PLAINTIFF'S EXHIBIT
UC-560

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: W. R. Grace
New York, NY

INDUSTRY CLASSIFICATION: Export Distributor

SALESMAN: F. J. SHORTSLEEVE
R. E. BYRNE
T. P. NORRIS
G. L. LINCOLN

REGION: WESTERN

DATE OF CALL: 2/2/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Albert Dombach
Asari Rijala

CALL OBJECTIVE:

RESULTS OF CALL:

Grace has an exclusive contract to sell SX14, SX24 in Mexico, Central America and South America, excluding Brazil. However, their sales of these products have averaged less than $100,000/year. This meeting was to express our concern and offer our help and assistance to increase sales in these countries. An offer to make joint calls to above countries as well as Europe was made and well received for Mexico, Central and South America but a negative reaction was received for Europe. Mr. Rajala who coordinates sales into this region was leaving on a two week trip into South America and was to advise us on his return where could best help each other.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: ✓ Gmc
REB:~~WCP~~:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

UNION CARBIDE CORPORATION
[illegible] P. O. BOX 340
LONG BEACH, CALIFORNIA 90801

October 14, 1982

Mr. Asari Rajala
W. R. Grace Inc.
1114 Avenue of Americas
New York, NY 10036

Dear Mr. Rajala:

Enclosed is the agenda and reprints of subject matter discussed at our recent Distibutor Meeting at the Omni International Hotel, Atlanta, Georgia, on September 30, 1982. Presentations by Distributor and Union Carbide Corporation personnel were timely, relevant, well received and represented a thorough discussion on matters effecting our close relationship. We regret you could not be present but look forward to seeing you at our next meeting.

Also enclosed is a summary of the main features of Asbestos/Health Regulations in various countries as amended through July 23, 1982. Please forward copies to those countries under your direct coverage that are impacted by these regulations.

We will continue to send this information to you as it is received from the Asbestos International Association in our continuing effort to provide accurate and timely health/regulatory information.

Very truly yours,

UNION CARBIDE CORPORATION
Metals Division

T. P. Norris
Manager, Export Sales

TPN:vc
enclosure

RECEIVED
OCT 18 1982
UCC-CALIDRIA
NIAGARA [illegible] N.Y.