PLAINTIFF'S EXHIBIT
Union Carbide 638

UNICARB INDUSTRIAL, S.A. DE C.V.
UNA SUBSIDIARIA DE UNION CARBIDE MEXICANA, S.A. DE C.V.

November 17, 1982

UNION CARBIDE CORPORATION
100 Oceangate 10th floor
Long Beach, Ca. 90802
U. S. A.

Attention: Mr. Tom P. Norris

Ref: Visit to Euzkadi

Dear Tom:

On muy visit to Cía Hulera Euzkadi, I interviewed Mr. Julio Cano L. (Vicepresident) of the company, in our conversation the main highlights were as follows:

- He mentioned that the asbestos market is decreasing substantia ly in our country mainly for two reasons:

  . That is cancerigenous

  . It is an imported product.

  So everybody is looking for alternatives.

- They have a technical assistance agreement with Armstrong and they are pushing to produce an asbestos free tile.

- He said that in the actual market there are a lot of asbestos suppliers, and they have no complaint whatsoever with theirs.

- They are using the 7PS-301 with a consumption of 120 tons/month.

- About bartering, he said that they would do it but under certain conditions, if our material works.

We pointed out that, they can use us as an alternative and that our product is being produced in the states, that gives them the advantage on availability and a lower cost, saving money on the freight paid all the way long from Canada; as well as the technical support from UCC's people and Niagara Falls research lab.

The above statements sound interesting to him and asked us for a quotation based on the 120 tons/month consumption.

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PRESIDENTE MASARYK No 8 — COL POLANCO DELEG M HIDALGO 11560 MEXICO, D.F. TEL 545-6700
TELEX No 017 72 753 APDO POSTAL 5-299

I gave them the sample and catalogs which were welcomed, and told him that another sample was submitted before to one of their purchasing department, and said he did not know anything about it but this time, he was going to give the wright people.

ACTIONS TO FOLLOW:

- To quote the SG-103 pellets.
- To follow-up the lab. test.
- To obtain an order

Regards,

UNICARB INDUSTRIAL, S. A. de C. V.
División Productos de Carbon

Ricardo S. Molina

c.c.: Ing. L. M. Romero

QUIM. JULIO CANO LARRAÑAGA
Vice-Presidente

BFGoodrich
EUZKADI

CIA. HULERA EUZKADI, S.A.
Apartado Postal 130 Bis
México I, D.F. Tel. 5-45-65-40