LOSETAS

SG-103

PLAINTIFF'S EXHIBIT
UC-482

905-657-1666

6/8/84 - Ser Alexandra

L/C should be ~~Irrevocable~~ Pick-up between 6/12 and 6/15, then mailed to NY

1st Release Immediate. June

Sanco
So. Cebu
Cousins
S.A.C.

TOTAL 4 C/L

6/14/84 - Call @ 11:00 AM
L/C may be available 6/15

Freight 3,391.39

6/19 Dinner w Tony Kenan
50# Bags OK

265 Tons June 20

6/26 - Per Antonio — was certain Alexandra had new L/C - he to Telex me.

Material SG-10 6,600.00 CDN
Flete de Canada a Front. Hex 6,839.32
: 3,439.32 CDN

Equivalente en dollars EUA.
10,979.93 USD

Material 133,320. LBS
Precio Por Libra = 0.0823

Flete Ferroviario -
Fijo 121,775.60 Pesos = 1.29 x LB
Ferrocarril 141,936.10 Pesos = 1.12 x LB
2.41

Distancia
Mexico - Nogales 2295 Km. 3672 MI
Mexico Reynosa Negras
1305 Km 2088
1584 MI

PLATE TO EAGLE PASS — 3.35
LAREDO
SP to NOGALES

2.30 / HUNDRED
1.05 DOLLAR
CANADA

U.C.C.

SH 103.7 .68 10,976. ✓ .05

FREIGHT

KING CITY
to NOGALES. 3.223.
14.199.22

EAGLE PASS
~~LAREDO~~
QUEBEC to ~~LAREDO~~
5.000 +

~~LOR~~
~~LAREDO~~ ~~NOGALES~~
~~3440~~ to
CLOSER CITY
MEXICO

LAREDO
~~LOREDO~~
to
MEXICO CITY

NOGALES
to
MEXICO CITY
20.60 TON

— ~~EAGLE~~ PASS —
SP.

EQUALIZE FREIGHT —

Who do we prefer to open Letter of Credit
What Banks. —

Copy — / IMPORT PERMIT
" — LETTER CREDIT

.0560

LOSETAS

Although an Import Permit has been applied for, an approval by the Mexican Govt has yet to be obtained. This permit is for a C/L of SG-103-7. Each day that the representative of Losetas arrives at the ~~---~~ permit office he is told to return the next morning and his request will be approved.

Per Antonio Karam, President, any Continued participation in his business rest on our ability to supply him product at a delivered price competitive to Carey TTS3. This difference is currently 0.05 cent/lb. In a Cooperative gesture he provided me with a Carey price list dated 2/16/83 which indicated the following:

Canadian Cost Load		
TTS3 --- 66 S.T. --- 132.000 #	@ 94.00 S.T. CDN.	
100 # Paper Bags.		
	CDN	6204.00
Inland Freight, Quebec to Mexico City		5.999.40
Broker Charges (Eagle Pass, Texas)		839.92

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Canadian exchange rate 0.8170 U.S. 10,656.39

= $161.46 U.S. delvd. Ton ST

The above Canadian price for grade has been increased to 100.00 S.T. CDN. and represents Carey 6% April 1, price increase. Delivery Charges remain the same except that now the price per ton delvd into Metro Ont. = $166.36, U.S. per S.T.

On solution Mr. Kanan informed me that by using "Calidria" versus Carey he is able to save in the following manner:

CAREY Asbestos, based on overall 100% formulation
16% asbestos

"Calidria" asbestos, based on overall 100% formulation
14% asbestos

This represents an saving of 12% asbestos based on overall formulation.

Plus the fact that by using "Calidria" he is able to reduce his TiO_2 requirements by 6%.

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Include Contract
suggest 5% Common
method.

His usual procedure is to Pre-Mix all dry portions of the formulation (including the SG-103) and then to charge the Banbury.

.00525 .00875

	COST PER S.T.	U.C.C.		CANADA
~~Cost~~		160.00	150.00 S.T.	100.00 CDN
England Freight	68.6			
Douglas, GA		46.98	S.T.	
~~England Freight~~				
~~Mexico~~ City		(67.58 U.S.)		90.91 CDN
~~Transfer fee~~				75.00 U.S. Dec
Nogales to Mexico City		20.60	S.T.	
Transfer fee Broker		12.24	S.T.	12.73 CDN
Inland Freight to Mexico				
		239.82 (229.82)	S.T.	203.64 CDN
				166.37 U.S.
		= 0.12 ¢ 0.11.5		= 0.083 ¢

We can save 3.00 Ton by reducing commission paid to UCC from 7% to 5%

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ALFREDO BALMASEDA,
LEGAL Dept

Attached is a Contract between CARBIDE & UCC dated 1973 which excludes asbestos from paying a sales Commission on product shipped into Mexico. A new Contract is Currently being written which will include asbestos and we will at that time be required to pay a sales Commission on any product shipped into Mexico whether it is a direct sale or through UCC Mexico City. Legal Contact in Danbury is John Mallory, Pan American

UCC Mexico City is 52.3% owned by CARBIDE and 45.7% UCC, Danbury

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