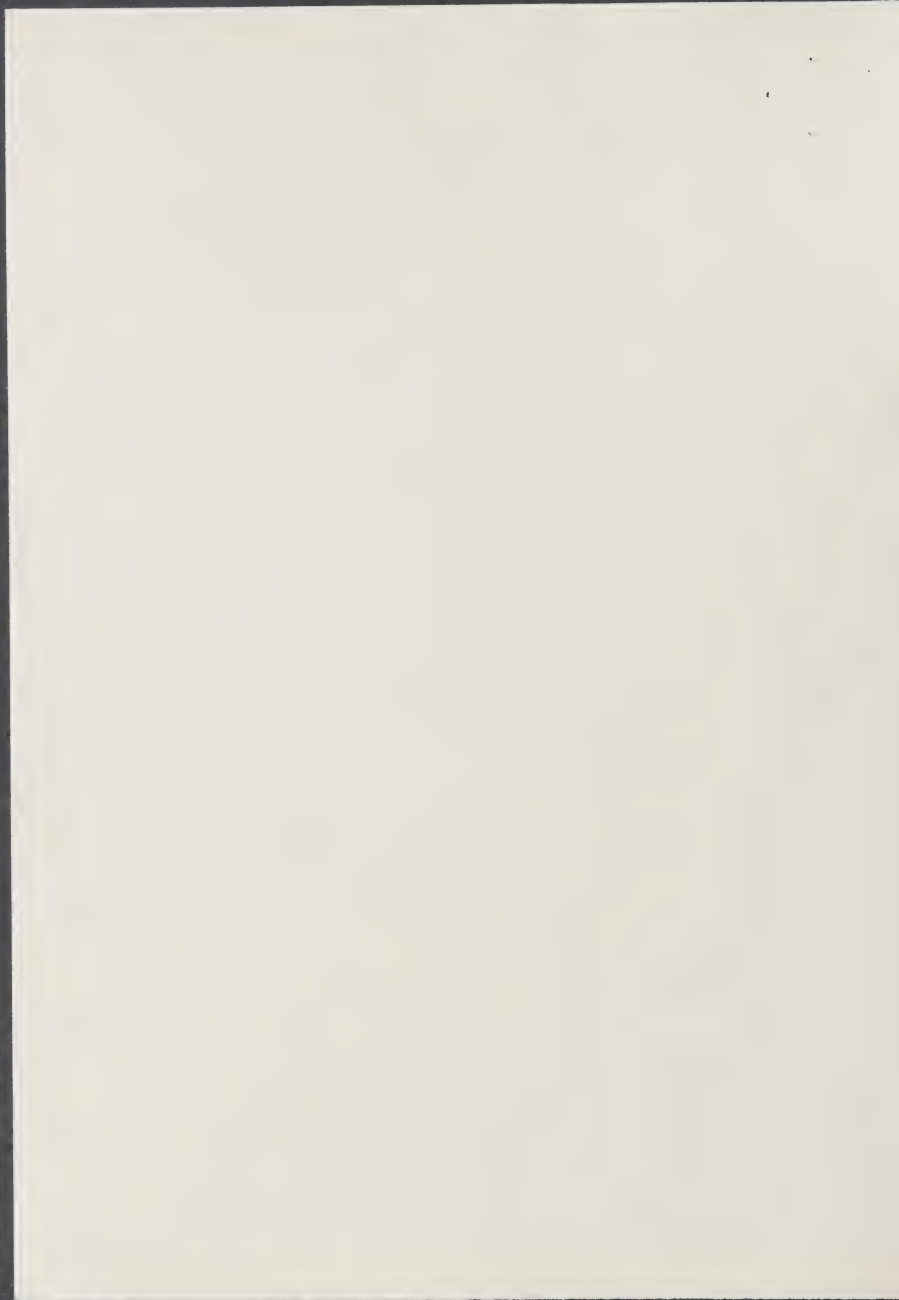
By far the best thing for you to do is to operate alone. Surely you could open a bank account in Milwaukee or in Switzerland or in Vienna, and then take out of those accounts what you need. A trip from Kiev to Chicago and back must cost about a thousand dollars, and this is a very small percentage of the many thousands of dollars which you receive from Aldrich. Please do think about this carefully; once you have it set up you will sleep very much better.

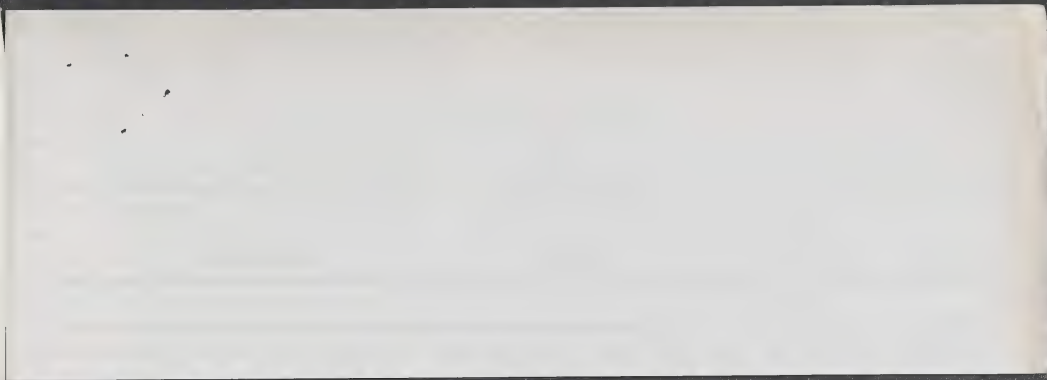
I am certain that the people working closely with you will try to persuade you--if they have not already done so--to let them have shares in your company. While your company is small, let me urge not to do that. Even if you retain a majority control, minority stockholders can be a real nuisance. By all means pay them very generously and assure them that if your company ever goes public they will have a chance to come in on the ground floor. In the meantime, keep the stock entirely to yourself.

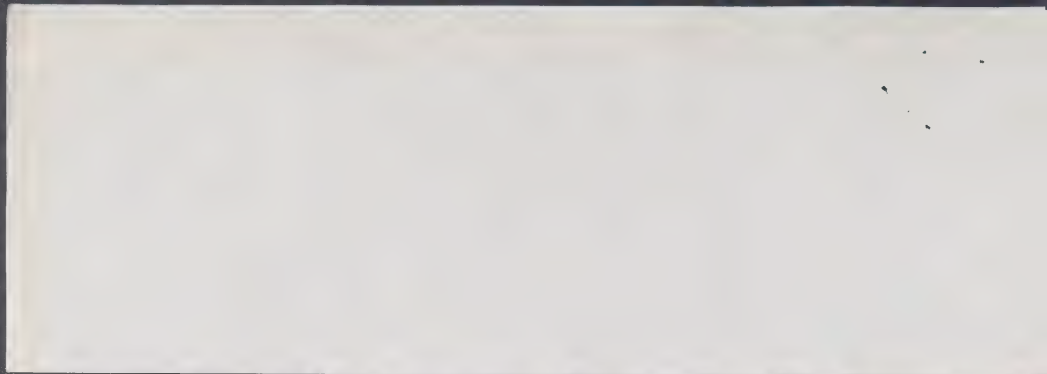
Now that we know that faxes go so well, there is really no need to send two faxes.

Fond regards, also from Isabel,









Fax Message

Dr. Alfred R. Bader

3861 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA
FAX: 414 277-07-09

Andrey Esaulenko

252212, Kiev, Ukraine
Trijtsienko 1, sp. 00
March 18, 1994
FAX: 044 413-01-38

page 1 from 2

Dear Alfred,

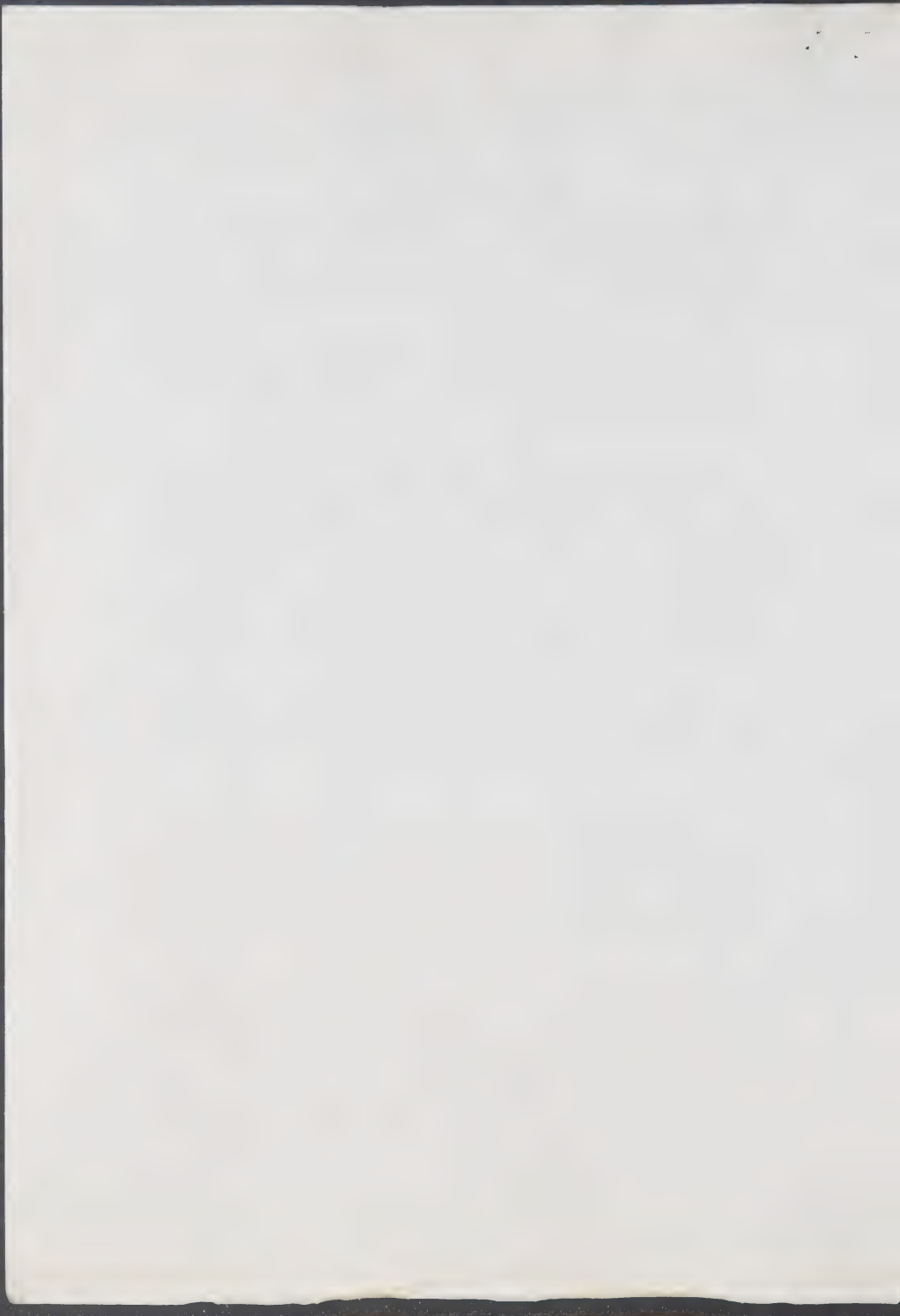
I was happy to receive your fax yesterday evening. This week I got also your letter from 20 January. Both you and Isabel are "milestone-persons" in my life. So, every message from you is an event for me.

Thank you for the information about your trip-schedule and for invitation to Milwaukee. The most probable place to meet you in Europe is the "small town in southern Moravia" or Prague. But the probability is not so high. I have a very hard job for Hewlett-Packard at the moment and in June also. On other hand, I have to visit our Bulgarian HP-district meeting in the beginning of June by car and, if I will get more detail information about your coordinates in Vienna, Moravia and Prague, I hope to find time to meet you even for couple hours.

As to my possible visit to Milwaukee, may be the probability of this trip even higher, than our European meeting. I think, Bob and Ann will come to Kiev at the beginning of August for 2-3 weeks and, afterwards may be the best time for my American trip.

You heard about our difficulties. But it is my life. It was bad luck event. On the other hand if I were stopped on our Ukrainian border with the money, I would be in prison for 4 years! All my property would be confiscated. So, the luck was not so bad. Dr. Aidor realized also that his activity was also not so legal in Hungary. That's why he wrote the letter to Bob.

To avoid such accidents in future I had to organize another way. At the moment, working on behalf of Hewlett-Packard I'm employer of "NOVATECH-COMPUTERCENTER" Company. The company has distributor's contract with HP. The Ukrainian head of the Company is Oleg Kolomiets (Both I and Kojka know him since 1986). He assured me that the best way to us to ask Aldrich to transfer money to Houston's account of the Company, he will give us our money in Kiev without any



Fax Message

Dr. Alfred R. Bader

2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA
FAX: 414-277-07-09

Andrey Esaulenko

25221E, Kiev, Ukraine,
Tymoshenko 11, 20.80
Kiev 19, 1994
FAX: 044 413-31-88

page 2 from 2

commissions. I trust him absolutely, and his American partner
Mr. Stefan SOMOGYI as well.

I know how interesting to you to collect new persons. If you
have will to contact him, or even to meet him, I'm sure you will
never regret about the acquaintance. His mail address: **5433
WESTHEIMER, #600, Houston, Texas 7705, phone (713)
623-8001, fax: (713) 623-804.** He founded "NOVATECH"
three years ago in Kiev and now it is 120-employers Ukrainian
company. He know 12 or 13 languages.

I'm sorry that I decided to fax you again, but hope that if I
print the message by big font and make it twice, it will be
readable. By the way, your last fax is great to read.

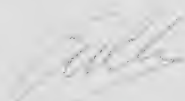
I had my last phone-contact with Kolja week ago. He and
his wife Olga are students in Lawrence University. I was happy
to learn that they are OK.

I asked my friend who keeps his small art gallery in Kiev
year ago about your passion on Dutch 16-17 century authors.
He told me that he heard about some last century French
paintings only. So, I'm not so helpful to the business for you.

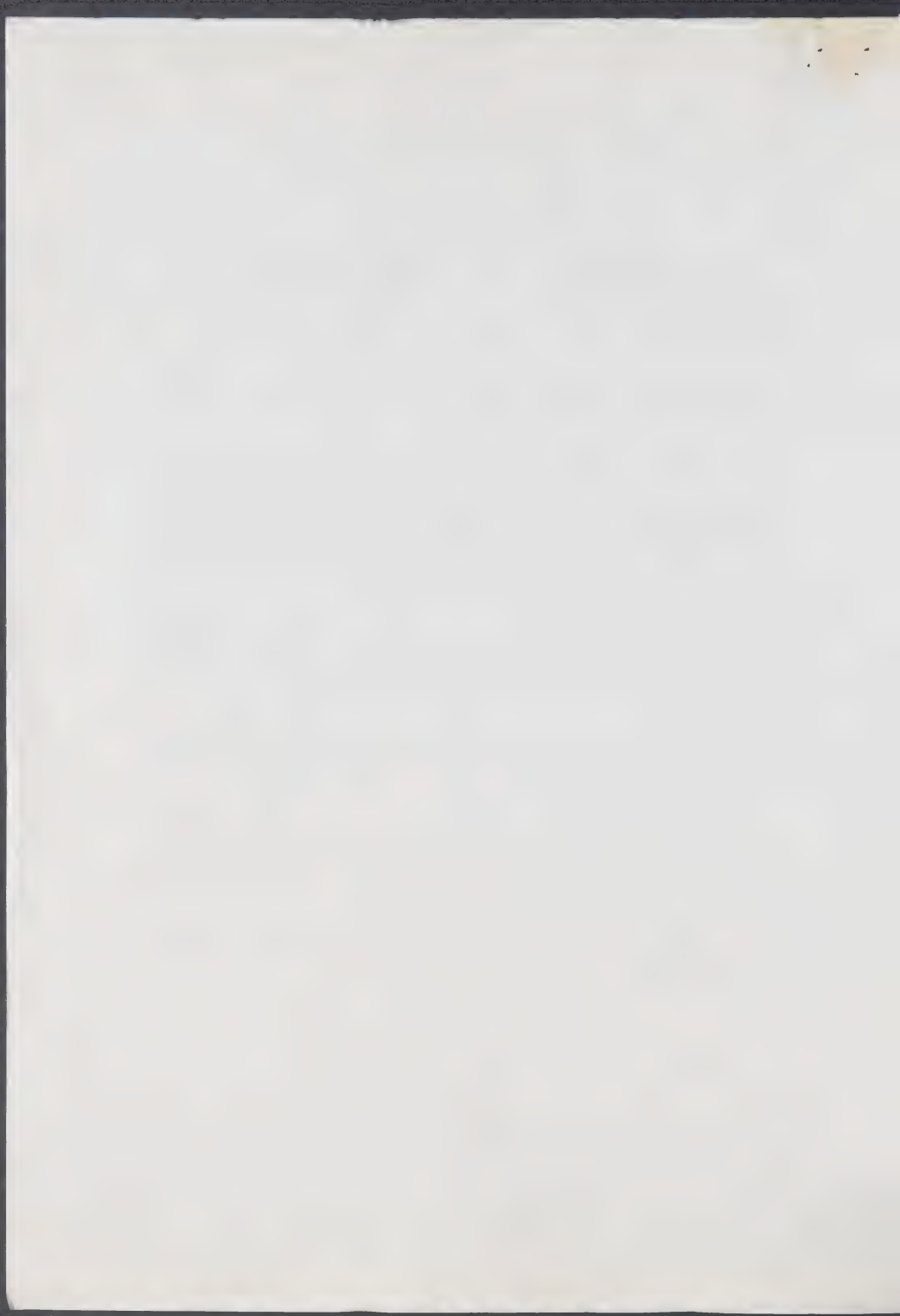
If you will decide to write me again, and a fax-machine
will be available - please, don't hesitate to use it. If no - the best
way to send it to Dr. Andor's address.

Best personal regards for you and Isabel.

Sincerely yours,



Andy



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

March 18, 1994

Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy,

Thank you so much for your handwritten letter of January 23, mailed from Vienna on January 30. Mail from Vienna is notoriously slow.

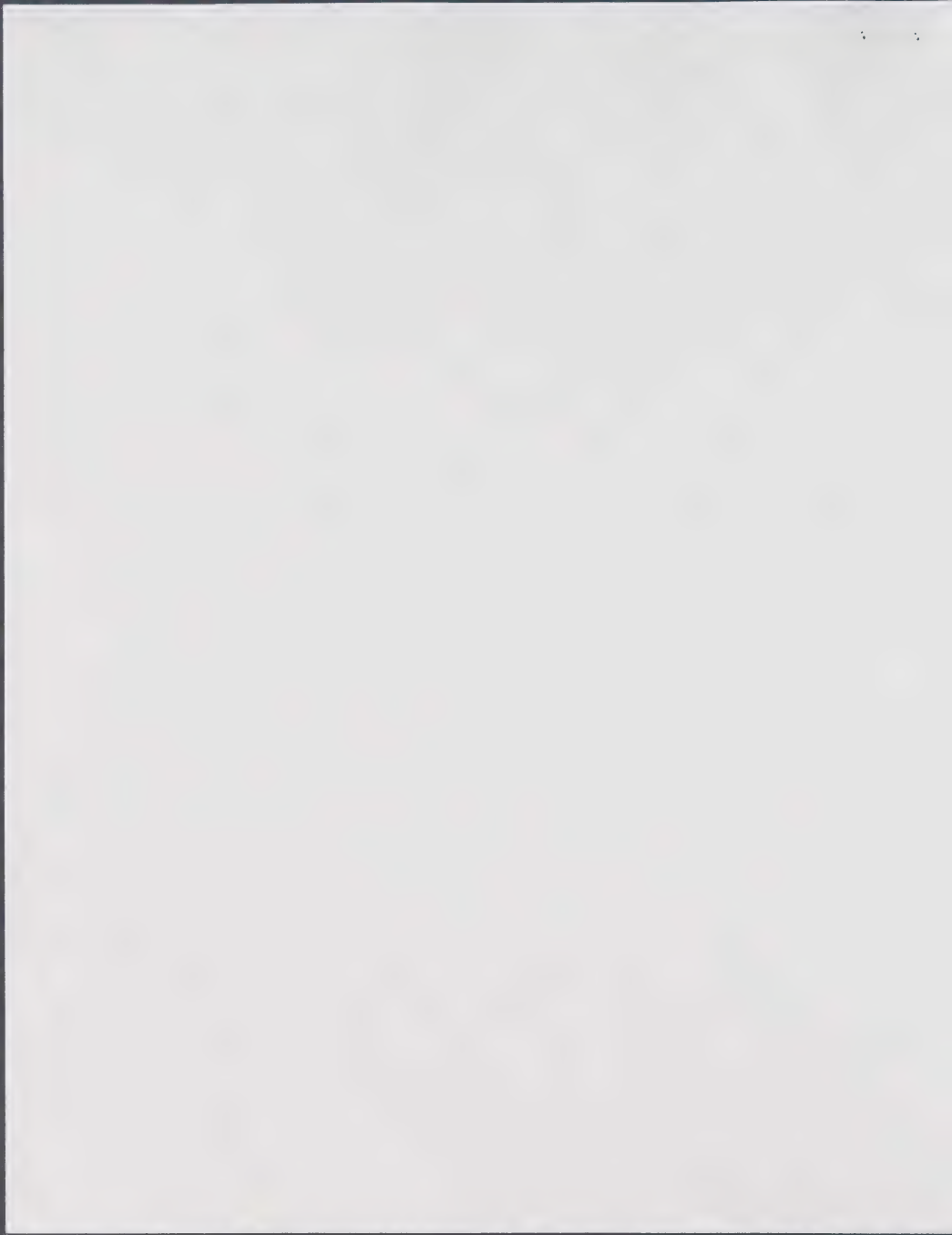
Unfortunately, I wrote my long letter to you in Bexhill by hand, mailed it to Kiev but didn't keep a copy. I don't have a fax in Bexhill either, and anyway know from past experience that faxes to Ukraine are difficult. So, I will send this letter again to Professor Andor and will also try to fax it to you in Kiev.

I know that you will enjoy the Wandlers' visit to Kiev and the Crimea. Both are fun people, hard-working, and totally honest.

There is no doubt in my mind that my advice to you to keep ownership in your company in your own hands is good advice. I have gone that road myself at Aldrich, and know the difficulties which shared ownership entails. My mistake at Aldrich in the 1960s was that I did not pay our best people sufficiently, and some of them left.

Bob has told me about your legal difficulties. Of course I know that from our end everything you have done has been legal, and yet I can understand that someone not familiar with our operation might think that you were dealing in drugs. Clearly, if that is the case and you need affidavits from us, please let me know.

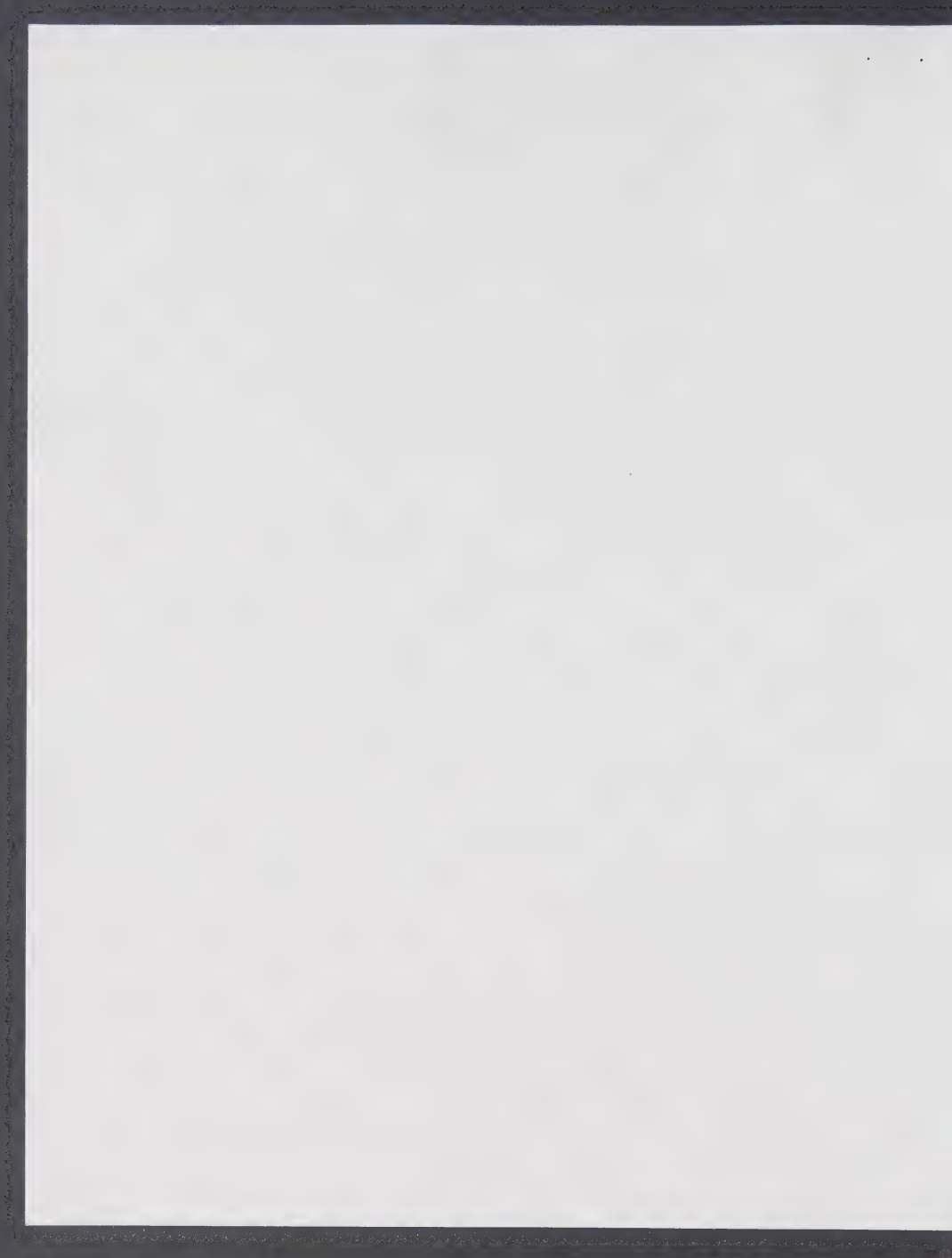
I don't have any plans to visit Hungary this summer, but we will be in Vienna on June 11 and 12 and then again from the 18--21 of June. In between, from June 12--16 we will be in Prague, and on the 17th in a small town in southern Moravia. A friend will drive us.



Dr. Andrey Esaulenko
March 18, 1994
Page Two

Are you planning a visit to Milwaukee? If so, I hope that it will be after the end of August, because Isabel and I will be away most of the time between the end of May and the end of August. When you come to Milwaukee, we hope that you will stay in our home. It is not as comfortable as a hotel, but the paintings are better.

Fond regards from house to house,



Dr. Alfred Bader
2361 North Shepard Avenue
Milwaukee, WI 53211
U.S.A.

January 23, 1994.

Dear Alfred,

Many thanks for your letter from December 30, 1993. Unfortunately, I have not received your previous "long letter" you sent from England to Kiev. Frankly, I was worrying about you and Isabel within this time. So, I was happy to learn from Dr. Andor about your cordial letter.

Bob Waudler called me on my birthday to Kiev. It was the best gift for me. He told me that he and Ann are going to visit us. I offered to shift their trip to August in order to see not only Kiev, but my native town Yalta in Crimea. If it will be no revolution in Ukraine at that time, I'm sure that able to provide security both to Ann and Bob. I know how people from the Western countries are not ready to our reality. Security is not so urgent but important problem. I will devote myself to provide security. The most urgent problem will be to demonstrate every place of interest in Kiev and Crimea to Bob and Ann. If they would travel by themselves it will be very expensive to them and they see only small part of places.

I and my friends, can provide this trip almost free or charge. At the same time, I'll do my very best to show the most beautiful places in Crimea.

Owing to our "Alsi's" activity Kolja Gerasimchuk bought one-room flat in Kiev, so Bob and Ann will stay here without any fee. I will connect with my friend in Yalta to rent a flat with minimum expenses. So, I think that Bob and Ann have to spend their money for flight tickets only.

Our relations in "ALSI" are not so simple. I mean my relations with Mr. Taras Ilkun and Mrs. Yelina Kukharicheva. According to your recommendations I treat them very well financially, but "keep the ownership" under my control at the moment. You was absolutely right, I'm able to estimate your advise now. Unfortunately, human nature is far from ideal, but this is our reality, and we have to make our businesses with the people sent by God. There are few persons I know, ~~which~~ who are able to make a true rank among values. Who are able to place human relations as the major priority and to put money to the second place. I'm happy that my first person was Kolja Gerasimchuk ~~and~~ as a companion. I'm satisfied with Dr. Andor's attitude to our business. I've got confidence in Bob Waudler.

Anyhow, we have a real crew of enthusiasts in Kiev devoted to ABC-collection. Appr. 1.500 samples were sent to Bob at the moment. Another ~1.000 samples in Kiev are in process of m.p., NMR, TLC-control. Practice shows that we reject appr. 30% of the samples we were offered in lists. And discards ~20% of them, because of their wrong m.p., TLC or NMR-spectra. Unfortunately, we are not able to check up every chemical by all methods. But since October 1993, we had to introduce the total m.p. control.

It would be pity if your long letter ^{will be} lost. So, if you already have the file, could you duplicate it and send me by fax? (If you have a computer in England).

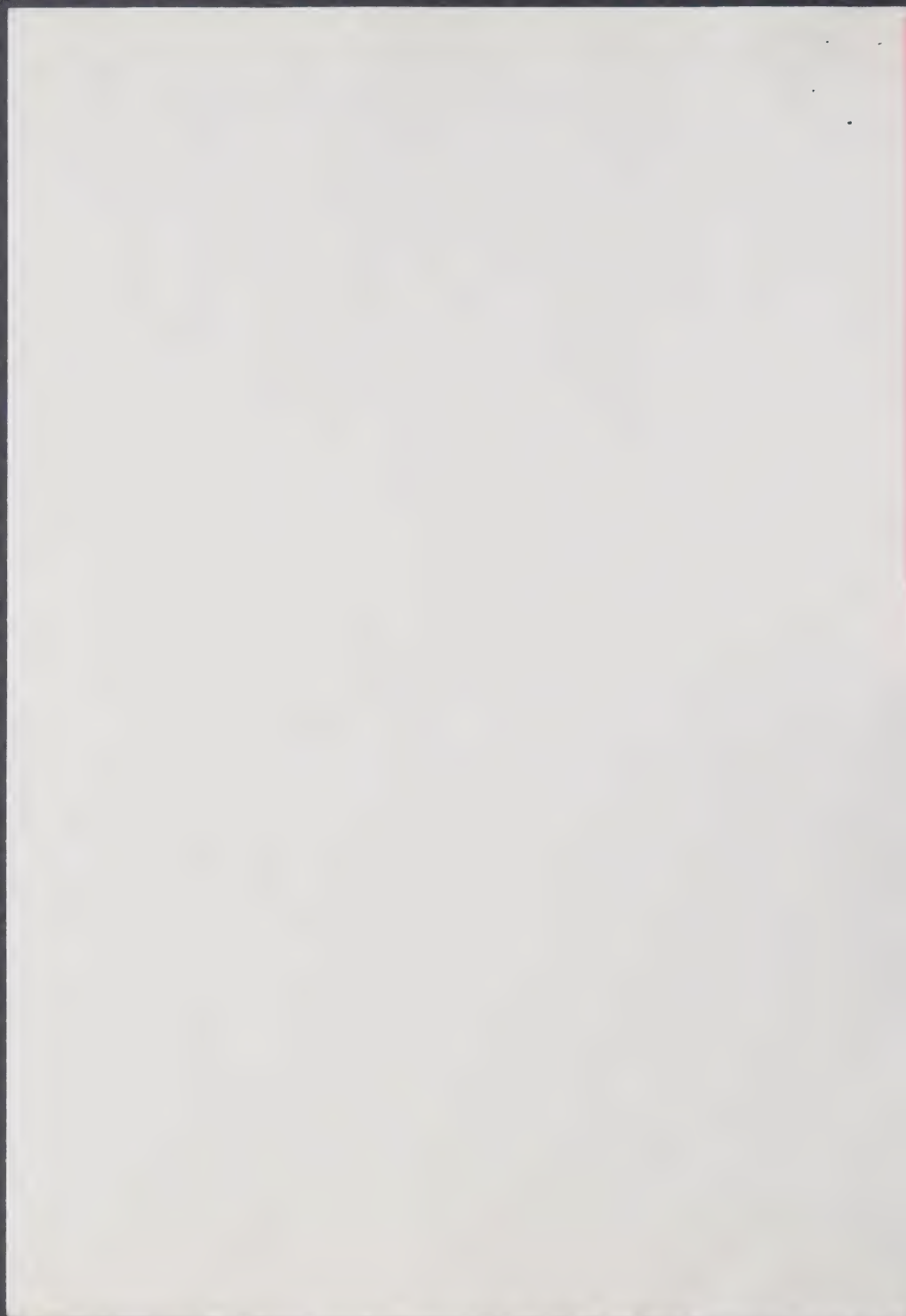
I wish you all the best.

Sincerely yours,

Andy

Andy

p.s. My best wishes to Isabel!



Dear Mother

10 W. 11th St. New York
N.Y.

Dear Mother
10 W. 11th St.
New York

Dear Mother and Alfred

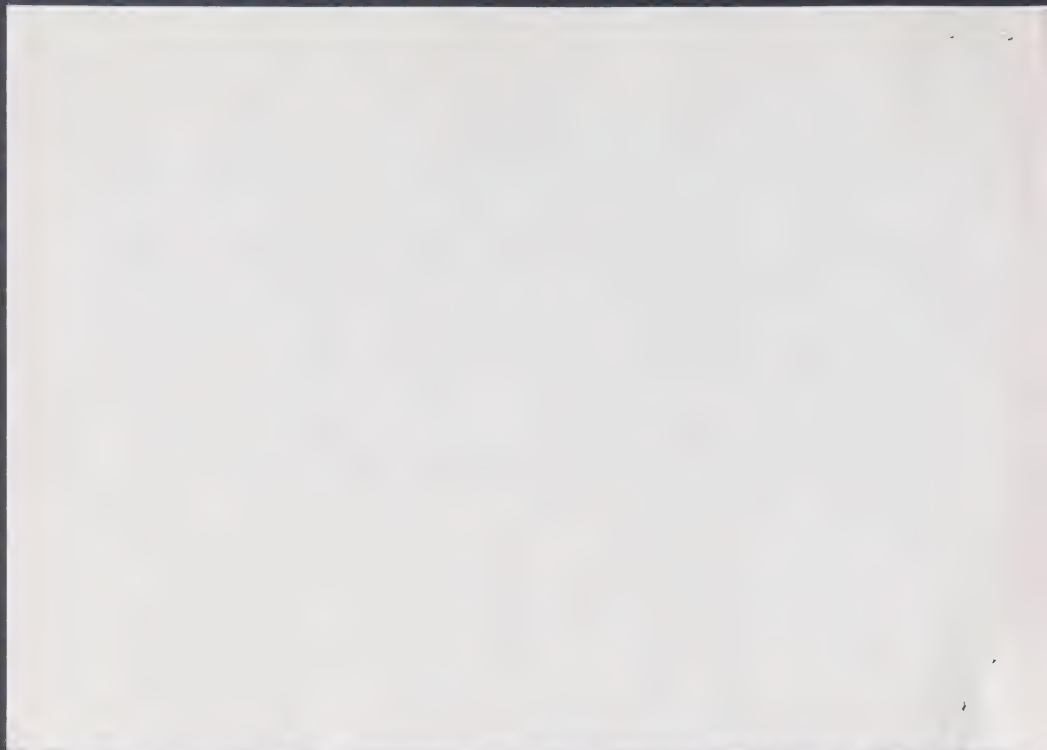
Happy New Year

I wish you could be here with me
and Alfred - I'd love to see you
and Alfred - I'd love to see you

With love to all

Sincerely yours

Frank



TO Mr Alfred and Mrs Isabel
Bader

RE No. 462-81-22

FROM Audrey C. Cook
257 - 10th Avenue
S.E. - Seattle, Wash.
FAL 2-284-474-17-22

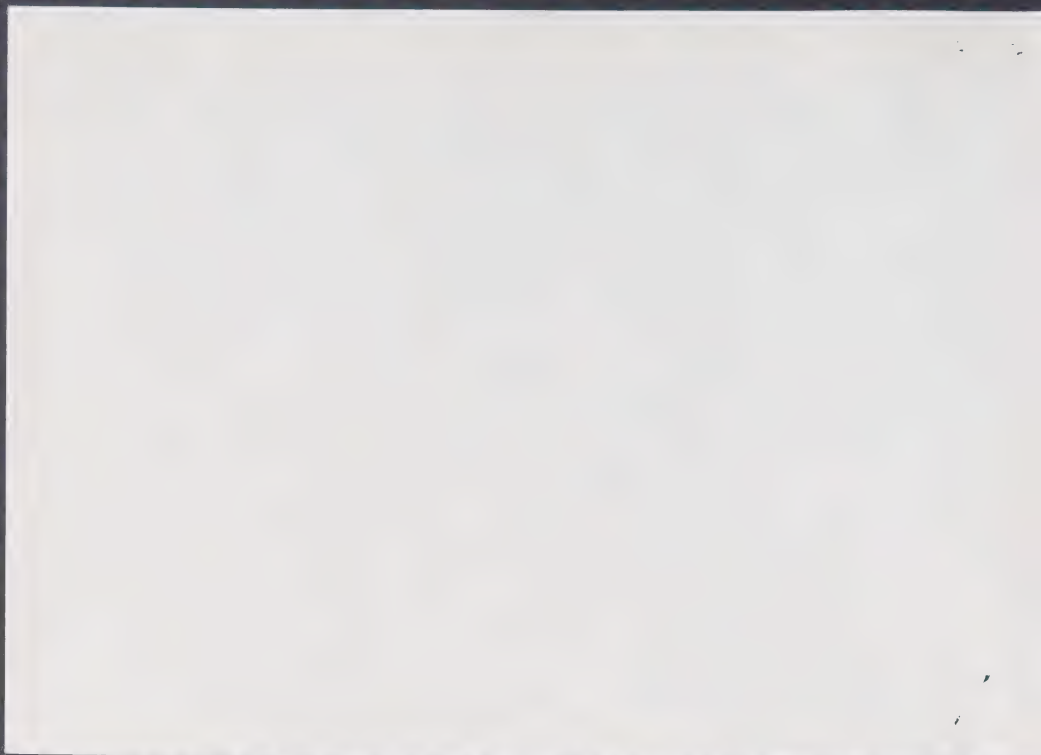
Dear Isabel and Alfred

Happy New Year!

I wish you sound health and exciting
trips in 1934. Let God will save you
All possible best regards

Sincerely yours

Audrey C. Cook



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

December 30, 1993

Dr. Andrey Esaulenko
c/o Prof. Dr. Andor Jozsef
Eros J., u. 4 (IVe/16)
H6723 Szege, Hungary

Dear Andy:

I hope that you have received our long letter which was sent to you from England earlier this month. As I don't know how good the mail is to Kiev, I will try to send this letter via Professor Andor.

I just had lunch with Bob Wandler today, and he told me how very happy he is with the samples you send to him. This year he believes he got 9000, all very satisfactory.

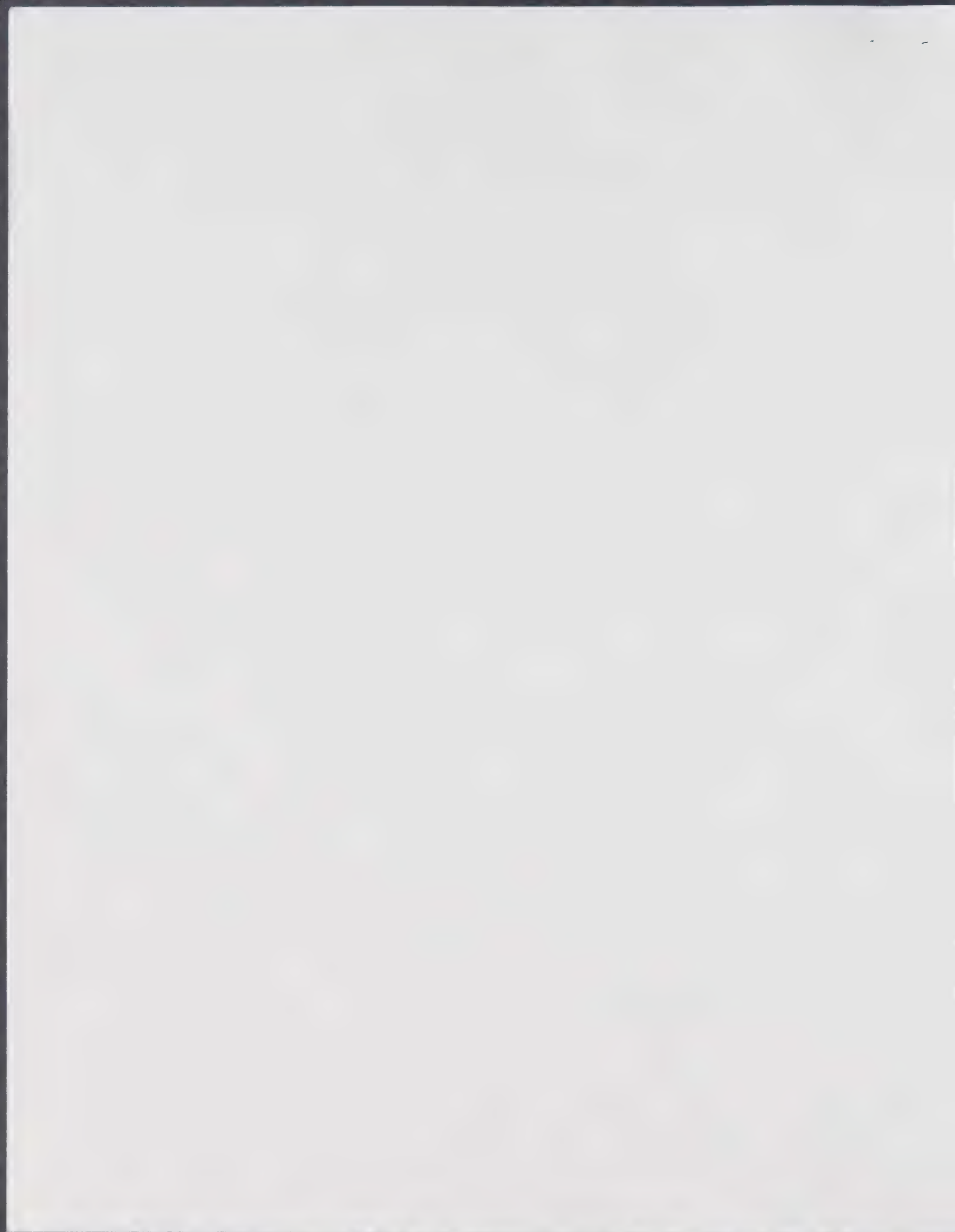
You will recall that initially you sent the compounds via Aldrich Chemie in Germany, and that often led to delays, mainly because our German company mislaid the samples. Now Professor Andor sends them via DHL from Szege to Milwaukee, and that works exceedingly well.

Bob told me that he and his wife, Anne, plan to visit you in Kiev next summer. Anne is also a delightful person who used to work at Aldrich and is now with General Electric. When they visit, do make sure that they are not in danger of being robbed; we hear such horror stories about how foreigners are treated in Eastern Europe.

Bob mentioned that you might be introducing him to various chemists supplying you with chemicals. Be careful, because human nature being what it is some of your suppliers may want to go behind your back and supply Aldrich directly. That, of course, wouldn't be right, and as long as Bob Wandler is in charge you don't have to worry that you will be undercut. But we are all human and Bob may not be in charge of the Library chemicals forever. After all, you are doing such a good job selecting, labelling and shipping the compounds, and shipment through Professor Andor and payment to Professor Andor is now so smooth that it could hardly be improved.

All good wishes for 1994, from Isabel and me to you, your wife and associates.

Your old friend,



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

January 20, 1994

Dr. Andrey Esaulenko
11, Timoshenko St., Ap. 80
252 282 Kiev
Ukraine

Dear Andy,

Isabel and I spent a little while in New York City looking for really good paintings--and acquiring three--and that has delayed my thanking you for your beautiful New Year's message.

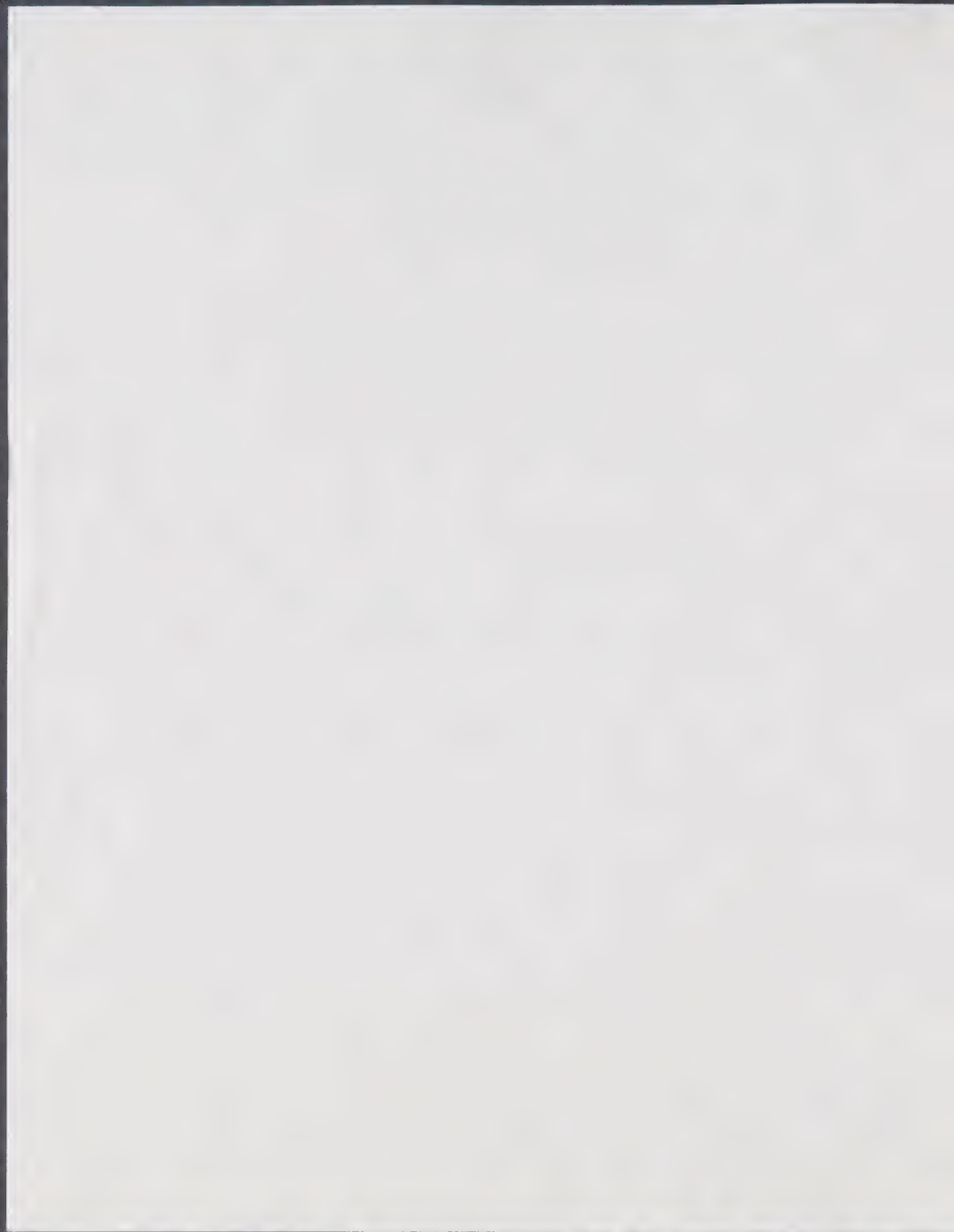
When next you write to me, please let me know whether letters arrive more quickly if sent to you like this one, directly to Kiev, or whether they would get to you faster if sent to Professor Andor.

Isabel and I will now be in Milwaukee most of the time until the middle of May, and we very much hope that you will visit Aldrich and us while we are here. I just talked to Bob Wandler, and he told me that he continues to be satisfied with your samples.

From the middle of May until the end of August, we plan to spend a lot of time in Canada, England and Central Europe, but it seems to us that conditions in Ukraine are so unsettled that we should not visit this year. But, we would so enjoy seeing you here.

Fond regards.

Your old friend,



Dr. Alfred R. Bader

2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA

Bob Waudley

Andrey Esaulenko
252212, Kiev, Ukraine,
Timoshenko 11, ap.80
November 14, 1993

Dear Alfred,

Many thanks for your last letter received before my long business trip to Germany this September.

I was happy when bought my fax-machine. Thinking about the possibility of instant communications with you, I had not take into account probable distortion of text. Please, accept my apologies.

I attended 3-week of HP-training courses in Waldbronn (town near Karlsruhe with HP-analytical plant in it). Then, I spent one week in Germany, selecting my own car.

I took second-hand Volkswagen "Passat"-combi - 10 years old, 150.000 km run, diesel, red one in good condition.

May be it was not the best choice, but it was not enough time for make another selection. On the other hand, to have a more fresh car is so dangerous as to keep a Rebrandt's paining at you flat in Milwaukee.

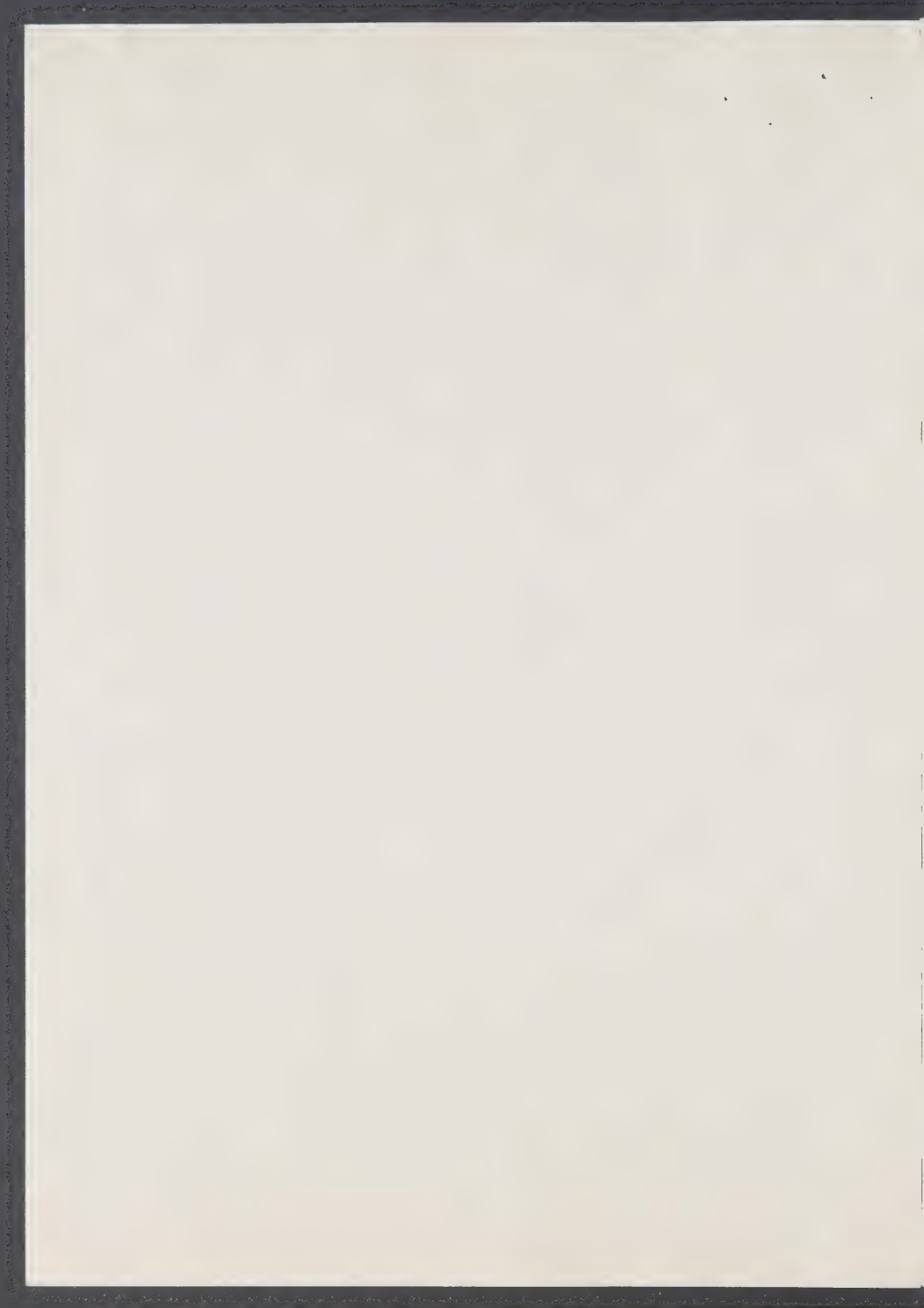
I was offered by rep of an auto-firm in Stuttgart to make total repair of car's engine. Together with car price it cost me 8.000 DM in Stuttgart. One can add car-insurance (550 DM), diesel fuel (200 DM) and all formalities in Kiev (500 \$) to get appr. 6.000 \$ of total car-expenses. I bought my garage near my flat for 2.500 \$ this July. So, it is not negligible money even for USA.

Another problem I faced with, was my driving experience. I had almost zero driving level in Waldbronn and 150 km in Stuttgart when I took my car. Covered 500 km per day alone by car via Nurnberg, Munchen, Vienna I came to Szeged without problems, I realized myself as not so bad driver. Since that time, I have been driving almost every day.

But now, I've got possibility to be much more effective both in Aldrich and HP business here, to accept you together with Isabel next summer here. We can go to St.Petersburg via Moscow even by my car, if the situation in our countries will be acceptable.

All these possibilities are possible now, because of your care to my friends and me, you have been providing since that first letter more than 3 years ago to Nick Gerasimchuk.

My life became much more intensive and interesting after my visit to Milwaukee. HP company has a very good reputation indeed, as you told me. But my start was not successful. I'm an employer of INT-Center which is HP-partner in Ukraine, but actually I'm working alone as HP-analytical rep in Ukraine. Only my Vienna's supervisor Dr.Hans-Peter Schiefer and his team brings me a real aid. But the owner of the INT treats his people as a dirt, interesting in making money only. Let's imagine that I had to prompt about my salary (100\$ per month),



waiting for several weeks for it and have nothing since August. I joint to INT in February, but the first business-conversation with me concerning my duties and rights was took place in August!

Unexpectedly, I was fired from INT after my German trip, because I offered myself to join to discussion as to the possible ways out of the situation with Hans-Peter and his boss in Vienna. It was treated as "separate conspiracy behind the back of INT". It was happen moth ago.

I think you understand me, I'm not complaining, on contrary, I'm happy to separate with that people from INT. It is a great challenge to me in my life to organize my own Company. It is not so easy now.

Together with my friends - Mr.Taras Ilkun (you met him in Bratislava) and Ms.Yelena Kukharicheva (second, former wife of Nick) decided to organize one Company (ALSI - is one of the "working" names) which will be in charge on Aldrich business, and another - HELP - on HP-business here. I'm going to found the HELP together with my friend, who will be in charge on HP-service here.

Nick Gerasimchuk had bought his one-room-flat in Kiev and insisted to use his flat in Kiev somehow. So, we decided to decorate and to furniture it to create a real office of two Companies. I can't imagine how to do it without my car.

All the time, I'm keeping in mind your advises as to a Company foundation. Thus, all power of the both two Companies will be concentrated in my hands. On the other hand, in ALSI we decided to share our income:

$$(B - (B * 0.15) - E - P) / 2$$

where B - total money coming from Mr.Bob Wandler,
B * 0.15 - part of Prof.J.Andor
E - our indirect expenses (trips, tel-conversations etc.
P - our direct expenses for purchasing chemicals

for three equal parts.

We gave the half of pure income to a person, who knows and may rely to a source of chemicals or found a research-chemist we deals with. But we share all direct expenses with them also. There are appr. 10 - 12 persons who supply us with the samples.

As I told you, we agreed with Nick Gerasimchuk during our Milwaukee's visit that we preserve his income from his agreements with chemists here up to the moment when he would get a constant fellowship or salary in the US.

I think, you know that he, as well as his wife Olga are postgraduate fellowship students in Lawrence University of Kansas. So, since this September, he will not involved in income from all the samples we will find. But, according our Milwaukee's agreement, he will get 15% from my share of



Aldrich's business here. If HP will pay smth. for the flat, I'll forward these money to him also.

Nick's share from the samples we have collected since January is 6.500\$ appr.

I forced to share my income with my friends, because I'm not able to "digest" all 5.000 samples we have collected this year alone. Taras Ilkun, is doing all analytical and expert's work and Yelena Kukaricheva who is in charge to make search trough Aldrich data base and to make all lists and labels of the compounds.

It would be very interesting for me to learn your opinion as to the principles, we put into the fundament of the ALSI. May be they are far from perfection but some of them were dictated by "historical circumstances". Practice showed that they are "working", so it's difficult to change them.

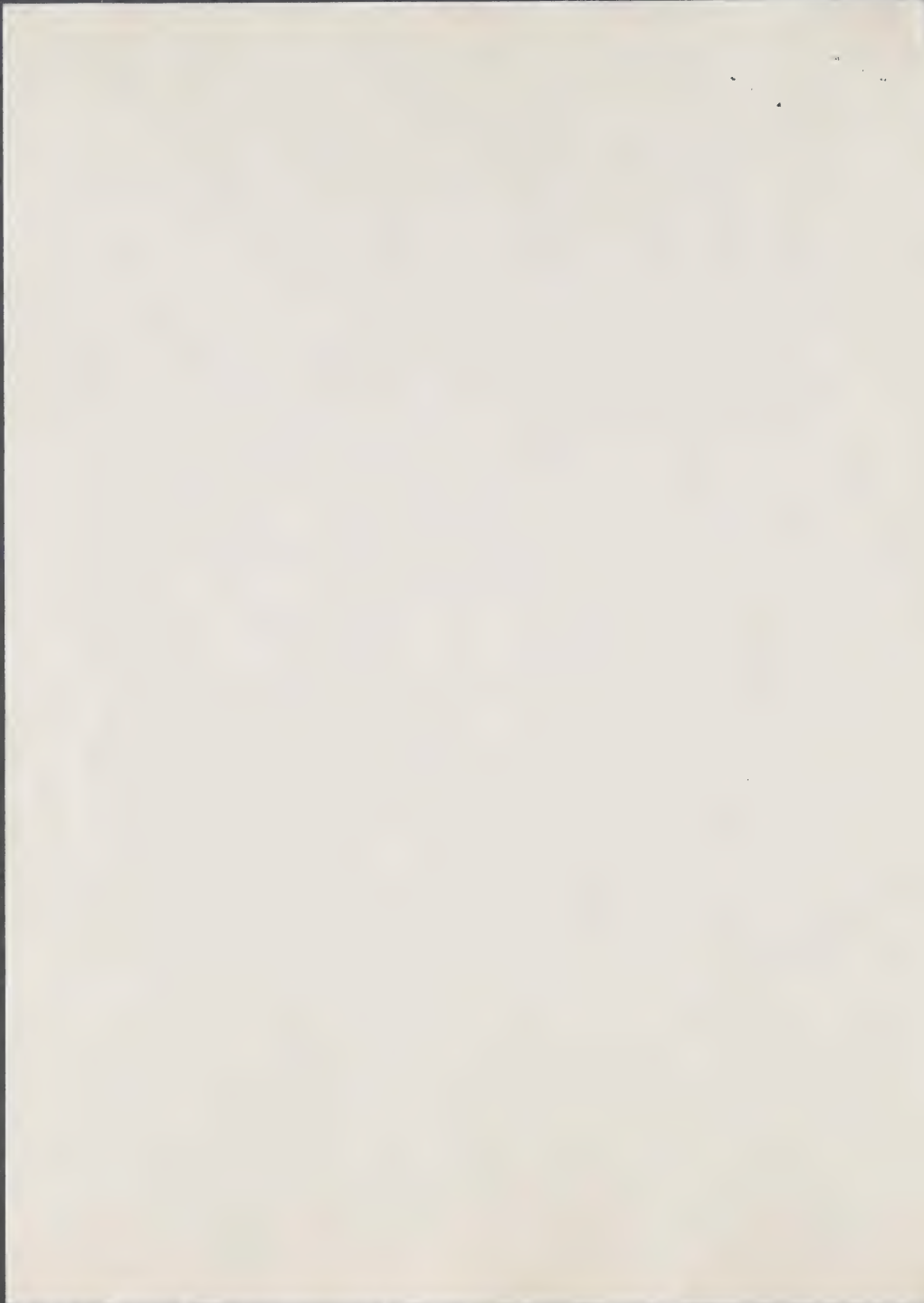
I can add at the end of this quite long letter, that I'm missing for your and Isabel and would be very happy to learn smth. more about your life: current trips, plans, events, troubles etc.

I'd like to visit you and Isabel as at earliest convenience in any country I'm able to enter.

Best personal regards,
Sincerely yours,

Andy
Andy

S.S. Merry Christmas and Happy New Year!



Mrs. Isabel Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA

Andrey Esaulenko
Kiev, Ukraine,
Timoshenko 11, ap. 80
October 29, 1993

Dear Isabel,

Happy Birthday to you! All possible good wishes for your family!

Again and again, I recall the meetings with you and Alfred in Milwaukee, Bratislava and Budapest. Undoubtedly all of these events were remarkable in my life. They gave me a lot of food for my brain to learning both myself and persons I have known as well.

There are a lot of persons dreaming to become a rich ones. They think that if they will get a great deal of money, they will get everything or about everything.

There are a lot of fiction's, theater's and movie's compositions devoted to the subject. Undoubtedly, this is an ancient question and may be quite banal one. So, I have no intention to join to the discussion.

But one thing to know about experience of other people, and another to generate attitude of my own.

Nobody, but your family gave me the most powerful example which enrich this quite common point with many important details.

The week in Milwaukee showed me that both you and Alfred have very intensive and even hard temp of life. I'm fascinated by the total energy of Bader's family. I wish you to stay on this "energetic" level for many many years.

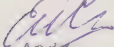
I know the person in Kiev who is very proud that he operates with hundreds thousand dollars and all the time he is talking about his profit.

I remember how Alfred all the time told me about you as the greatest treasure in his life. This makes me to pay more attention for my wife also by the way.

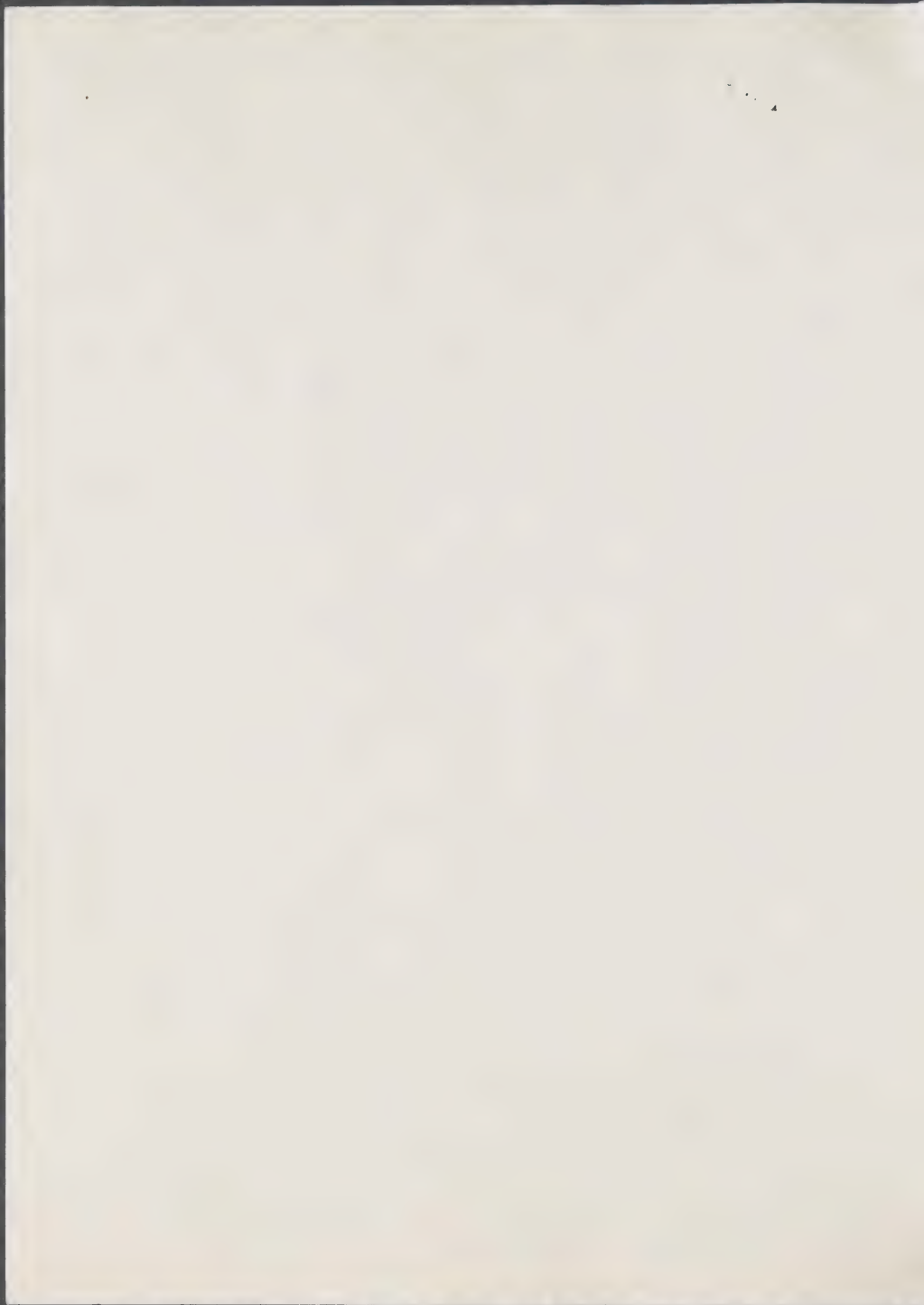
I'm looking for our meeting again.

I wish you all possible the best.

Sincerely yours,


Andrey

P.S. Best regards for Alfred!



Dr. Alfred R. Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

July 29, 1993

Dr. Andrey Esaulenko
Timoshenko 11, ap. 80
Kiev, The Ukraine

Dear Andy:

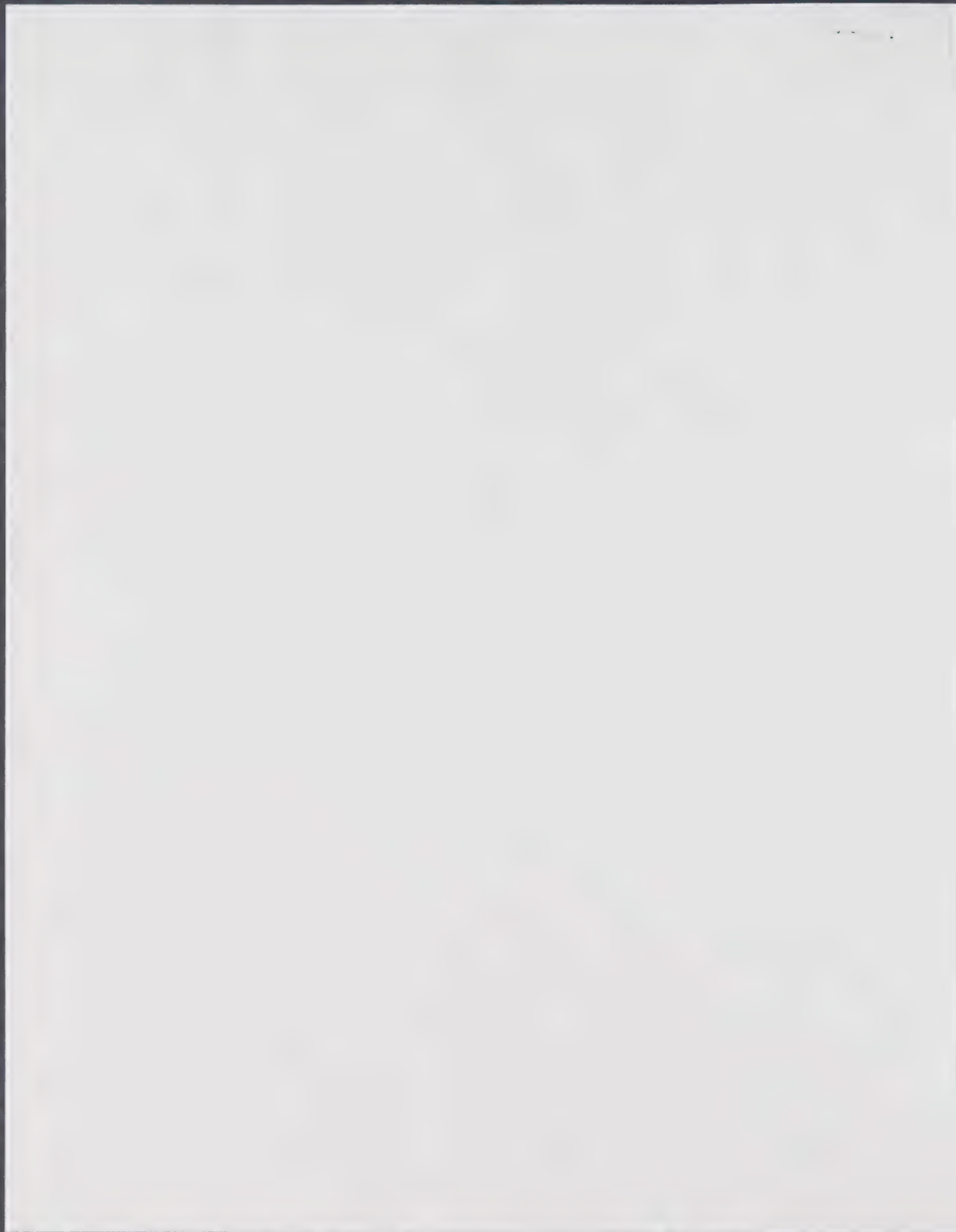
Thank you so much for your fax of July 27, copy of which I return to you. As you will see, my reason for preferring letters is because so often in faxes individual lines get very hard to read.

Bob Wandler is doing exceedingly well, and I am sure that he is doing his very best to pay you within a few days after receiving the samples. However, so often there are delays on the way, particularly at Aldrich Chemie in Germany.

Best wishes.

As always,

Enclosure



Dr. Alfred R. Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA

Andrey Esaulenko
Kiev, Ukraine,
Timoshenko 11, ap. 80
July 27, 1993

Dear Alfred,

Thank you very much for your letter (July 3). I got it last Saturday. Do hope you have return to Milwaukee from England safely. I'm missing for you and Isabel and happy to get any news from you. Looking forward to meet you here next year and show you all possible things.

I never hesitated, as to the Bob Wandler's reliability. Despite my English is not good, I felt him as a decent person, when visit Milwaukee. That was the reason why we were able to collect more than 4,000 of the new samples here since this January.

I got my appr. 7,000 \$ in February but, have invested practically all the sum for the development of our business here and ~~as my business is in the same I have not been able to do it~~ if I was not convinced in Bob's honesty. He is very kind, honest and cooperative person and I hope to spend my children's summer vacation with him and Ann once upon a time.

So, I like him as a human being and business partner. But I have been filling your absence in Aldrich all the time.

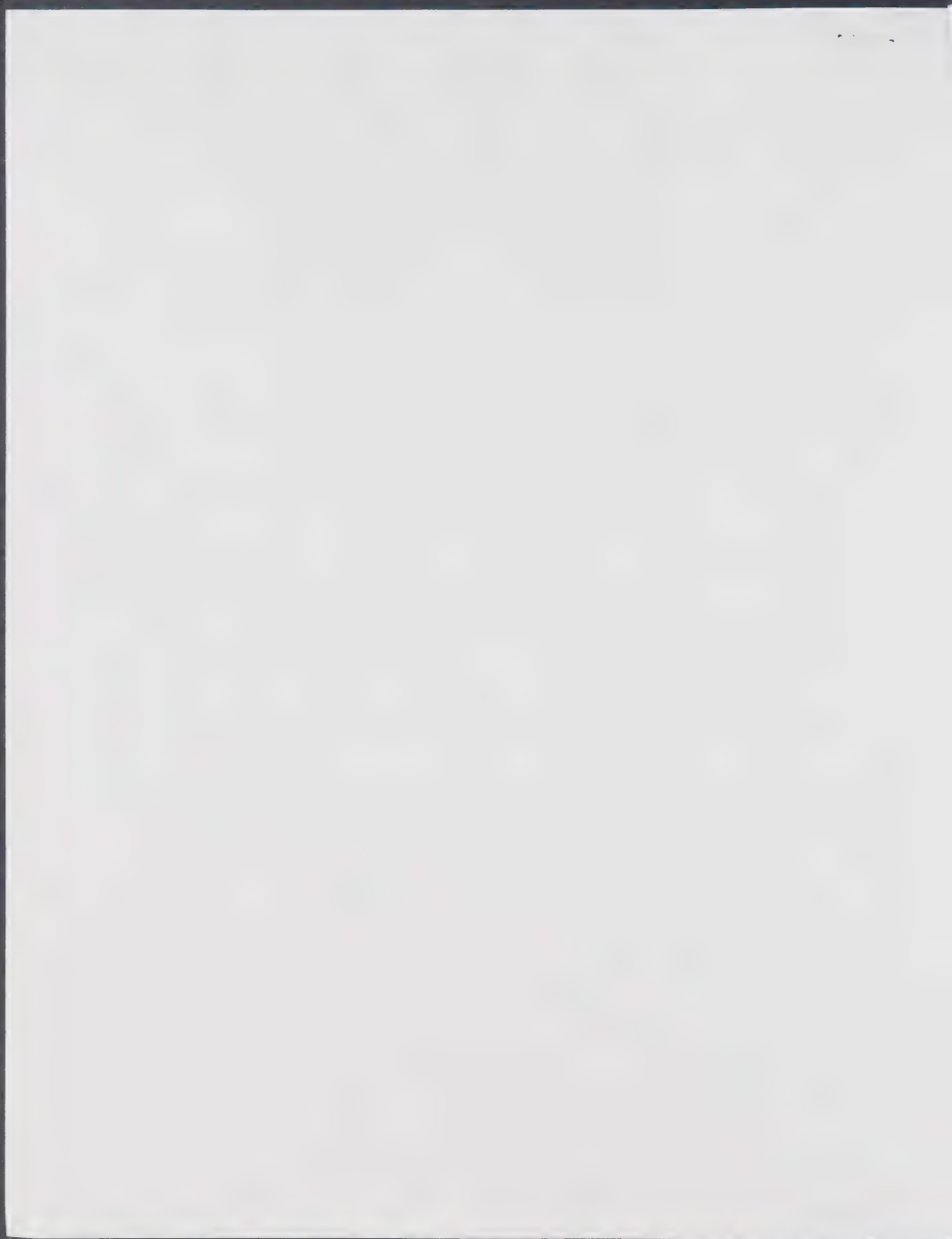
~~I made Bob's life quite complex with those samples. However~~ it is not so easy to Aldrich to pay all the money at once. I'm realizing also that his job is not to pay me for the samples only, but to sell them to his customers mainly. Otherwise Bob will be fired out.

You gave my address to you friend J.J. Elkin - thank you. Naturally, I'll do my best to help him, but I'm afraid to rely to our people here. I faced with such a situations. If somebody assure me that he is able to supply a partner with smth. and than do nothing, I'll share a part of his irresponsibility also. But in all business transactions, I'm thinking about my good name, first of all. Because money is powerful instrument only. I think, human relations are of the most important in our life. There is no one person on the Earth who is able to meet more than 25,000 new people in his life for even 5 minutes conversation, but the average number is not more than 5,000. So, I regard, that I should appreciate every human contact, because it is a real value. I feel you hold with me.

I would be very glad to get your reply and to learn your schedule for the nearest future.

All possible best regards for you and Isabel,
Sincerely yours,

Andrey



Dr. ALFRED R. BADER
52 WICKHAM AVENUE
BEXHILL-ON-SEA
EAST SUSSEX TN39 3ER
Telephone: (0424) 222223

July 3 1993

Dear Andy

E. Sauterka

File

Thank you so much for your fax to
Vuos, given to me by Ing. Matias (a good
friend and a great human being, like you) and
now for your letter of June 23, received to-day.

Bob Wandler is absolutely honest and
reliable and - when in Milwaukee - I talk
to him often. But chemicals often get
delayed in Germany, and Bob cannot
arrange for payment until he has the chemicals.

I do hope that when you start a
company, you will be the sole owner.

So treat the people working with you very
well - but keep ownership until the
company has really grown.

A few days ago a man I know well,
J.F. Elkin telephoned me from America to
ask whether I know of a totaly ...

intelligent man in the Ukraine. I gave him
your name.

I have known J.J. Elkin since he was a
baby in Montreal in 1941. His maternal
grandfather got me out of a Canadian
prisoner of war camp, where I had been
suspected of being a Nazi!

If you know what a 'business operator' is?
J.J. is an 'operator' - he built up a gold
mine in Brazil, is now developing condominiums
in Hawaii, and would like to buy Scandinavia
in the Ukraine. I don't think that J.J. is
dishonest, but he often is very optimistic and
a great salesman. Be careful and consider
working with him only if your interests
are safeguarded and payment to you is
certain.

We don't have a fax here, but will
be back in Milwaukee on July 26.

Love regards from Isabel & me

Your old friend

Jeff

Date: June 23, 1993

To: Dr. Alfred R. Bader
Mrs. Isabel Bader

2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
FAX: 414 962-83-22
USA

From: **Andrey Esaulenko**

Kiev, Ukraine,
Timoshenko 11, ap.80
FAX: 011 7 044 413-31-38

Page 1

Dear Alfred and Isabel,

I tried to get you via VHS fax on 8th of June, but the great probability exists that you have not received it. So, I'm sending you enclosed message.

I do hope that your European trip was successful. There are some good news from the hospital: my mother-in-law feels much more better after operation.

We had telephone conversation with Bob Waudler recently. He is treating the first part of the samples we have sent and going to send money to Dr. J. Andor in a few days.

If I'll get these money safely, together with my friends, we are going to found our company (but illegal one, otherwise we were had to pay more than 60% taxes) to facilitate "Aldrich's" activities in Ukraine.

Thank you once again for your advices concerning the main principles of a company building. May be it is not so easy to you to evaluate how important your courage is

I think that our main task is to provide "Aldrich" with true, pure and not ordinary chemicals. We use now multistep procedure to get this target. When I meet with our partners I used to try to understand the reason why this or that type of compounds have been desired. It is very important to learn any detail of story. We have stopped to purchase simple azomethyne derivatives and other series of one-step-made chemicals I and Taras Ilkun, we are looking through list

of offered compounds crossing out trivial ones. Then, Ms. Yelina Kukharichera (former wife of Nick Cerasimeluk) examines every structure, whether it is contained in Aldrich data base. She discards Catalog's ones and marks ABZ-compounds already exists in the Library. Looking to such a compound we estimate its value and its quantity. After that, we are looking on every sample to estimate quality of chemical. Some times we check up its melting point or NMR (¹H) spectra. Naturally, we are not able to check every one, covering only few per cents. As a result of this work, we have discarded about 20-25% of the total amount of the chemicals we ^{were} offered.

As it concern to the bulk chemicals, all of them were tested by GC/MS-method, but we are going use some additional ones in future.

I'm looking forward to hear from your soon. If you have bought a fax-machine for your England-home, please, tell me its number. I know how busy both of you are, so I think, it is much more convenient for you to get letters or faxes instead of telephone talkings.

I wish sound health for both of you.

Yours cordially,

Carl

Andy

Dr. Alfred R.Bader
c/o Ing.V.Matous

Výzkumný ústav
Organých syntéz
532 18 PARDUBICE - RYBITVÍ
Fax: 42 40 40682

Andrey Esaulenko
Kiev, Ukraine,
Timoshenko 11, ap.80
June 7, 1993
fax: (044) 413-31-38

Dear Alfred,

It was great pleasure to me to receive your cordial letter from April 29, 1993. Thank you.

You formulated some very important, living items concerning our life and our business here, which I had felt intuitively. I completely share your point of view.

When I had come back to Kiev from US, I told to my friends about your (and Isabel) unique, very subtle sense of human's personality. You confirmed it ones again, when mentioned my disposition to share ownership of business with my best friends. I had some chances to make sure that it is quite dangerous, as well as the dictatorship manners of head of an enterprise.

What a pity, that I have no chance to meet both you and Isabel somewhere in Czech Republic this year. I'm practically, "pinned down" in Kiev now. Tomorrow, my mother-in-law is going to go to hospital to get very serious surgical operation. So, I do hope to be available only in July.

I was happy to learn that you have strong intention to visit us next year. I think, I'm able to provide you with decent boarding and lodging here. When you come, I'm going to guide you in Kiev, in Moscow and St.Petersburg. I offer you May - first part of June, as the best period of year-time.

I know you as a very good speaker and I'm sure that your lectures here will be successful. But may I ask you to send me the list of topics. I should prepare all things in advance.

Our business with Aldrich runs good, we have sent about 2.500 of new samples this year. But it was 1,5 month delay in Stainheim owing to Dr.A.Griesinger vacation, so Bob Wandler have got problems to receive them. Today I'm waiting for Bob's call about the destiny of the samples. I send some new ones today via DHL-service directly to Milwaukee. If everything will be OK, we will use this channel only.

Have a good trip!

All good wishes to you and Isabel. Best regards to
Mr.V.Matous,
Sincerely yours,



Andy

1072

Dr. Alfred R. Bader
c/o Ing. V. Matous

Výzkumný ústav
Organých syntéz
532 16 PARDUBICE - RYBITVÍ
Fax: 42 40 40682

Andrey Esaulenko
Kiev, Ukraine,
Timoshenko 11, ap.80
June 7, 1993
fax: (044) 413-31-38

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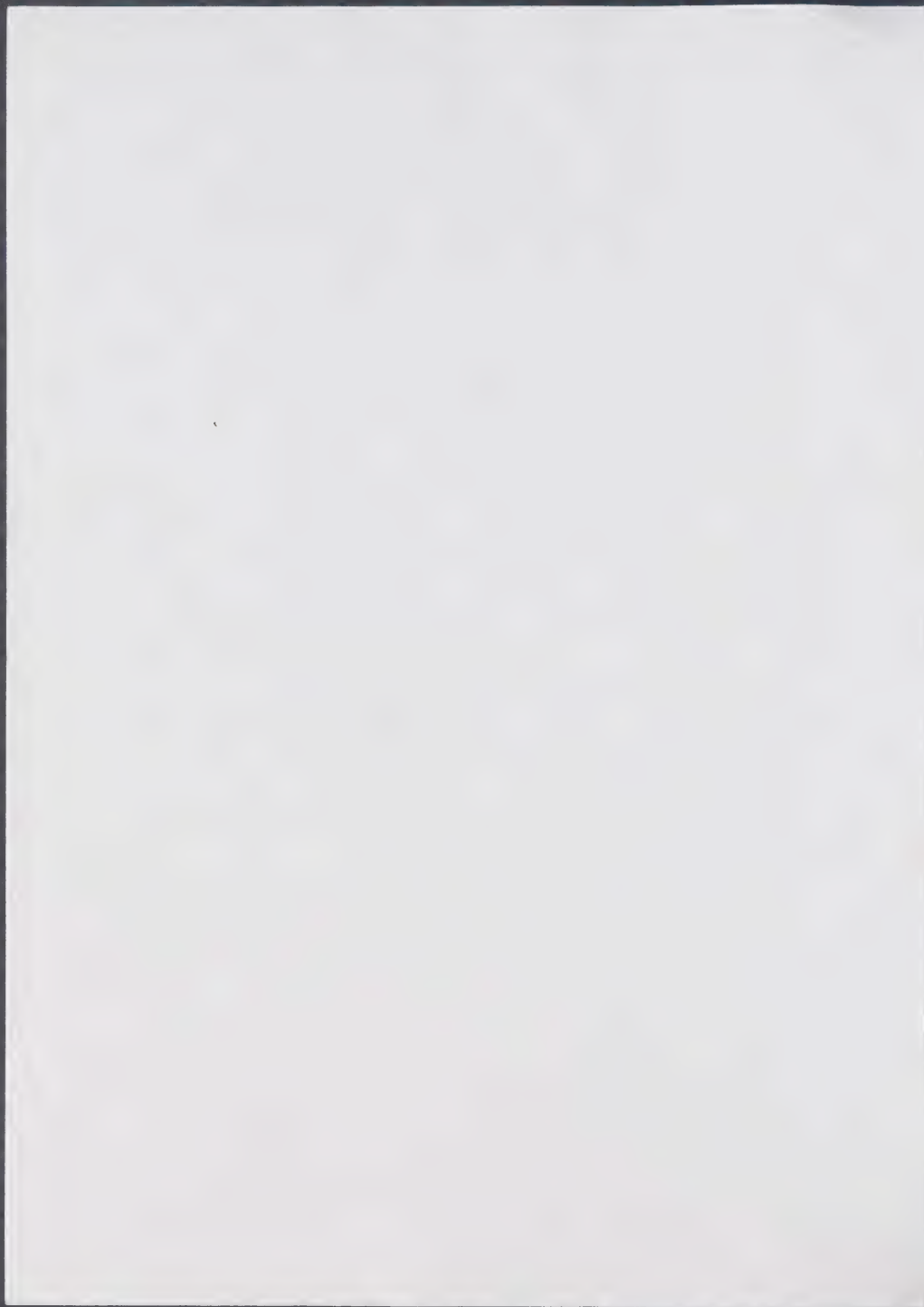
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Have a good trip!

All good wishes to you and Isabel. Best regards to
Mr. V. Matous,
Sincerely yours,


Andy

SS
Scand



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

April 29, 1993

Dr. Andrey Esaulenko
Timoshenko 11, ap. 80
Kiev, Ukraine

Dear Andy:

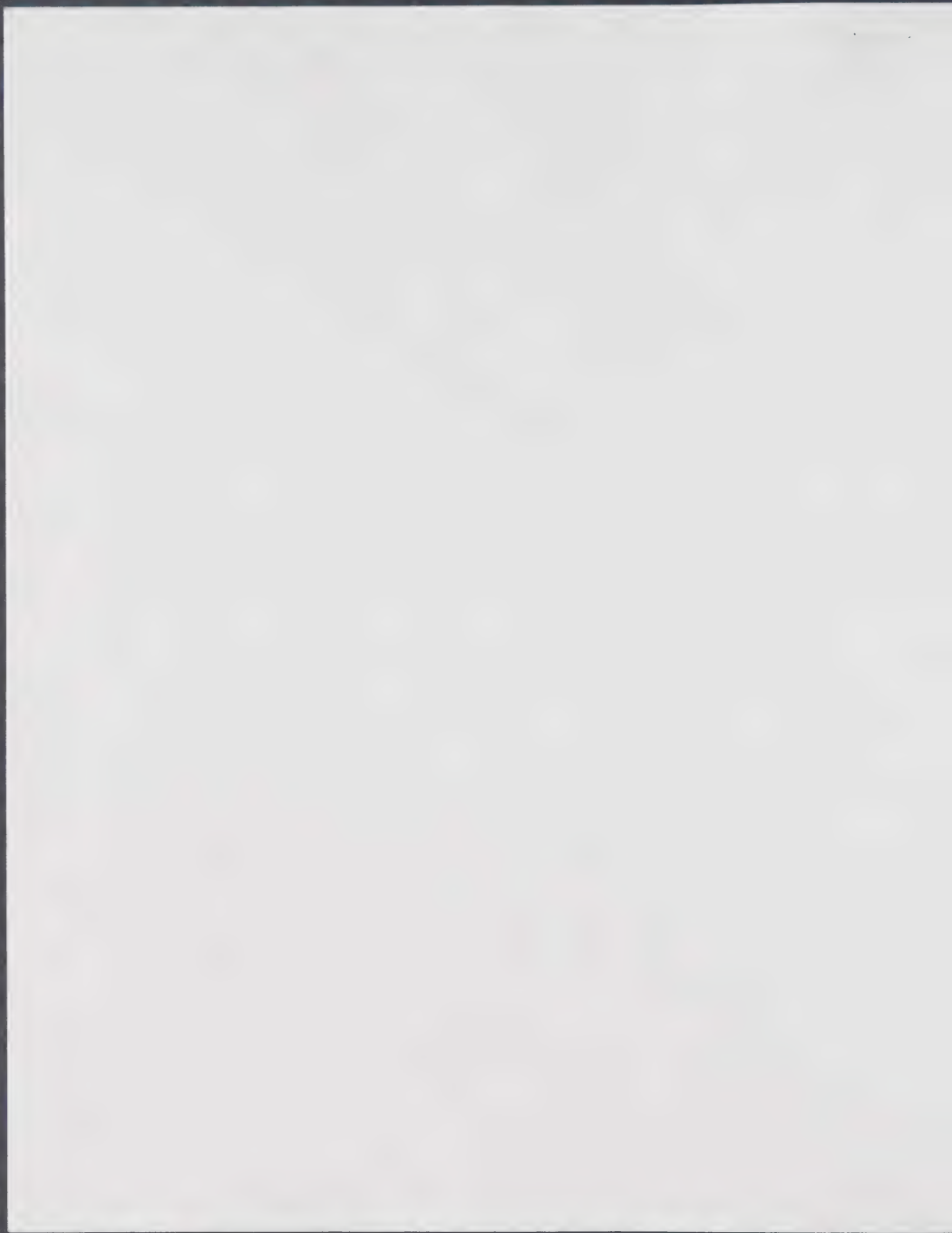
I appreciate your wonderful birthday greetings, sent in two separate faxes, one to my home and one to my office, more than I can tell you.

I believe that my desire to help people is really due to three factors: I am married to such a wonderful woman. Secondly, my mother was a wonderfully giving person who, sadly, gave away everything she had so that there was nothing left by the time she was sent to Theresienstadt. Thirdly, when I was a kid in England and Canada a great many people helped me, and when you receive such help you are not likely to forget.

Of course, I have thought hard what would really be best for you as a person. You will say that there are a good many people like you in the Ukraine, but I don't believe that. You combine intelligence with goodness, charm and hard work, and few people have all.

The key answer about what to recommend to you depends on what will happen to the Ukraine. If the Ukraine will turn into a reasonably democratic, reasonably capitalistic country, then I would strongly advise you to start your own company and retain total ownership of that company, entirely in your own hands. If, on the other hand, the Ukraine will revert to a dictatorship, then you might be better off as a key employee of a western company such as Hewlett-Packard.

Of course, were I still influential at Sigma-Aldrich I would recommend most strongly to the company that they try to make you manager of Sigma-Aldrich Ukraine.



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

Dr. A. Esaulenko

- 2 -

April 29, 1993

I know that you are such a good person that your first inclination when considering starting your own company will be to share ownership in that company with your best friends. I understand your thinking, and yet I would urge you against it because a split ownership of a small company makes it so very difficult to run. By all means treat the people working with you very well financially, but keep ownership of the company in your own hands until it has grown quite substantially.

Also, do not quit your present job working for Hewlett-Packard. Undoubtedly, you can do a very good job for them and yet also begin working for your own company, without any conflict of interest. This exactly what I did in 1951, and I did a really good job for PPG while slowly building Aldrich. You have so much energy that you would be able to do well for both.

Isabel and I will be on the continent from June 1st to the 22nd, being in Würzburg on June 3-4, in Berlin 5-7, and in the Czech Republic from the 8th--16th. On the 17th-18th we will be in Vienna, and then travel to Frankfurt, whence we will fly back to England on the 22nd. It would give us great pleasure if we could meet either in Prague or in Vienna.

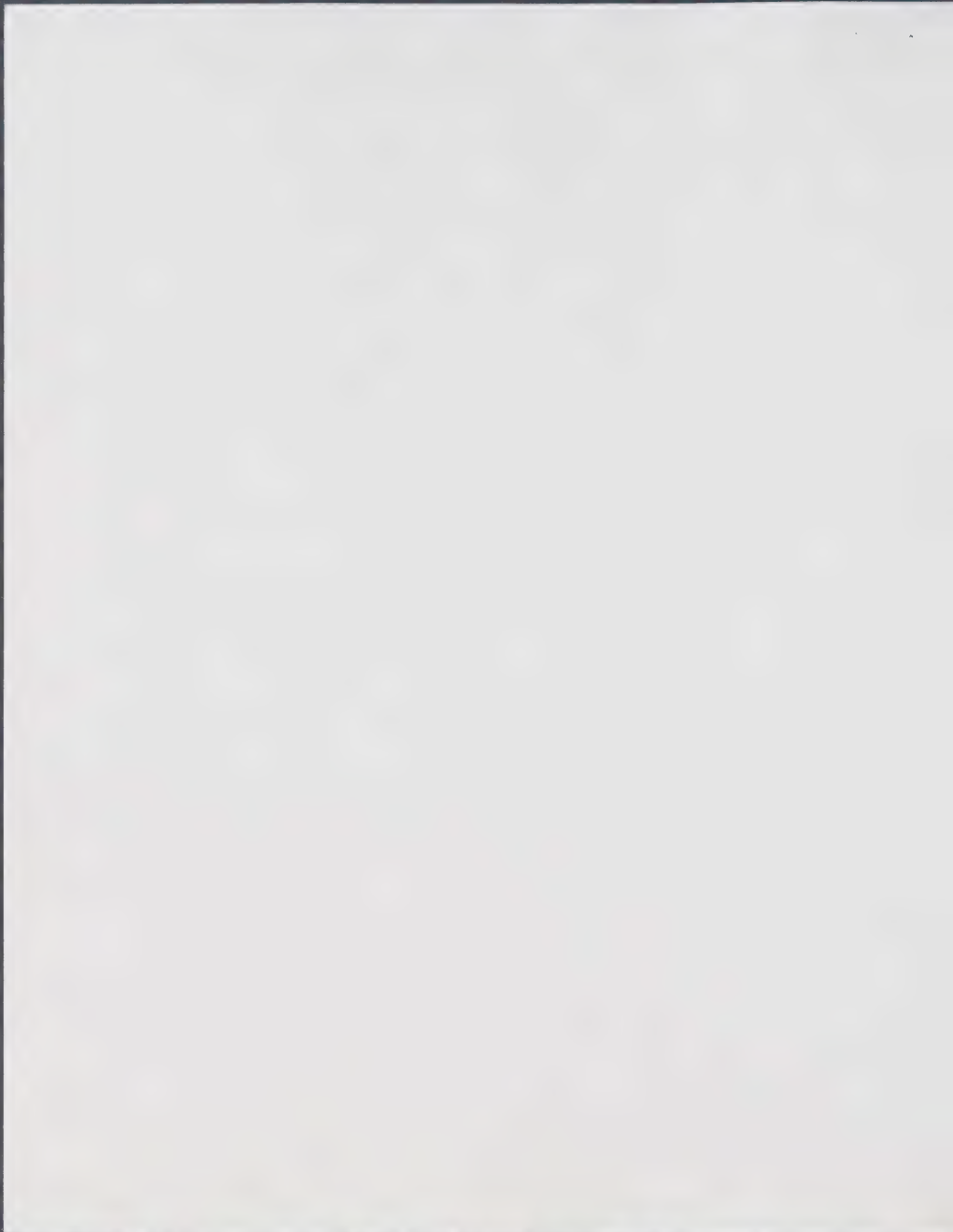
Also, next year we should seriously consider a trip to Kiev, Moscow and St. Petersburg; to Kiev to visit our best friend, you; to Moscow just to look, and St. Petersburg to visit one of the greatest museums in the world. Of course, you know that I would be happy to give lectures both in chemistry and art wherever I am asked.

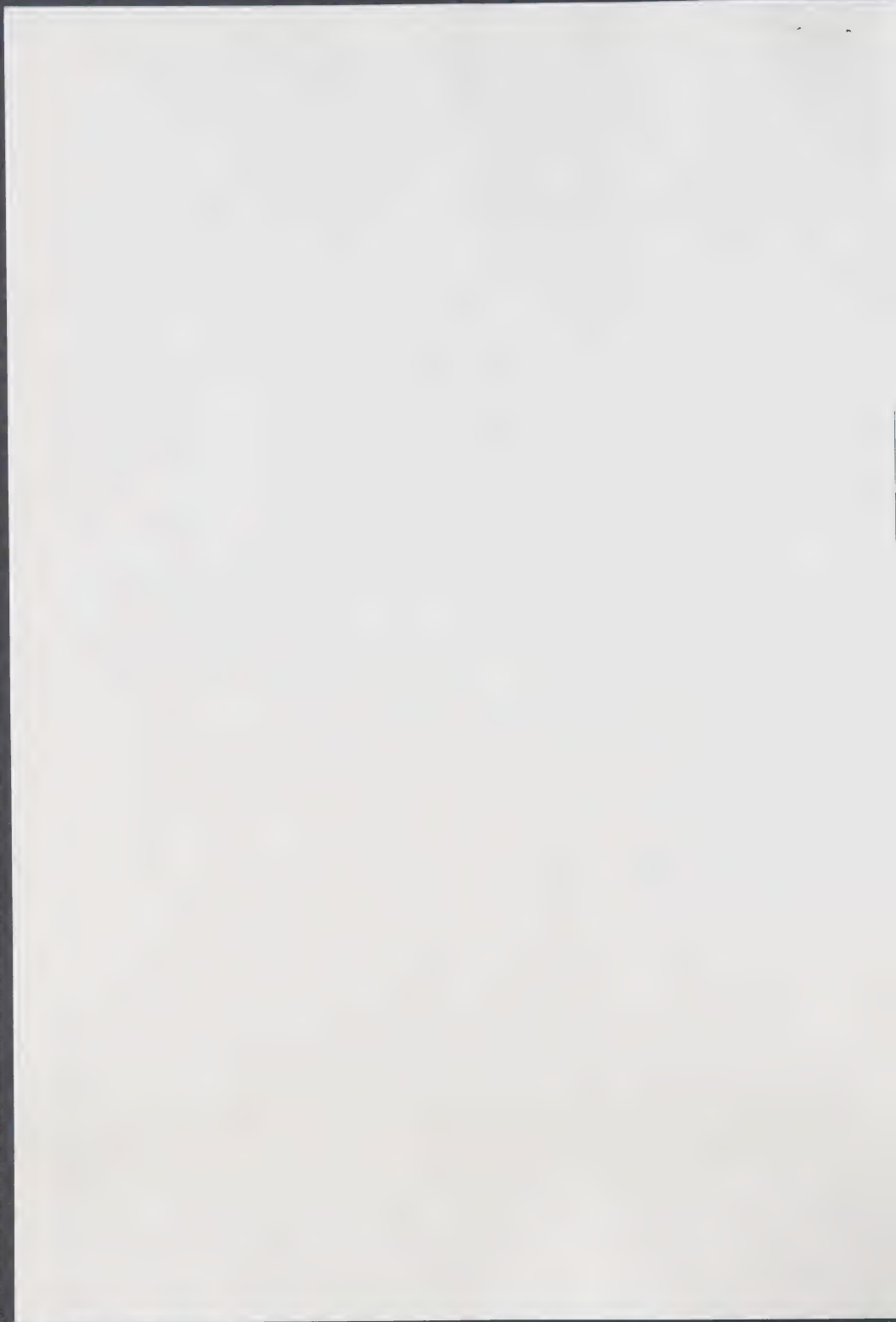
I keep hearing good reports from Bob Wandler about the compounds from you and Nick. As you know, Bob is a really sincere, good person who will do his very best to work with you.

All good wishes, and again many thanks.

Sincerely,

c: Mr. Robert Wandler





Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

April 22, 1993

Dr. A. Esaulenko
c/o Hewlett-Packard GmbH
Lieblgasse 1
A1222 Vienna
Austria

Dear Andy:

Thank you so much for your kind birthday wishes.

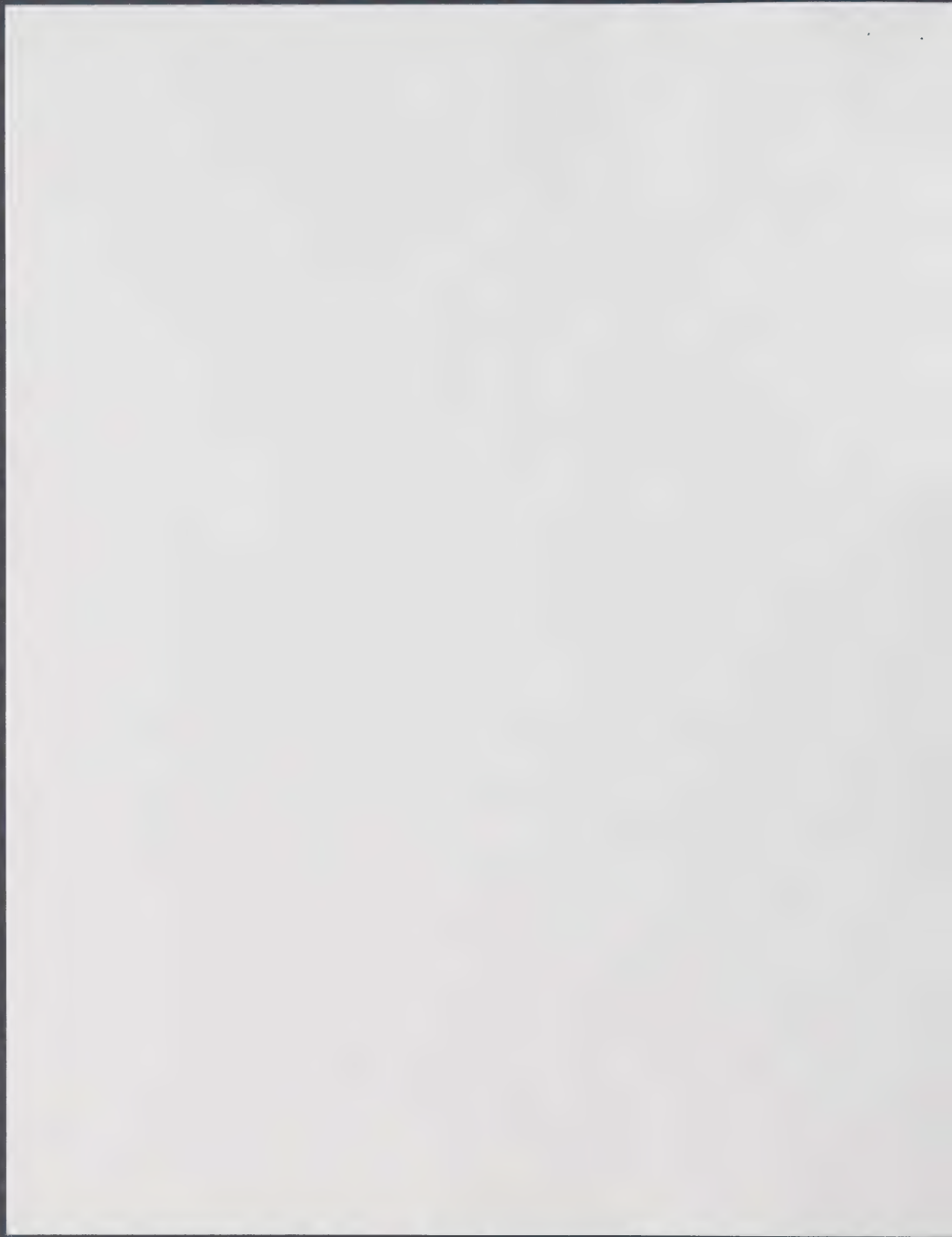
Isabel and I plan to be in the Czech Republic the 8th through the 15th of June, and then in Vienna on the 16th and 17th.

Is there any chance that we might meet? It will be such fun to see you again.

Bob Wandler tells me that he so enjoys hearing both from you and Nicolai.

All good wishes.

Sincerely,



Hewlett-Packard Ges.m.b.H.
Liebgasse 1
A-1222 Wien

Dr. Andrey Esaulenko



220-08.92

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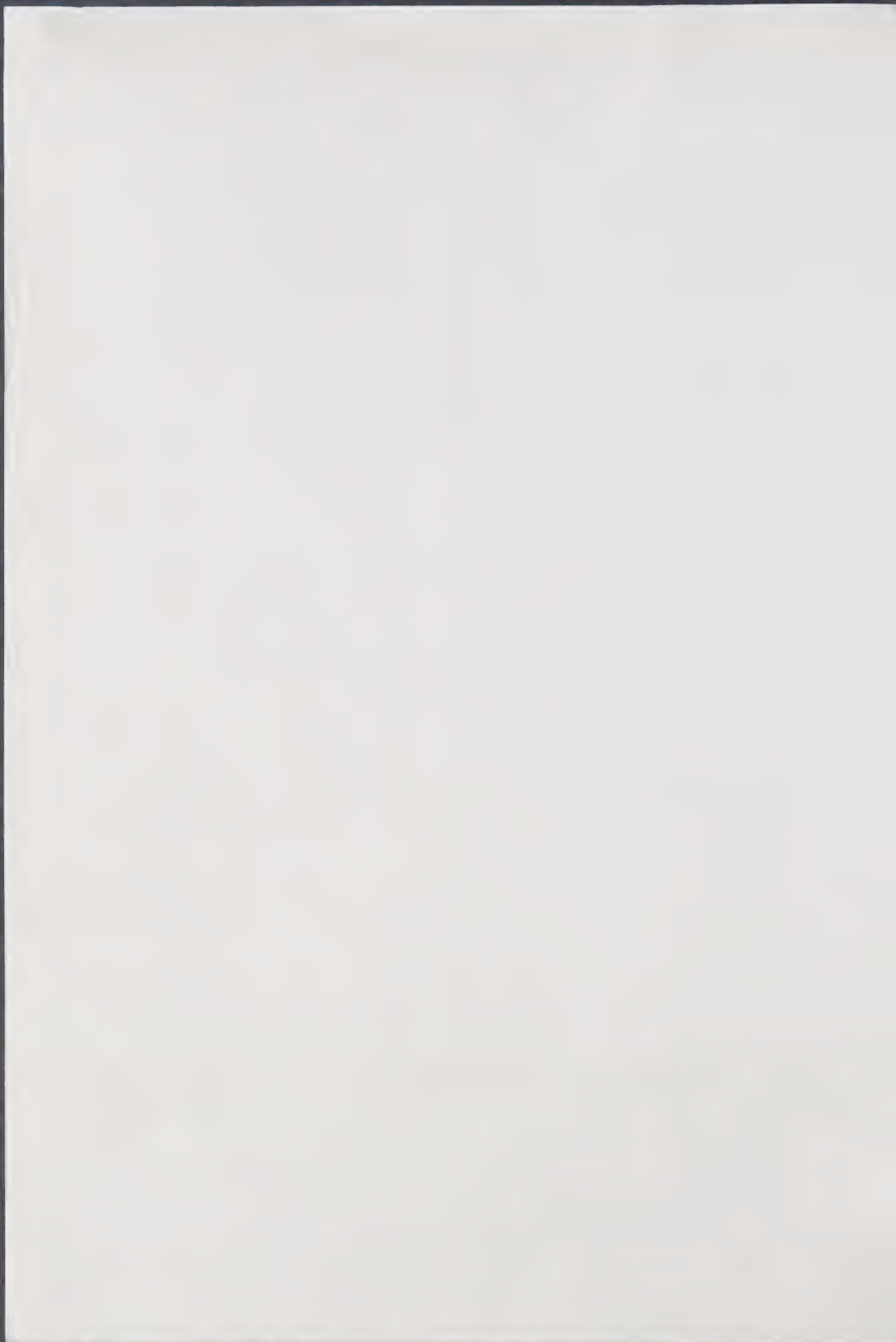
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I hope you will have a very successful trip and that you will have a very enjoyable time. My wife will show you and all the places you wish.

I wish you all possible best for you and Isabel, and sound



03.04.93.

RLW

Dear Alfred,

Happy birthday to you!
I've got my business trip to
Vienna again. I'm really
happy to visit your native town.

Date: _____

Subject: _____

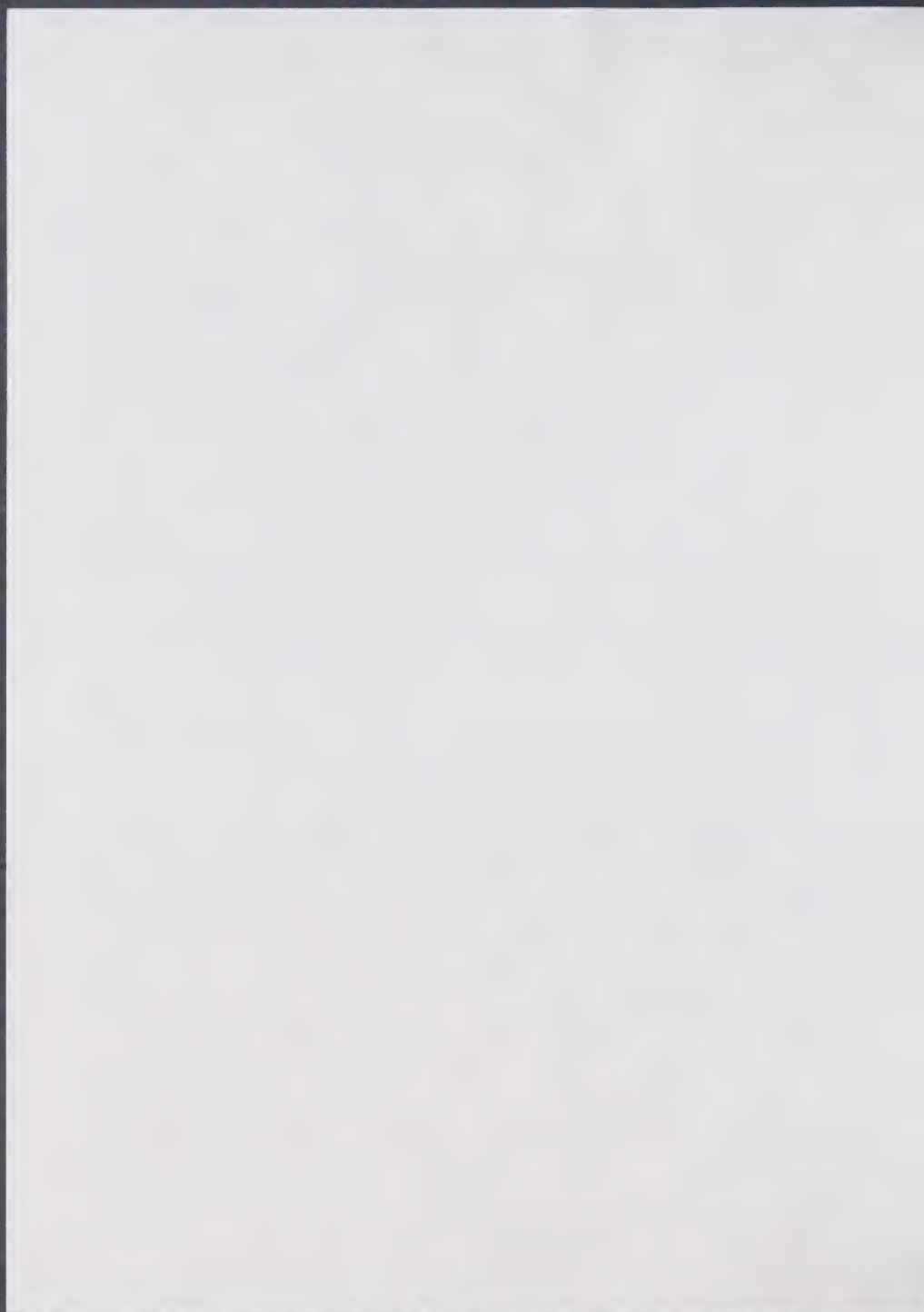
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Our business with Bob Waudler is
growing up. Last month I brought 1086
samples to Szeged and now we collected
appr. the same number of chemicals in
Kiev. We are testing every 10th one via
NMR. I've got computer with CD-disk-reader
and now we have opportunity to avoid
unexpected duplicates. I do hope that
Bob will get all of these compounds
at the end of April.

I do hope that both you and Isabel
are OK. I wish you all the best.
I expect that you will send me your
photos in Szeged and would like to see
you again.

Sincerely yours.

Andrey



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 55211

March 18, 1993

Dr. Andrey Esaulenko
c/o Prof. Dr. Andor Jozsef
Eros J., u. 4 (IVe/16)
H6723 Szeged
Hungary

Dear Andy:

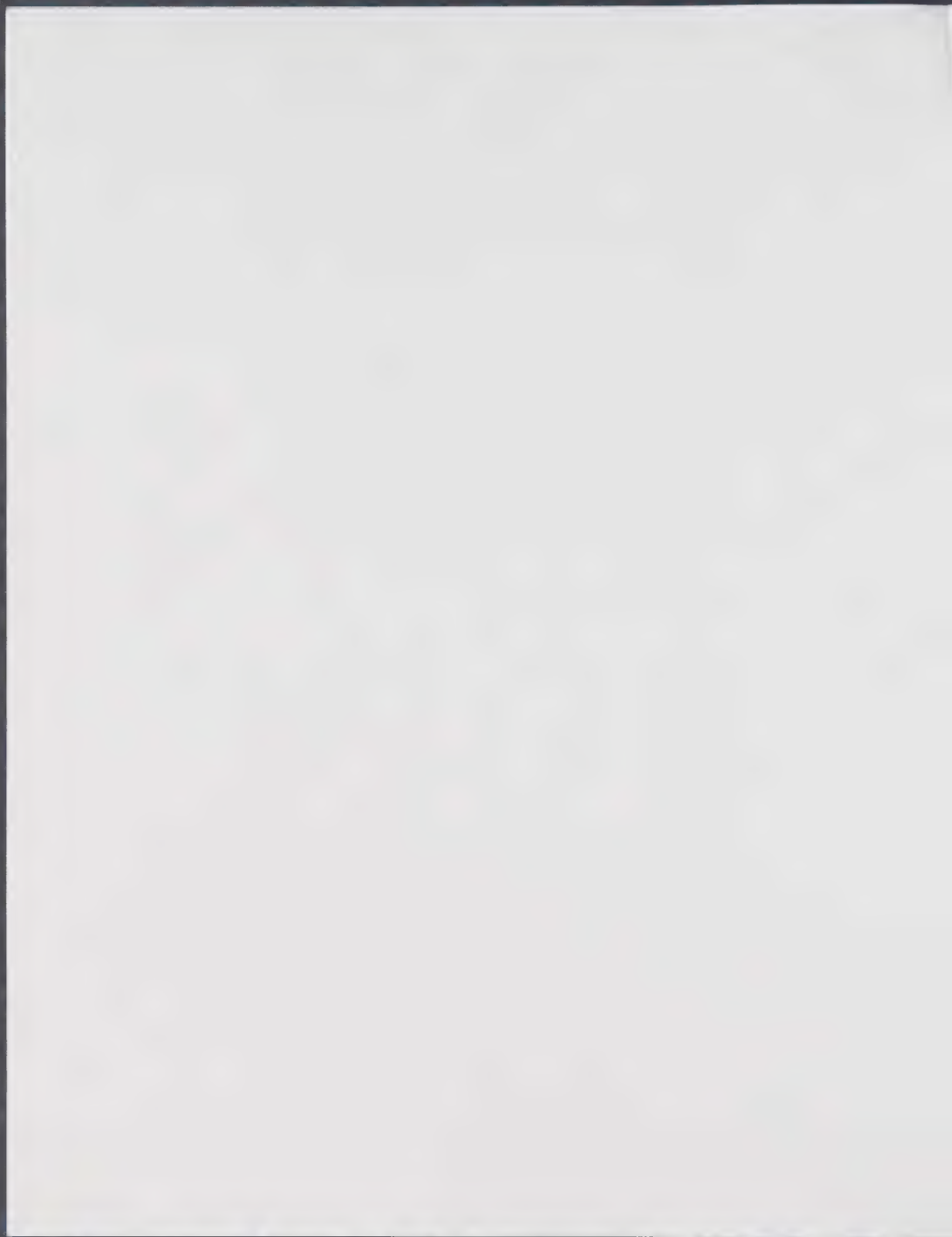
I am so happy to have your letter of February 15 and the many enclosures, and to know that Mrs. Andor is now very much better.

I think that you did the right thing in sending that useful information to David Harvey and to the other executives, without mentioning my name.

I am particularly happy that you were able to find more than 700 compounds for the Library, which Professor Andor will bring to Steinheim. Now that you know Bob Wandler, you will be assured that he will handle them very carefully and arrange for the money transfer, promptly.

My travel schedule between now and August is as follows:

March 20--26	Lecture tour through Georgia and the Carolinas
April 11--16	Lecture tour through Michigan and Ohio
May 3-4	Trip to Sigma-Aldrich annual meeting
May 14--20	Lecture tour to Massachusetts
May 21-June 1	England and Scotland; partly at our English home, 52 Wickham Avenue, Bexhill-on-Sea, East Sussex TN39 3ER, England, and partly lecturing in Scotland
June 1--5	Travel through Germany, lecturing at the University of Würzburg on the 3rd and 4th
June 5--8	Berlin, lecturing at the University of Berlin



Dr. Alfred Bader
2961 North Shepard Avenue
Milwaukee, Wisconsin 53211

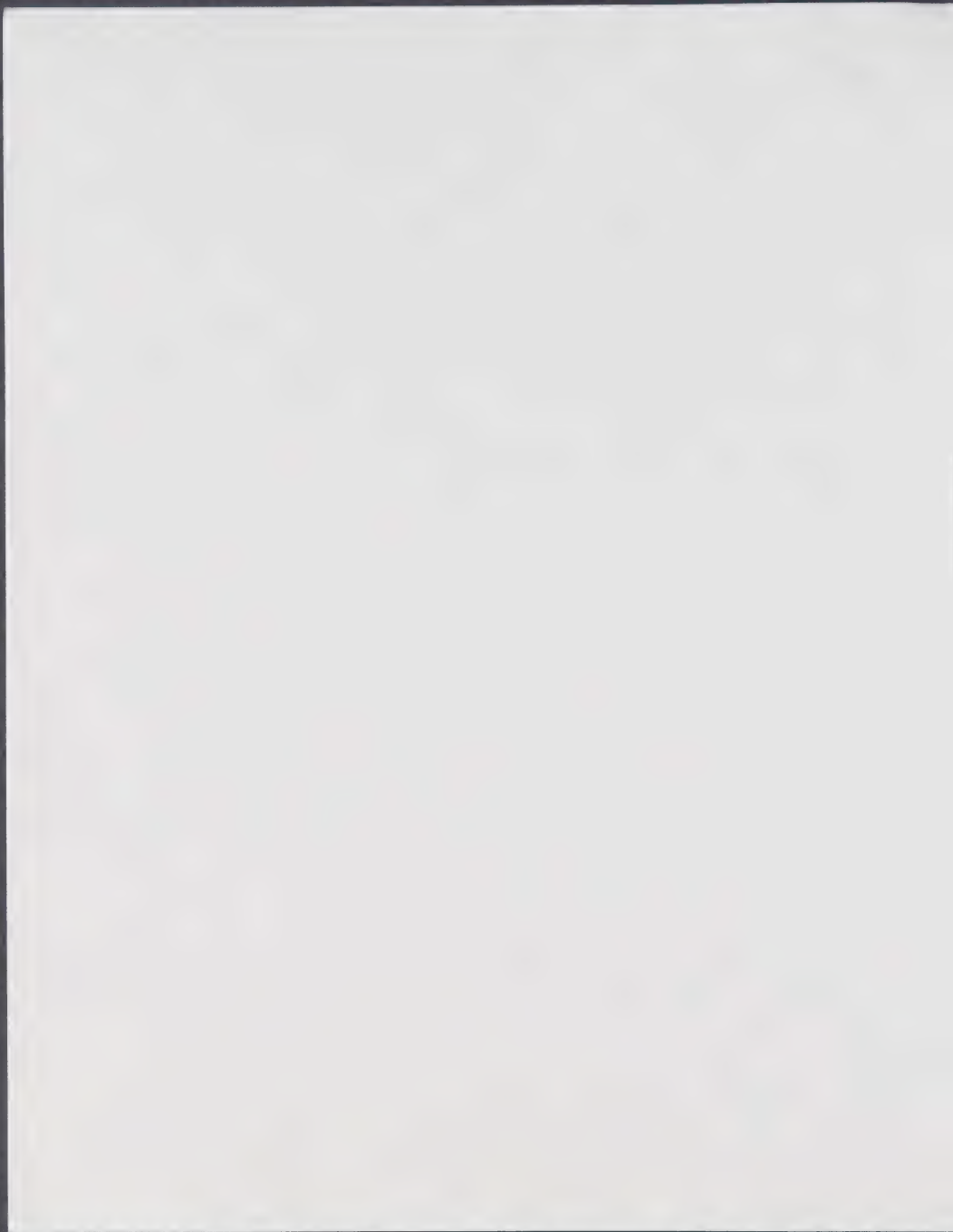
Dr. Andrey Esaulenko
March 18, 1993
Page Two

June 8--16 Czech Republic, travelling with Ing. V. Matous, Polska 1332,
530 03 Pardubice, Czech Republic (home address), fax 42 40
40682 (VUOS)
June 16--22 Mostly in Vienna, c/o Dr. Paul Löw-Beer, Zwerngasse 17,
A1170 Vienna, Austria, telephone 43 1 765 9664
June 22--July 26 Bexhill, telephone 44 424 222 223

Andy, we now know that we have really good friends in Kiev, and perhaps you will allow us to visit you and give some lectures in Kiev, next year.

All good wishes.

Sincerely,



Dr. Alfred R. Bader
Mrs. Isabel Bader

2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
USA

C: RW
Andrey Esaulenko
Kiev, Ukraine,
Timoshenko 11, ap.80
February 15, 1993

Dear Isabel and Alfred,

More than month ago we said "good bye" to each other at the bus terminal in Milwaukee. It wasn't so easy for me to realize the results of our (with Kolia) visit.

When we started from Kiev our trip, I thought that ABC-library samples searching has short prospects in our country, because of competitive activity of Dutch "Specs" company. But during my back flight I realized that I had been transformed from a pessimist to an optimist as to this kind of business. As a result of this mood of mine was more than 700 of new excellent compounds set for ABC-library. I do hope that Bob will get them. It is very important step for developing of our activity here.

Since that time when I came back, it was learned that "Du point", "ICI", Jannssen Chimica" companies have their representative offices in Ukraine. I have sent this information to Mr. J. Nagarkatti, Mr. Clinton Lane, and Mr. Robert Gorzek via Mr. Bob Wandler's fax.

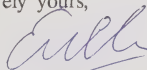
The foundation of the correspondent legal representation (of any kind) of SAF-corporation in Moscow (or/and) in Kiev may bring a good profit for the company. I was asked many times by various synthetic chemists: "Is it possible to get an order for 100 - 1000 g amounts of the compounds I able to produce?" But it is not so easy to ship them from even Hungary, because they look like drugs. On the other hand nobody believes that these compounds have no commercial value.

The other side of the medal is that there are a lot of high-scale chemists here, who have no intention to leave our country, but who are not able to treat their families well in the hyper-inflation conditions. They are dreaming about foreign company orders. But I'm not able to help them because of illegal form of our activity.

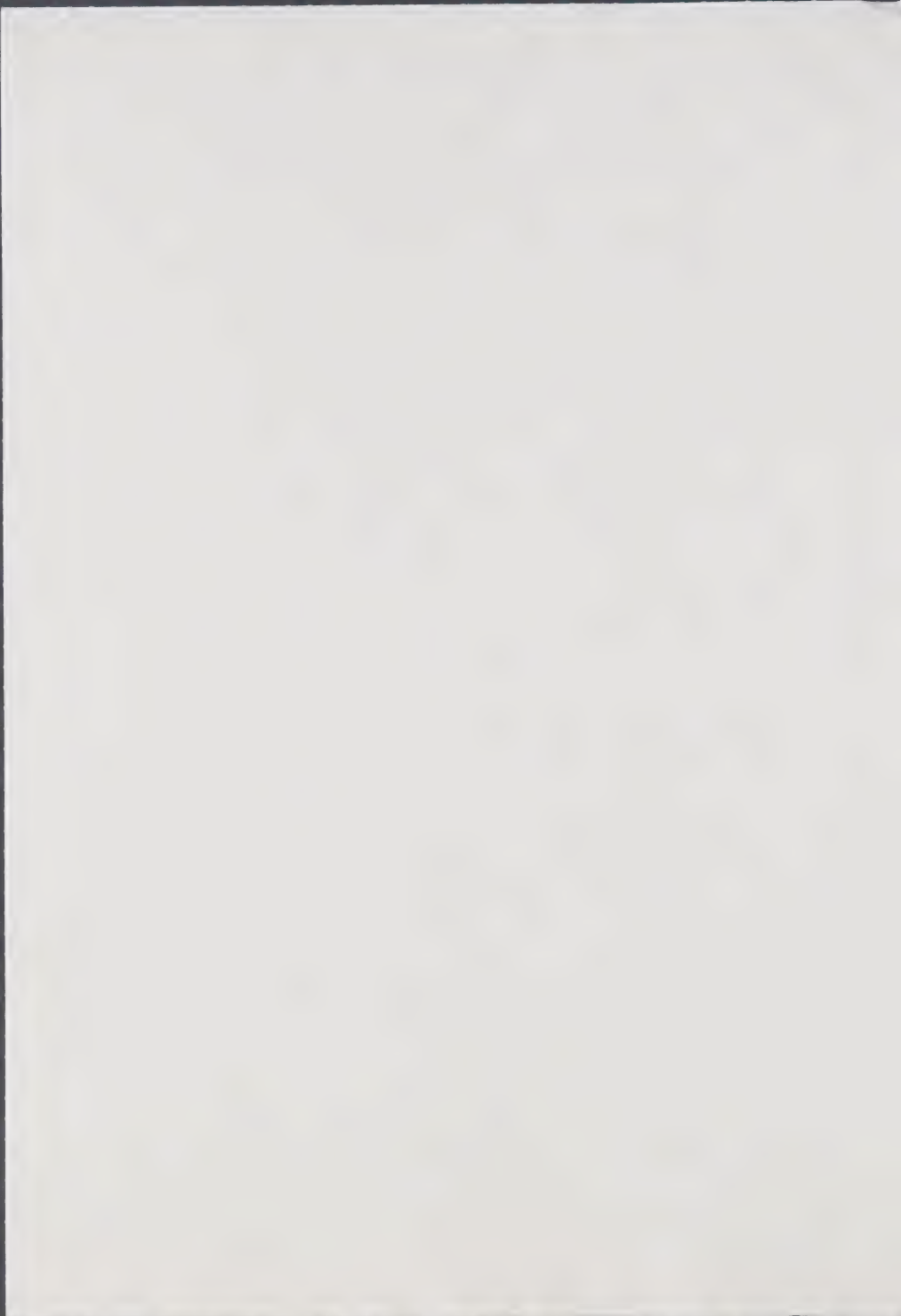
But I'm sure that the main result of the visit of mine was to have a good chance to communicate with both of you, to see your way of life, to learn about your problems. Unfortunately, I have not so much power to help you, but please, "don't hesitate to bother me" if you will think that I'm able to do smth. for you. If you will get intention to visit our country, to visit Hermitage in St. Petersburg or other place in the former USSR region I will be your guide and do my best to provide you the best conditions in Kiev, Moscow, St. Petersburg or other places. Please, trust me.

In the meantime, if I will get any information about Dutch paintings (15-16 century) in our country I will send you a correspondent sign for you.

All the best. Sincerely yours,


Andrey

P.S. Could you send me your appr. schedule for some months forward. Thank you!



Date: February, 27, 1993

C. RW

To: Dr. Alfred R. Bader
Mrs. Isabel Bader

From: Andrey Esaulenko

2961 North Shepard Avenue
Milwaukee, Wisconsin 53211
FAX: 414 962-83-22
USA

Kiev, Ukraine,
Timoshenko 11, ap.80
FAX: 011 7 044 413-31-38

Page 1

Dear Isabel and Alfred,

Last week I visited Szeged and was happy to find that Mrs. Iren Andor is OK now, after her operation January this year. I think, that this is the most important result. I told them about the time we spent in Milwaukee, about cordial hospitality of Bader's family. Both Iren and Jozsef wish you sound health and all the best.

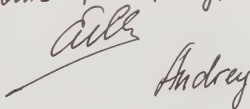
I'm happy to inform you that I brought lot #20 of 995 new excellent compounds to Szeged for ABC-Library. There is noone primitive compound among them! Dr. J. Andor is going to carry them to Steinheim by car in March.

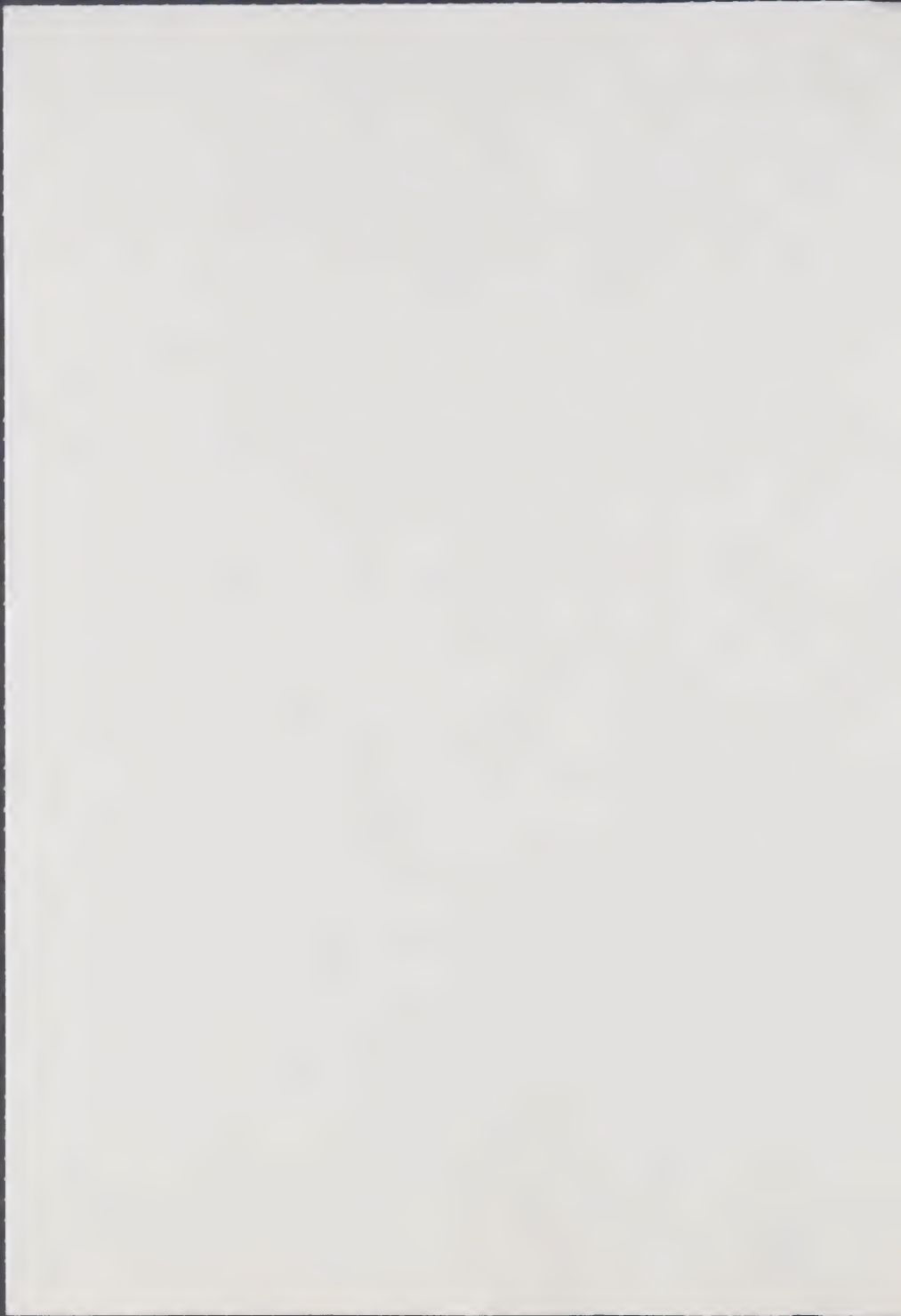
I've decided to send the enclosed materials to the authorities of "Aldrich" including Dr. David Harvey also. I explained him the situation that "Unfortunately we had no chance to talk to you when we visited Milwaukee together with Dr. N. Werasimchuk, but..." etc. I think that he will be informed this or that way about the content of our propositions in any case. That's why I decided to send him these materials directly with short comments, despite we had not meet him.

According your advice, I sent these materials to: Mr. Clinton Leue; Mr. C. Pouchert; Mr. R. Gorzek; Mr. S. Brauca; Mr. A. Runquist; Mr. R. Waudler; Mr. N. Jandosuk; Mr. J. Nagaratti but in separate envelopes.

Please accept my best wishes. My warmest greetings on to Mrs. Marilyn Hassmann.

Yours faithfully,


Andrey



Concerning the prospects of chemical business in the former USSR region and in Ukraine.

Introduction

The USSR consisted from 15 republics of different size and industry development. The fact is that the chemical plants, institutes and universities are located quite irregularly. The main part of them are concentrated in (or near) big cities. The most advanced regions are:

- European part of Russia, Moscow and St.-Petersburg region first of all. Some big cities like Rostov-on-Don, Saratov, N.Novgorod. The big cities of central part of Siberia: Novosibirsk, Ufa, Ecaterinburg etc.
- Ukraine region. Kiev-city, central eastern region (Dnepropetrovsk-city) Donbass-region, Odessa-city.
- Some capitals of the former Soviet republics, such as Tashkent, Tblilisi, Minsk, Riga, Erevan.

Ukraine. General aspects and some specific features.

First of all, some geographical peculiarities. Square - comparative with France (603.700 km).Population - 51.8 million (1990 y). Capital - Kiev-city (2.6 M). Number of cities - 436, among them 8 with more than 1 million. Population involved in labor - 25.609 K. More than 600 K of them deals with chemistry or chemical industry.

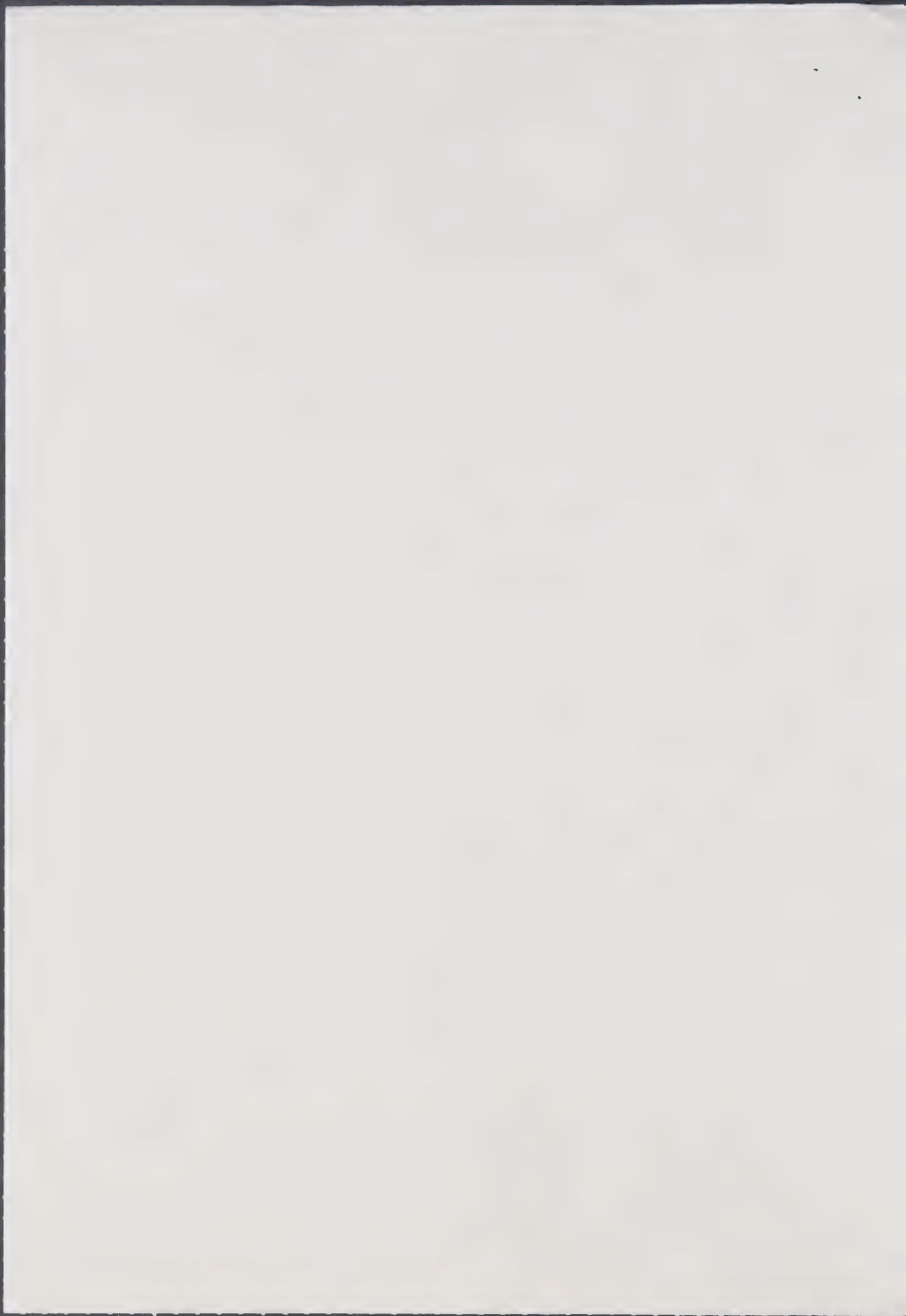
Ukraine is a country with sound level of education. More than 3.6 M persons have got their higher education - the highest level in Europe for 10.000 inhabitants. There are 174 institutes and universities in the country. Chemistry as a discipline is running in more than 150 of them. It means that they have chemical departments or at least chairs of general chemistry.

Traditionally, Ukraine is one of the most important regions in the former Soviet Union Region (FSUR). It can be compared with California in USA or Quebec in Canada. It is republic with powerful chemical industry. There are 154 factories and plants involved in chemical branches of industry. Among them: 64 chemical plants, 22 fertilizer plants, 27 oil and oil-refining plants, 41 involved in medicine and pharmacology plants. The largest chemical one involves more than 20 K of employers.

Potential consumers/producers of chemicals.

There are several types of consumers/producers of chemicals in every region:

1. Hundreds of plants and factories dealing with not only bulk chemicals, but with small quantities of substances for analytical purposes also. Our experience shows that typical lab in a chemical plant is quite poor equipped and needs different types of standard chemicals regularly.



2. More than hundred of research institutes dealing with applied branches of chemical industry such as: institute of gas, oil, sugar, alcohol, wood, steel, agricultural, biochemical, microbiological, food etc. These organizations base their researches on imported chemicals, as a rule.
3. There are some tens of so called "academician institutes" in FSUR. They belong to the republic's Academies of Science and dealing with fundamental branches of chemistry, biology, medicine and other branches of science as well. There is no equivalent structure in the United States. Unfortunately, the problem of chemicals is very urgent there too. There are a lot of high-scale chemists there they are continuing their synthetic work. Most of them are ready to organize manufacturing of chemicals some times even in kilo-quantities.
4. Great deal of fundamental researches are carried out in hundreds Universities and so called "educational" institutes such as Polytechnic ones.

These institutions are traditionally the main consumers of chemicals and chemical equipment. But the new potential consumer has appeared now.

The fact is that practically, there is no network of environmental monitoring in the FSUR yet. The situation is too heavy in many parts of the country. Very often the centers of chemical industry such as Donbass-region (like the Ruhr in Germany), Ufa-city are zones of environmental disaster. At the same time, there is a great lack of modern analytical equipment (GC/MS, GC/HPLC, AAS, ICP-MS etc.) in the FSUR in general. On the other hand, some founds in Europe exists (for example PHARE) which are ready to give a sound financial support for the national environmental programs in FSUR. It is known that some world-scale leaders in analytical equipment (Hewlett-Packard, Perkin-Elmer, Shimadzu, Beckmann etc.) began to fight for the orders to supply the potential network of environmental labs with their equipment. All the types of these devices is sure to supply with pure chemicals.

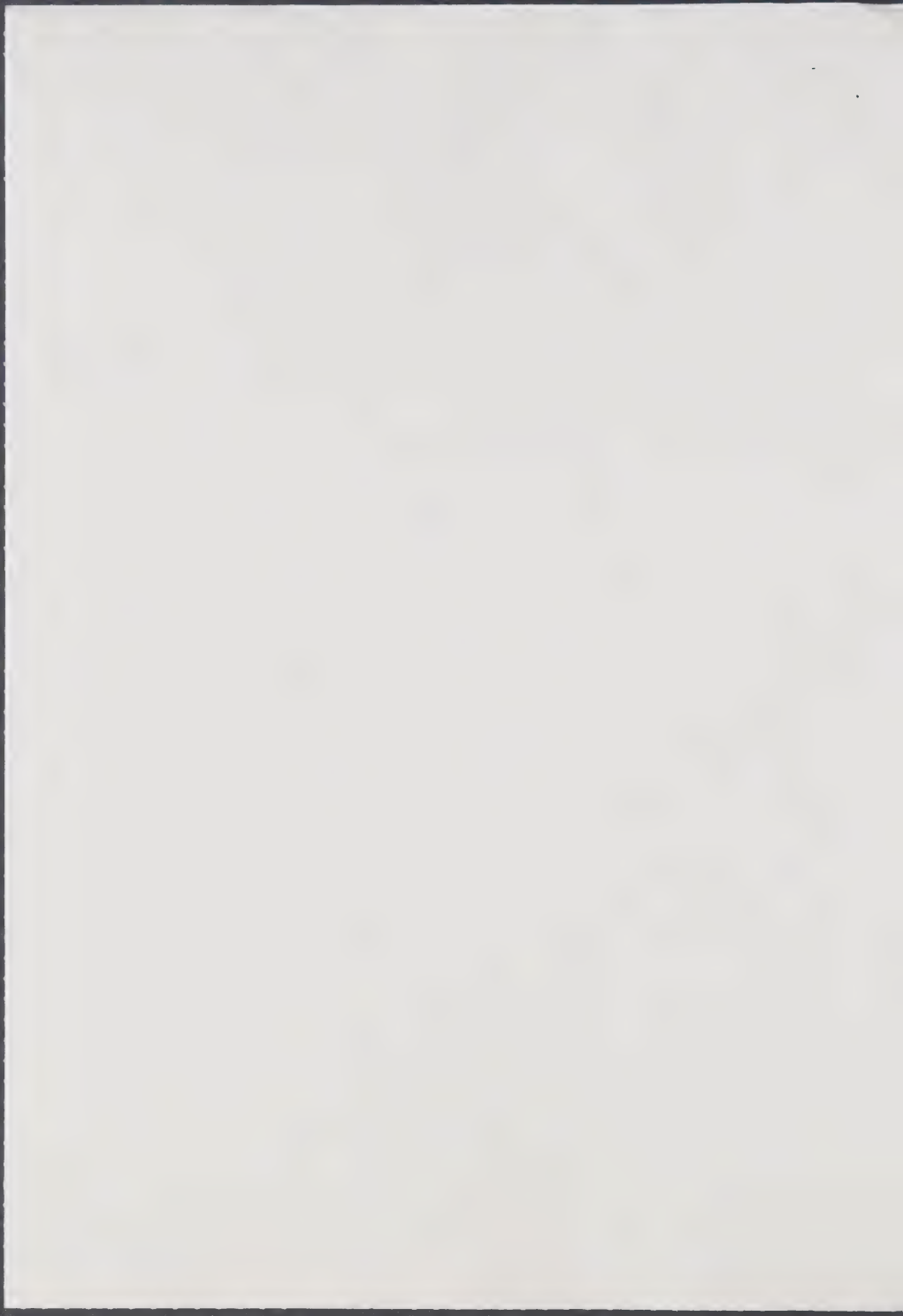
That's why one can expect the appearance of this 5th type of consumer of chemicals in the region and Ukraine especially.

Every type of the consumer/producer has its own features concerning professional skill of personnel, their solvency and type of the chemicals they need and which they are able to produce.

Some demerits of the market and possibilities to overcome them.

The capacity of the market of chemicals is huge but at least three main problems are important:

- different mentality of the customers in compare with their western colleagues (different habits and customs)



- comparatively unstable financial and legal situation in the FSUR.
- comparatively low solvency of the consumers (in hard currency)

The last problem seems to be of the most importance, because the fact is that all of the FSUR-countries are in depression now. But some money will be undoubtedly spent to settle environmental problems, for scientific items, quality control of food products and, therefore for chemicals and lab equipment every year. It may be, at least, three possible sources of money for the customers of chemicals.

- First of all, there was an information from mass media about billions dollars on bank accounts of national plants and factories abroad.

- The second source is various funds which used to support some national programs in eastern Europe and are going to do the same in the former Soviet Union region.

- The problem of converting of the national currency is very serious, but can be solved principally now via exchanges.

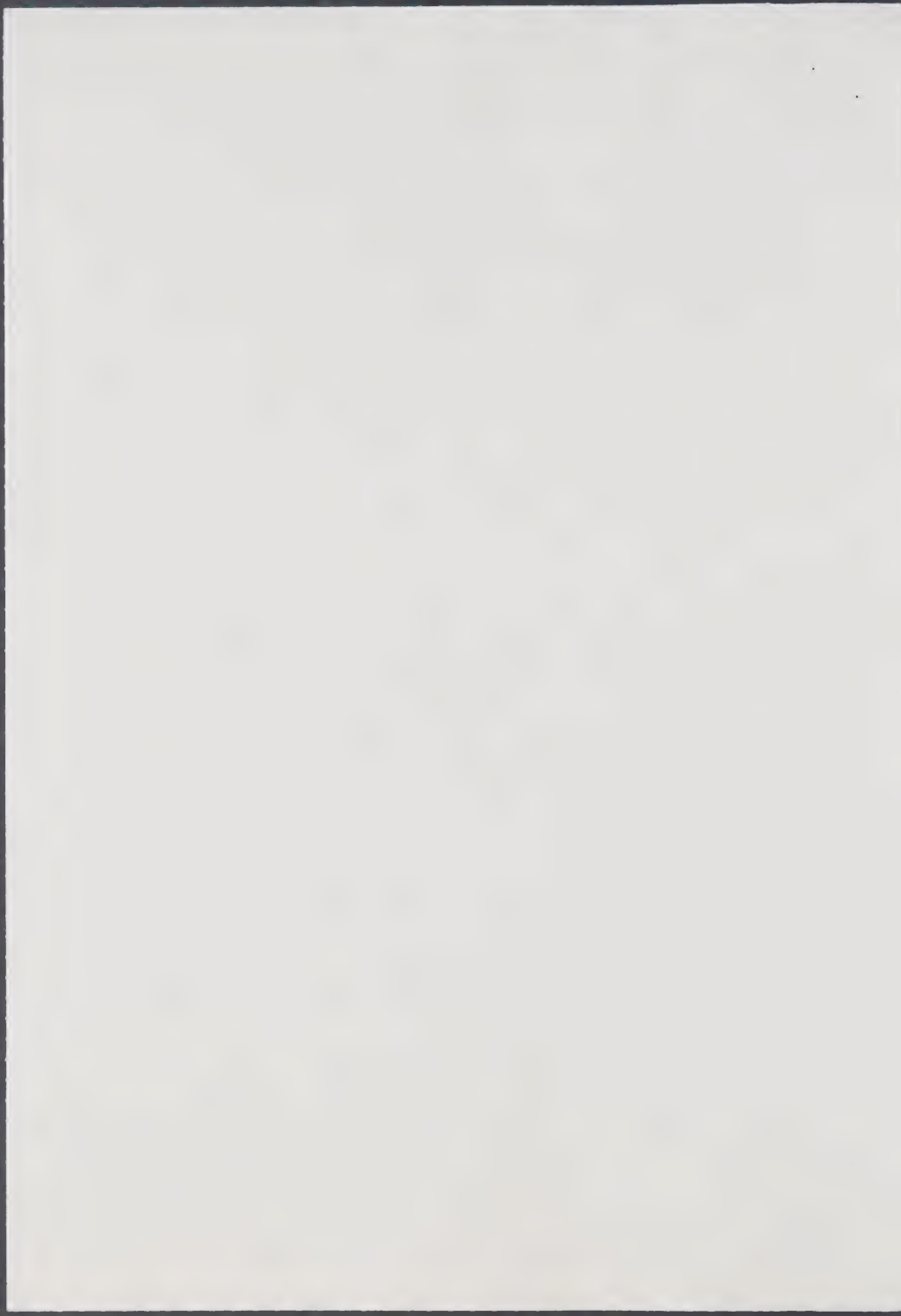
On the other hand, such company like Sigma-Aldrich-Fluka, may be interested in manufacturing of some hazard or difficult chemicals in small scale in the FSUR. One of the most attractive feature of the market is extremely low prices for any kind of human activity in the region. The salary which equivalent to \$100 per month is very attractive money for the vast majority of population. So, it will turned to be reasonable for Sigma-Aldrich-Fluka, to send some initial chemicals for their 3-5 stage derivatization to smb. in FSUR and then, to ship the product back. The conversations with various synthetic chemists have revealed a grate interest to this potential form of cooperation. But the main problem is how to organize the legal shipping of chemicals in even hundred-gram quantities?

The lack of currency is very serious, but not insoluble problem here.

The situation in legislative spheres is quite instable now indeed, but the multi-year experience of some foreign companies (Hewlett-Packard - 25 years in Moscow!) shows the possibility to deal with FSUR - partners.

The true solution of these two problems, as well as the problem of overcoming the differences in mentality between two sides can be provided by staff of Sigma-Aldrich office here.

So all of the mentioned problems are serious but can be solved undoubtedly.



Possible competitors

- national competitors

Several years ago the prices for chemicals were too low in the USSR. The "Sojusreactiv" was the only organization for supplying the chemical science and industry with substances. But even in that times their compounds were available for chemists not more than 8-12% from the total list of 10.000. The main part of the starting materials Soviet chemists were managed to make themselves, spending some times a year or even more. But at the same time it indicates that they have a correspondent equipment, some stocks of chemicals in reserve.

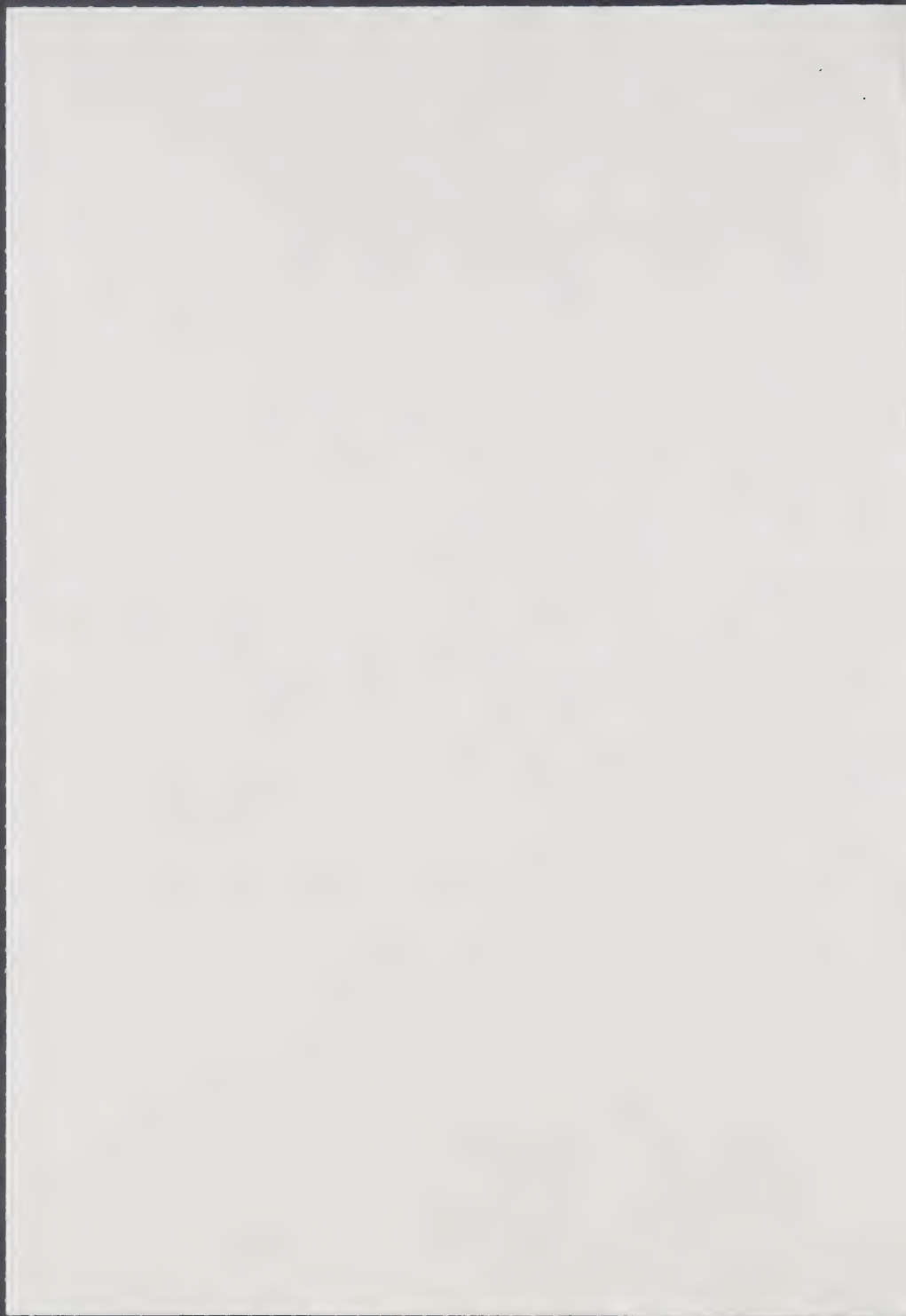
Now the situation in the region looks like a "starvation of chemicals". Some cooperative organization gowned up on the base of big universities and institutes. The prices for national chemicals became comparable to the foreign ones, but that hundreds of substances in their catalogs are not able to saturate the market. The problem of shipment is also insoluble for these small enterprises.

- foreign competitors

As to the foreign companies, "Yanssen Chimica" (general sponsor of international chemical conference in Odessa in 1990) which founded their office in Odessa (Ukraine) on 1990. There are "ICI" and "Du Pont de Nemours" offices in Kiev now. There was an information that "Merk" company founded their representation in Kiev's Toxicology Institute. The high rank manager of "Merk" company have investigated the chemical market in Kiev this January. During his visit to the Kiev's state University chemical department he said to the authorities: "We are looking for the bulk chemicals here". There was presentation of the Dutch "Bio-Specs" company in Kiev's Institute of Organic Chemistry last autumn. The more and more information have come about chemists who make an order for a foreign chemical company. Some of them have advertised to us for the GC/MS analysis of the products. In that way, the process of introduction of the foreign chemical companies in the region is in progress now.

Why the great sense exist to found a representation of SAF not only in Russia, but in Ukraine too?

1. Ukraine is one of the biggest European countries.
2. Ukraine has his own currency and conduct independent financial policy, so it will be the big problem to overcome Russian and Ukrainian bureaucracy together.
3. The capacity of Ukrainian market is comparative with Russian one, because Ukraine is saturated by chemical plants.
4. It is wellknown, that political and psychological factors play a very important role in business. It will be much more easy for SAF to cooperate with Ukrainian or Baltic customers via Kiev's office, not Moscow's one, because these countries proclaimed their independence, independence from Russia first of all.



5. Competitive situation in Ukraine now. "Janssen Chimica" in Odessa, "Merk" and "Du pont" are already in Kiev: if authorities of an institute began to cooperate with "Merk" it is very difficult to switch them to SAF later.

6. We have a 3 years of successful business contacts with "Aldrich" Chemical company. Our crew consists of appr. dozen of Ph.D-scale chemists from various chemical institutes in Kiev. Since 1990 we have shipped more than 3000 of the compounds in 0.1 - 2 g quantities for Sigma-Aldrich Rare chemicals library. More than 80% of them we collected from Kiev-city. More than 90% - from Ukraine. Owing to this activity we have communicated with tens of our colleagues from various chemical institutes. We were asked many times: "Is it possible to get an order for bulk (100-1000 g amounts) of the compounds I'm able to produce?" We have sent about 12 bulk compounds for Aldrich last year, but it was typical smuggling. Most of this products looked like drugs, and nobody believes that they have no commercial value.

7. There are a lot of high-scale chemists here, who have no intention to leave our country, but who are not able to treat their families well in hyper-inflation conditions. They are dreaming about orders, but it is not so easy for us to help them, because of semi-legal form of our activity.

Conditions for office foundation in Kiev.

According to the enclosed materials, the Ukrainian laws promote the foreign companies activities.

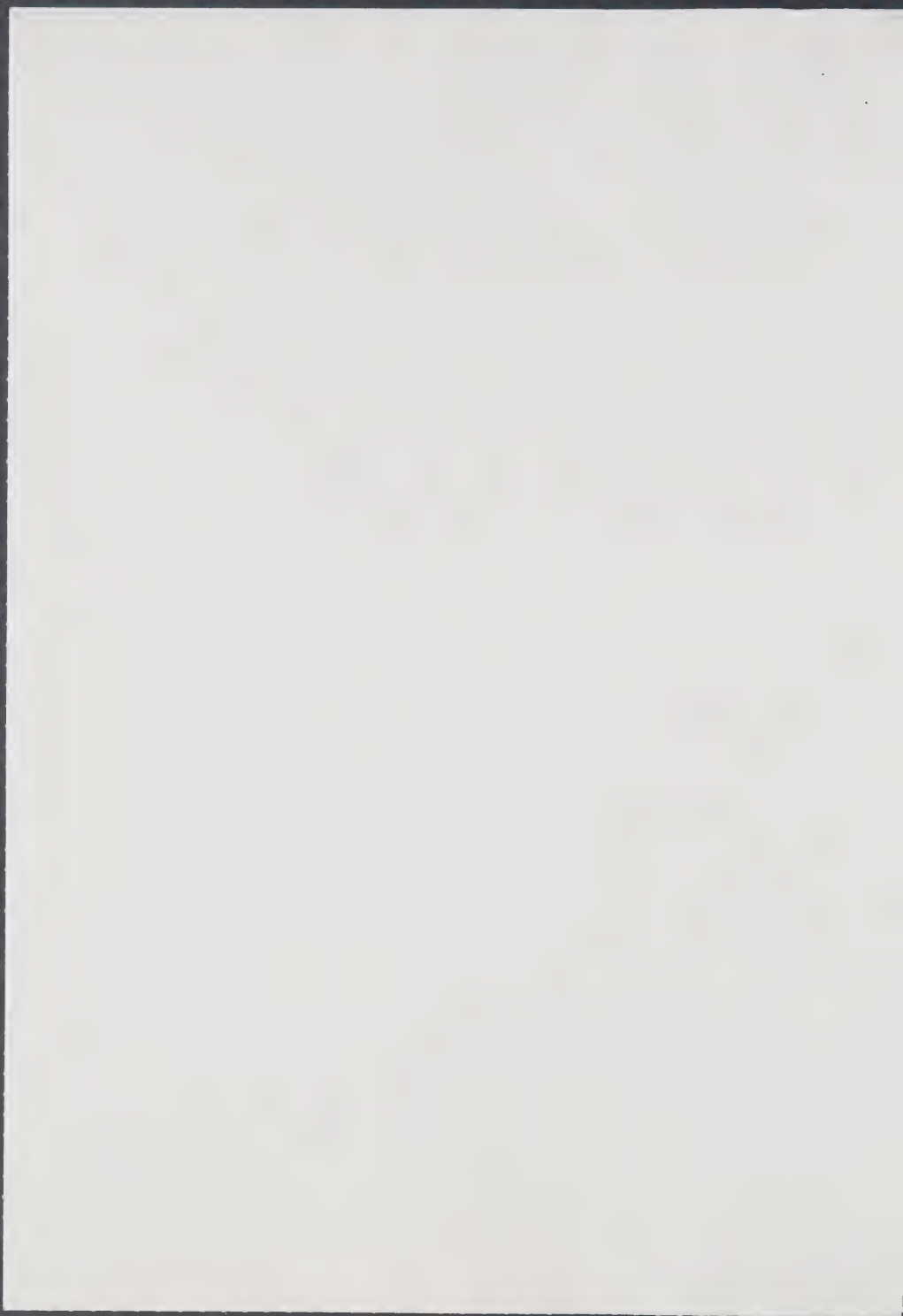
We met with ICI-reps in their Ukrainian office. They rent 100 m in the hotel "Zhovtneva" in center of Kiev for 70.000\$ per year. The rent prices for the foreign company offices are within 50-80\$ per m per month. There are several companies in Kiev dealing with office-problems settlement for foreign firms. It takes about 1 month and cost 2.500\$.

But the most inexpensive way is to found a joint venture with a share (may be 100%) of foreign money. "Janssen Chimica" have gone this way. In this case, the rent expenses as well as keeping ones can be reduced in several times. Another way may be to rent some rooms in a Chemical Institute in Kiev. We know very well director of Bioorganic Chemistry Institute - academician Valery P.Kuhar who is, at the same time, Vice-President of the Ukrainian Academy of Science. We are sure that he is able to help SAF this question in the most inexpensive way.

Conclusions.

Traditionally, Moscow was the center of the USSR and great sense exist even now to found "SAF" offices both in Moscow (for Russia and Middle East countries) and in Kiev for Ukraine, Belorussia and Baltic countries. Cooperation of these groups will provide SAF advantages in FSUR.

So, we offer to join the "Sigma-Aldrich-Fluka" to the competition with "Merk", "Janssen Chimica", "Du Pont", "Bio-Specs" etc. in our country. We know several well-skilled



chemists personally, who are ready and able to make a crew of "Sigma-Aldrich-Fluka" office in Ukraine.


We are sure that the foundation of correspondent legal representation (of any kind) of SAF-corporation in Moscow (or/and) in Kiev may bring a good profit for the company.

Would you be kind enough to let us know your thinking as to the subject. If you need an additional information, don't hesitate to bother us. Our coordinates in Kiev are:

Dr.Andrey N.Esauleiko 252212, Kiev, Ukraine, Timoshenko 11, ap.80 Fax: 011 7 044 413-31-38.

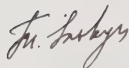
We are looking forward to continued cooperation. With the best wishes,

Yours sincerely,



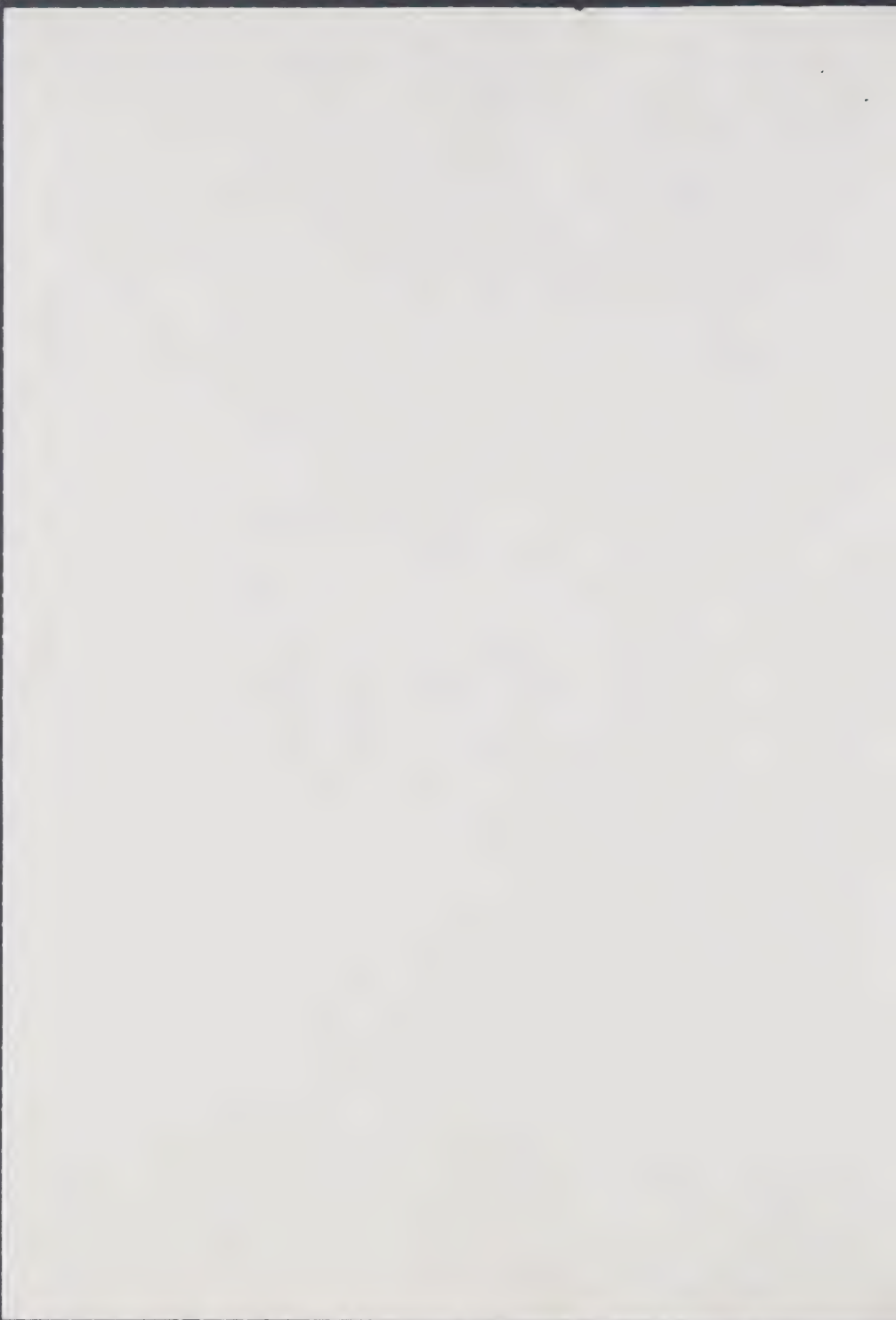
Dr. Andrey N.Esauleiko

Senior Researcher, GC/MS Chromatography
(Ukrainian Research Institute of
Alcohol and Food Biotechnology)



Dr. Taras G. Ilkun

Assistant Professor
(Kiev's T.Shevchenko state University
Chemical department)



Legal & Tax Update

Ukraine's Foreign Investment Law Shows Promise

The recently passed Ukrainian foreign investment law should facilitate operations of Western companies, notably as regards registration, taxation and investment protection.

Western firms are likely to see an improved investment climate in the Ukraine following the recent publication of the law "On Foreign Investment" (passed by the Supreme Soviet in Kiev on March 13, 1992). A distinct feature of the law is the very short period of time (three days compared with 30 days in Russia) within which the Ministry of Finance is obliged to complete registration. Putting this regulation in practice will be a challenging task, however.

Easy registration procedure?

The list of documents required for registration is probably the shortest in the CIS: just two copies of the application form containing information on volumes, forms, periods and target of investment, legal name and status of the proposed company, as well as citizenship of the investor and its representatives in the Ukraine. Furthermore, this deadline can be extended to 15 days if a Western investor seeks additional—mainly tax—benefits; these apply to priority investment sectors or to individual projects developed in conjunction with the Cabinet of Ministers of the Ukraine.

According to the new Ukrainian law, the rights of Western investors are similar to those found in most former Soviet republics. Firms can establish joint ventures or fully owned subsidiaries, acquire existing enterprises, own shares and intellectual property in enterprises jointly with Ukrainian economic agents, acquire mobile and immobile assets as well as obtain land use rights and natural resource concessions (up to 99 years).

Partnership certificates, shares and other securities (including government securities) can be bought by foreign investors for hard currency or for "local" currency (i.e. rubles or grivnas). But in cases where the investment is in local currency, then the funds have to be sourced via "Ukrainian economic

activities." The same principle governs participation of Western firms in competitive bidding and auctions. This regulation aims to restrict Western purchases of property for rubles or grivnas with monies derived solely through hard currency obtained at official forex rates which are—according to officials—detrimental to the domestic economy.

Enterprises with foreign investment can engage in any activities foreseen in their statutory documents except for those that are forbidden by existing law (for instance, production and distribution of illegal drugs, weapons, etc.). Insurance companies and security brokers must, however, get a special license from the Ministry of Finance and banking institutions from the National Bank of the Ukraine.

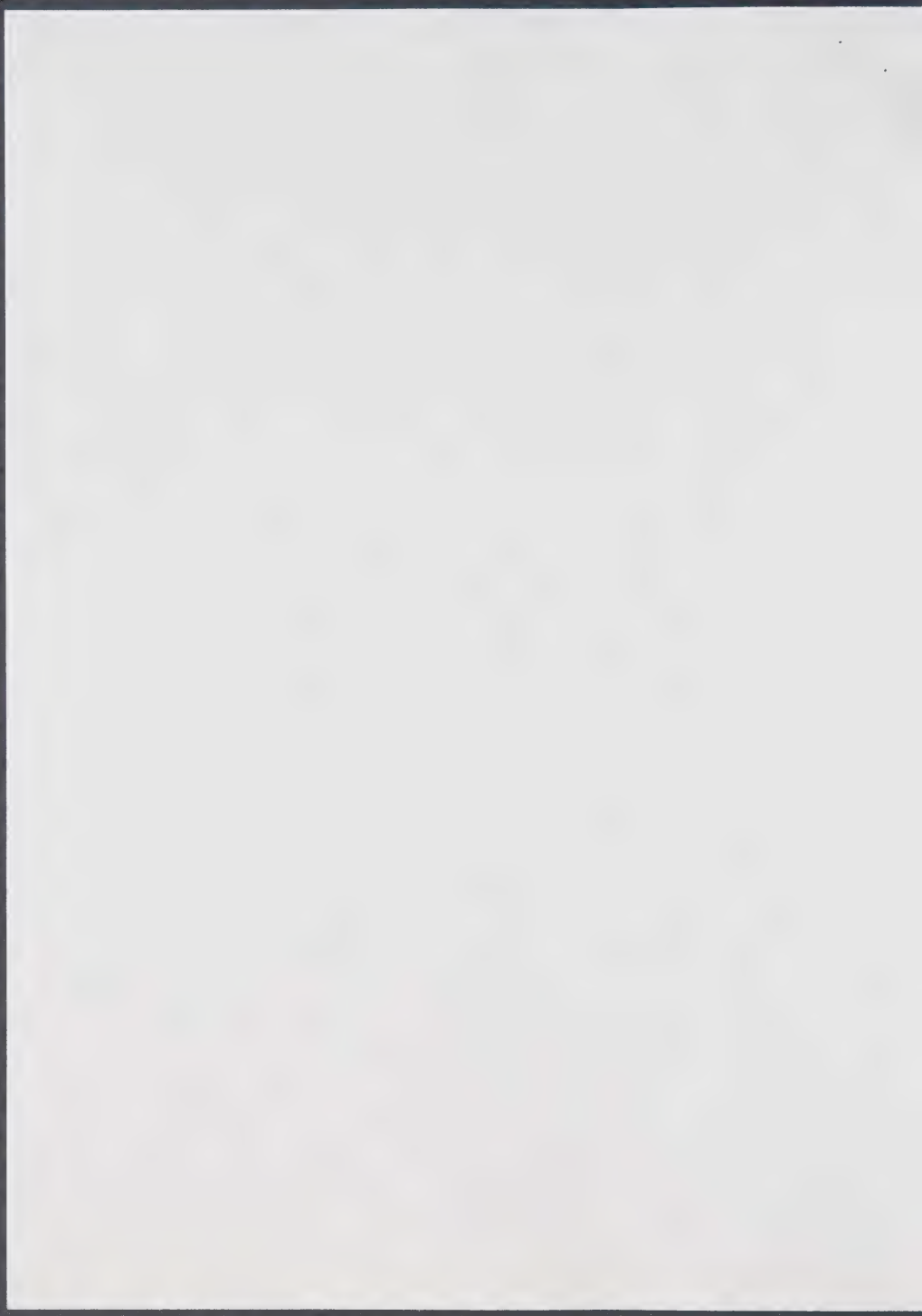
In general, foreign-owned businesses are considered equal to domestic organizations before the law. But there are additional benefits. Ventures with more than 20% foreign ownership and fully owned foreign subsidiaries are exempt from corporate tax for a period of five years, three years if in the wholesale and retail trade sectors, and two years involved in agency and brokerage activities.

As elsewhere, assets brought in as contributions to statutory capital are free from customs duties and import taxes. The same rule applies to imports of manufactured goods, raw materials, semifinished products, components, spare parts and so forth used by JVs for their own needs. Also, expatriates working in the Ukraine are not subject to customs duties and import taxes when importing their personal belongings. Some other tax preferences are expected to be granted in the near future when the government completes the streamlining of taxation regulation.

Liberal export-import license regime

Joint ventures and fully owned subsidiaries are not subject to export-import licensing when exporting goods and services of their own production; importing them for their own needs; otherwise, about 200 goods are subject to licensing. Repatriation of income, profit and other foreign exchange proceeds connected with foreign investment is guaranteed, after paying a 15% dividend tax. Local currency investment income can be used not only to buy hard currency in the domestic forex market but also to buy goods and export them free of license requirements. If this regulation is confirmed by implementing documents, countertrade operations in the Ukraine will be easier to arrange.

An unprecedented feature of the Ukrainian





JANSSEN CHIMICA

Janssen Pharmaceuticaal 3 - B-2440 Geel, Belgium - Tel.: 014/60.42.00 - Telex: 34.103 - Telefax: 014/60.42.20

Дорогие советские коллеги!

Фирма "Янссен Химика", отделение фирмы "Янссен Фармацевтика" (Бельгия), один из ведущих производителей химических реактивов для научных исследований, промышленности, сельского хозяйства, медицины и образования будет рада стать Вашим надежным партнером и поставлять Вам химические реактивы. Каждый из 10.000 наших высококачественных продуктов будет поставлен Вам в кратчайшие сроки. Впервые Вы получаете возможность приобрести нашу продукцию за любую имеющуюся у Вас валюту, в том числе за советские рубли по договорным ценам.

В этом Вам поможет Молодежное предприятие "777", которое реализует нашу продукцию на территории СССР.

По всем интересующим Вас вопросам, включая цены в рублях, объемы и сроки поставки, просим обращаться по адресу:

Молодежное предприятие "777",
Представитель "Янссен Химика" в СССР,
270080, г. Одесса, Черноморская дорога, 36
телефоны (0482) 61-87-81, 65-30-54
телефакс (0482) 65-30-54
телекс 232240 CROWN SU
телетайп 232361 ХИМИК

С наилучшими пожеланиями

Пол Гуэнс
Вице-Президент
Янссен Химика

Dear Soviet Colleagues,

"Janssen Chimica", division of "Janssen Pharmaceutica" (Belgium), one of the major producers of chemical intermediates for research, industry, agriculture, medicine and education would be pleased to become your reliable partner for research chemicals. Any high quality chemical out of 10.000 products we are producing can be delivered to you in the shortest time. It is for the first time that you get the chance to purchase our products for any currency you have available including Soviet roubles at the contract price.

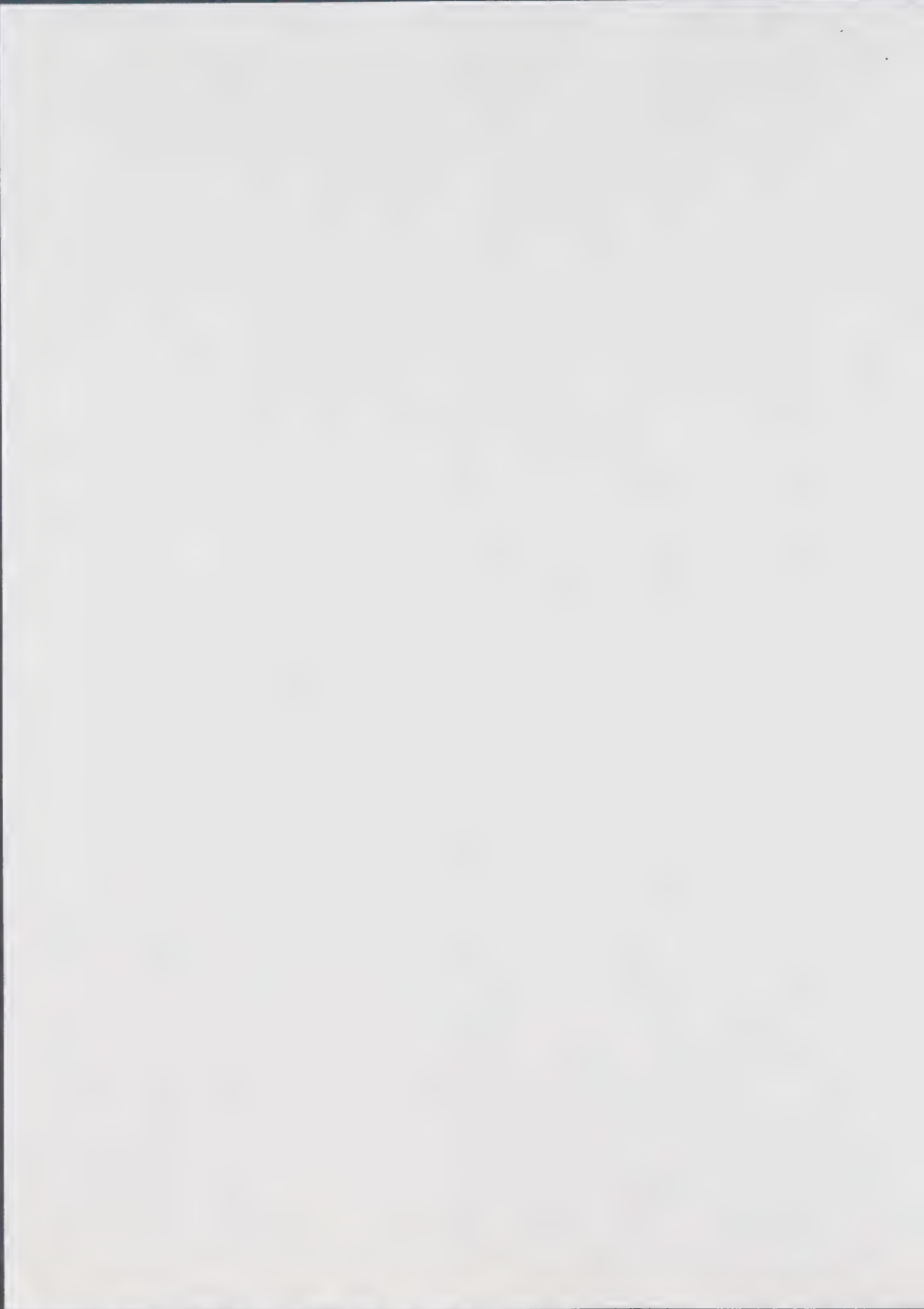
The Youth Enterprise "777" that acts as our distributor in the USSR will assist you in realizing your plans.

For all the information including prices in roubles, volume and terms of delivery, please, contact:

Youth Enterprise "777"
the Representative of "Janssen Chimica" in the USSR,
86, Chernomorskaya doroga, 270080, Odessa, USSR
Phones: (0482) 61-87-81, 65-30-54
Fax: (0482) 65-30-54
Telex: 232240 CROWN SU
Teletype: 232361 KHIMIK

Best regards,

Paul Geuens
Vice-President
Janssen Chimica



C U R R I C U L U M V I T A E

Name: Andrey Nickolaevich Esaulenko

Address: 11 Timoshenko Street, Apt. 80,
Kiev-254212, Ukraine

Telephone/FAX: (044) 413-31-38

Born: December 28, 1959, Yalta (Crimea) USSR

Education: 1977-1982

Graduated from the Kiev State T.G.Shevchenko
University (Chemical faculty).

Diploma topic: "Tetraamine complexes of nickel(II) and
copper(II) with tetraethynylboron(1-) anion."

Employments: 1982-1988

Physical Chemistry Institute (Ukrainian Academy of
Science). Boron-containing compounds laboratory of
bioinorganic division. In 1987 took his higher
degree in inorganic chemistry field. Topic of
thesis: "Tetraamine complexes of nickel(II) and
copper(II) with tetraethynylboron(1-) anion."

1988-1991

Bioorganic Chemistry Institute (Ukrainian Academy of
Science). Vitamins D-chemistry division. Field of
interests: HPLC home-made systems in preparative and
analytical applications of steroids. Created HPLC
home-made system for HPLC-columns (0 2-22 mm)
packing, testing and application in preparative and
analytical aspects. Developed some HPLC-techniques on
fat-soluble vitamins (A,D-3,E) and ergosterol
determinations.

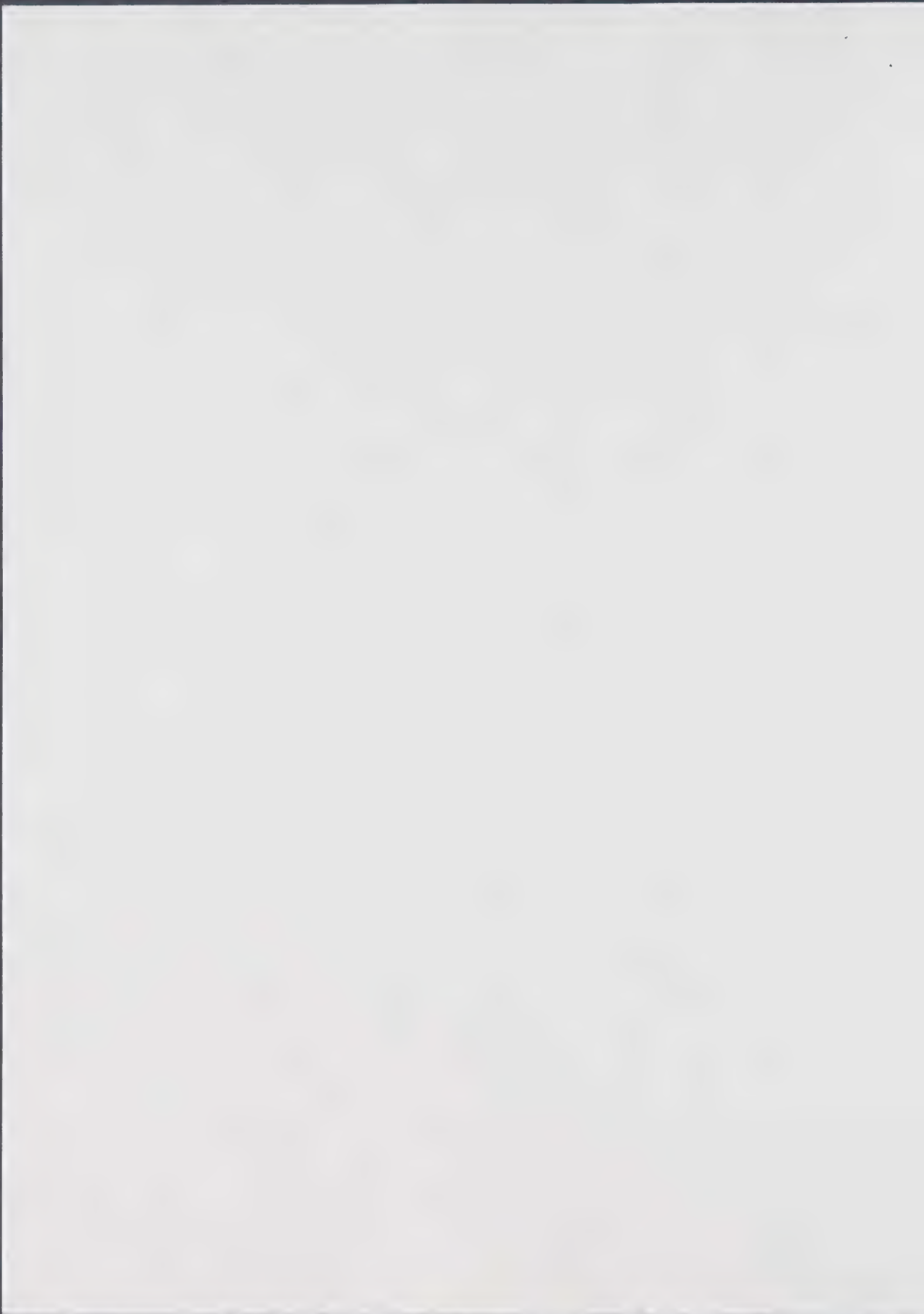
1991-1993

Institute of Alcohol and Food Product Technologies.
Developed some techniques on HP GC 5890/MSD 5970 for
traces analysis in alcohols and vodkas.

Spoken languages: Russian, Ukrainian, English

Publications:

6 articles and 4 reports in conferences devoted
synthesis, X-Ray, IR, UV-VIS, and multi-nuclear NMR
investigations of tetraamine complexes of nickel(II)
and copper(II) with tetraethynylboron(1-) anion.



SYNTEST Limited

Joint-stock Company
142432, Moscow Region, Chernogolovka
Institutski prospekti 10, Russia

October 1992

Please address all U.S. correspondence to:

SYNTEST Princeton Ltd.

35 Sayre Drive

Princeton, NJ 08540

Phone: 609 452 8771

Fax: 609 452 0727

What Is SYNTEST Ltd.?

SYNTEST Ltd. is a Voluntary Association for Scientific Co-operation (VASCO) organized under the joint stock laws of Russia.

Participation in SYNTEST Ltd. is open to any Laboratory in the 15 post-Soviet republics that is involved in the synthesis of biologically active organic compounds for pharmaceutical or agricultural use.

SYNTEST Ltd. has three objectives:

1. RESEARCH DIRECTION: To assist Laboratories in the Association in remaining in the forefront of international developments in the synthesis of biologically active organic compounds.

2. SCIENTIFIC TRAINING: To identify and promote opportunities for post-doctoral fellowships and sabbaticals in synthesis of biologically active organic compounds.

3. FUNDING: To represent Association Laboratories in international commercial transactions which will provide hard currency, scientific equipment and supplies and support for international travel of scientists in participating Laboratories.

Consistent with these objectives SYNTEST Ltd. is currently involved in following programs:

RESEARCH DIRECTION

PROGRAM 1. International Scientific Collaboration.

SYNTEST Ltd. is currently involved in a program to develop opportunities for increased scientific collaboration in basic research between Association Laboratories and leading United States academic institutions.

After meeting in Washington D.C. with the National Science Foundation and the National Academy of Science, the following approach has been developed.

- Step 1. Laboratories contact SYNTEST Ltd. Core Node in Chernogolovka to learn about research projects recently funded in the United States by the National Science Foundation.
- Step 2. Laboratories prepare a research proposal for joint scientific collaboration with a specified recipient of a NSF funded project.
- Step 3. SYNTEST Ltd., through its U.S. office, SYNTEST Princeton Ltd., will forward the proposal with a letter of introduction to the specified researcher.
- Step 4. The Laboratory and the United States researcher develop a joint research proposal for funding by the National Science Foundation.
- Step 5. An application for Cooperation in Applied Science and Technology (CAST) 1992/1993 travel funds for a one to two week visit is filed with the National Research Council.
- Step 6. Upon receipt of funds for travel, the joint research proposal finalized and submitted for funding by the National Science Foundation.
- Step 7. Funding is received and the research commences.
- Step 8. Upon receipt of notice of funding, the U.S. university files for special grant of U.S. \$10,000.00 for supplies and equipment for the Association Laboratory.

PROGRAM 2. American Chemical Society Journal

In meeting with representatives of the American Chemical Society in Washington D.C., SYNTEST Ltd. has developed a proposal under which the American Chemical Society will provide up to 50 free subscriptions for ACS scientific journals to the post-Soviet republics.

The objective of the proposal is to assist the American Chemical Society in making its publications accessible to the greatest number of chemists in the post-Soviet republics during this time of hard currency shortages.

Under this proposal, representatives of SYNTEST Ltd., the Academy of Science of Russia and the Moscow Central Library will develop a list of centralized repositories to receive the 50 subscriptions.

PROGRAM 3. Therapeutic Classes

In discussion with scientists in the leading international pharmaceutical companies, SYNTEST Ltd., has identified a strong interest in new compounds targeted for use in specific therapeutic classes.

SYNTEST Ltd., has begun to organize a series of scientific study groups composed of members of Association Laboratories to identify new scientific directions in developing compounds targeted for use in these specific therapeutic classes.

SCIENTIFIC TRAINING

PROGRAM 1. World Learning Inc.

In discussions with the congressional staff of U.S. Senator Bill Bradley, SYNTEST Ltd. learned of a new program to be funded by the U.S. government to bring several hundred pre- and post-doctoral scientist to the United States for scientific training at U.S. Universities.

SYNTEST Ltd.'s U.S. Office, SYNTEST Princeton Ltd. has been following this new program closely and currently is working closely with World Learning Inc which will be involved in implementing this new program. Our objective is to insure that outstanding young chemists in Association Laboratories will have an opportunity under this program to study in leading U.S. universities.

PROGRAM 2. National Research Council Scientific Travel Program

Funds have been identified for post-Soviet scientists to lecture or study in the United States for periods ranging from six months to one year. However, these funds can only be used to finance invitations from United States universities. They are not available for travel to scientific meetings.

Should any Association scientists receive an invitation to teach or study in the United States, please contact the SYNTEST Ltd. Core Node in Chernogolovka for more details about this program.

PROGRAM 3. SABIT

The United States Department of Commerce has a small program to bring a limited number of scientific managers to the United States for training at U.S. companies in the management and administration of commercial scientific research. Fluency in spoken and written English is required to participate in this program. Applications are available for SYNTEST Ltd. Core Node in Chernogolovka.

FUNDING

PROGRAM 1. SYNTEST International

SYNTEST Ltd. represents Association members in licensing the intellectual property rights to compounds synthesized in Association Laboratories. The key features of this program are:

- SYNTEST Ltd. does not sell the compounds outright but licenses the intellectual property rights to the compound for screening, evaluation and commercial development.
- For those compounds of continuing interest to pharmaceutical or agricultural corporations, SYNTEST Ltd. negotiates additional progress payment which are distributed to Association Laboratories.
- Corporations are encouraged to seek additional quantities of compounds, custom synthesis of analogues and contract research in alternate routes of synthesis from the Association Laboratory that initially synthesized the compound.
- Corporations are encouraged to invite Association scientists for scientific visits and discussions.
- Data on the results of screening by the corporation must be provided to SYNTEST Ltd.
- In the event a patent is filed, the original synthesizing chemist must be listed as the inventor.

PROGRAM 2. Requested Synthesis A

SYNTEST Ltd. represents Association Laboratories in identifying and negotiating contracts for requested synthesis.

By maintaining a office in the United States, SYNTEST Ltd. is in a strong position to regularly contact pharmaceutical and agricultural companies about the custom synthesis by Association Laboratories.

By maintaining a Core Node in Chernogolovka, SYNTEST Ltd. can communicate, co-ordinate and provide quality control for contracts for synthesis from many different corporations.

By representing over 6000 chemists in over 300 laboratories, SYNTEST Ltd. can develop a reputation as a reliable source of high quality custom synthesis with capabilities in the synthesis of a extremely wide range of biologically active organic compounds.

PROGRAM 3. Requested Synthesis B

SYNTEST Ltd. represents Association Laboratories in the sales of high-value biologically active organic compounds to major distributors such as Sigma-Aldrich in the United States and Janssen Chimica in Belgium.

PROGRAM 4. Requested Synthesis C

SYNTEST Ltd. funds the synthesis of new compounds which will be licensed under SYNTEST International. (PROGRAM 1)

PROGRAM 5. USPEX

SYNTEST Ltd. has developed a relationship with U.S. Pharmaceutical Explorations Ltd., to develop and license pharmaceutical compounds under clinical development in the post-Soviet Republics to U.S. and Japanese Pharmaceutical companies.

There are the current programs of SYNTEST Ltd. Additional programs of value to Association Laboratories are continually being developed.

WHAT ARE THE FACTORS THAT MAKE SYNTEST LTD. SUCCESSFUL?

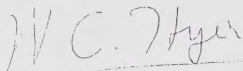
1. A Voluntary Association for Scientific Co-operation which is responsive to the needs of its Associated Laboratories.
2. A clear focus on the research direction, scientific training and funding needs of laboratories involved in the synthesis of biologically active compounds for pharmaceutical and agricultural discovery research.
3. A network of over 6000 highly trained synthetic organic chemists in over 300 laboratories in the 15 post-Soviet republics.
4. An organization of 8 regional consortia and 62 co-coordinators.
5. A Core Node in Chernogolovka which provides rapid and effective communication, scientific and commercial co-ordination and overall quality control of Association activities.
6. A permanent U.S. office, SYNTEST Princeton Ltd., to represent the Associations' scientific and commercial interests in the United States and Japan.

SYNTEST Ltd.

PAGE 6 OF 6

We welcome your Laboratory's membership in SYNTEST Ltd. and participation in its programs.

Sincerely,

A handwritten signature in dark ink, appearing to read "W. C. Hyer", is written over a horizontal line.

W. C. Hyer
Vice President
SYNTEST Princeton Ltd.

449 1769

From: Andrey Esaulenko
FAX: 011 7 044 413 31 38

TO: Mrs Isabel Bader
Mr. Alfred Bader

FAX: (44) 962-8322

DATE: Saturday, January 16, 1993.

Dear Isabel and Alfred,

Thank you for your cordial reception and hospitality. During my visit, some times I took myself at think that both of you would unexpectedly begin to speak Russian as my parents.

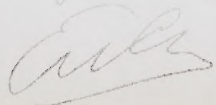
Thank you for all that you have done for Kolia and me. I'll never forget this visit. Kolia told me yesterday that he is happy in Provo.

Could you send me photo of both of you via Dr. J. Andor address. Please, inform Bob Waudler about happy end of my trip and ask him to send me his direct fax-number.

I wish you sound health and all the best things!

I also will be happy to learn your schedule for future couple months

Your's cordially



A. Esaulenko.

