Calidria
CORPORATION

17 EXECUTIVE PARK DRIVE • ATLANTA, GEORGIA 30329

INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT
UC-470

To (Name) J. T. Kelly
Division UMETCO -
Location J1394
Area Danbury, CT

Date May 2, 1985
Originating Dept. Calidria Corporation
Area Atlanta, GA

Copy to J. L. Myers - King City
T. P. Norris - Long Beach

Subject Mexico City Trip

Dear Jim:

Last week's trip to Mexico City with Tom Norris was one of the most encouraging ones I have taken in a long time. Tom's efforts over the past two years have already produced results in new business for us and the outlook for increased sales are indeed bright. A summary of our activities last week follows:

Watson-Phillips - They worked in the past with Darex, W.R. Grace's and our former agent in Mexico and know our resin grade products and the industrial coatings market in Mexico. They are well established having been in Mexico for 161 years and the right size organization that we can get their attention. They appear to be technically competent to sell our products through the contacts they have developed in the coatings area. I would recommend that we add them on as our distributor in Mexico.

Texas Refinery - Tom was able to get us evaluated and approved here and they currently purchase our RG110 for their aluminized asphaltics and product is supplied to them from their headquarters in Fort Wort, Texas. Tony Galvan, the plant manager is a valuable contact and has steered Tom onto other potential sales of our products. In addition to Texas Refinery's 140 Ton/year asbestos consumption, Tom has also been able to identify the following asbestos fiber usage in asphaltic roof coatings in Mexico:

Fester De Mexico	840 tons
Imperquimia S.A.	900 tons
Pond's Sharp	100 tons
Proconsa S.A.	900 tons

Samples have been submitted to all of the above accounts and our product is in various stages of evaluation at each prospect.

Losetas Asfalticas - Starting from scratch, Tom developed initial floor tile grade sales here of 140 tons in 83, 320 tons last year and anticipated volume this year of 6-700 tons.

Euzkadi - Another floor tile producer estimated to be slightly larger than Losetas. We have been through the approval and testing phases and on this trip Tom was asked to quote on a carload of 103. Generally an order follows after a request for quotation.

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Placosa - On Friday our trip was paid for when Tom took an order for a T/L of RG244 (8M lbs - 16M$) from this new company setting up shop in Mexico. They are being run by a former employee of Products Research in California and they have bought PRC technology which includes our 244. They have 100 employees and plan to manufacture a much broader line of coatings than PRC. Anticipated 244 volume for the balance of this year is 1-2 more truckloads.

All in all, the trip to Mexico City showed that as a result of Tom's efforts and with continued sales coverage our fiber can be sold in Mexico and our annual volume should continue to increase with existing customers and with follow-up on sampled prospects. The addition of Watson-Phillips as our distributor would also be a plus to further broaden our sales through their contacts in the coatings industry.

Sincerely,

Jack Walsh

J. E. Walsh

FEW/cb

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