METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT



CUSTOMER & LOCATION: W. R. GRACE - DAREX
MEXICO CITY, MEXICO

INDUSTRY CLASSIFICATION: DISTRIBUTOR

SALESMAN: T. P. NORRIS
G. L. DICKSON

REGION: COMMERCIAL

DATE OF CALL: 03/29/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Ricardo Baca, Technical Representative

CALL OBJECTIVE: Routine Call.

RESULTS OF CALL:

Now that import permits are no longer required, sales of SX-14 and SX-24 should start once again. No shipments were made in 1983.

Protexa, S.A., a licensee of P.T.I., Dayton, Ohio, has received 1 ton SX-14, and promised Darex additional orders throughout 1984, including 5 tons SX-24. Other companies will also begin purchasing SX-14 and SX-24 as the automotive industry picks up momentum.

A decision will be reached soon on warehousing SX-14 and SX-24. This could really expand their market, as it would permit them to sell less than pallet quantities to a great number of small companies.

SX-14 is priced at $1.00/lb., and SX-24 at $3.60/lb. The competitive product to SX-24 has a 40% duty because Mexico produces fumed silica.

Ricardo understands that if we sell to Ponds Sharpe, Fester de Mexico or other potentials, CALIDRIA grades other than SX-14 and SX-24, we must deal direct because of the high cost of SX-14 ($1.00/lb.).

FOLLOW-UP ACTION REQUIRED: Maintain quarterly contact.

✓

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

-0247B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: W. R. GRACE-DAREX
MEXICO CITY, MEXICO

INDUSTRY CLASSIFICATION: DISTRIBUTOR

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 08/30/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book

☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: R. Baca, Technical Sales

CALL OBJECTIVE: Account maintenance.

RESULTS OF CALL:

Darex sales are Flat but a few orders are expected before the end of 1984. Flat sales are caused by poor automotive sales.

Together with Darex we visited Watson Phillips, a potential distributor of SX-14 and SX-24. It appears at this time that there may be an interest in distributing and warehousing SX-14. Watson Phillips had purchased SX back in 1980-1981 but in the resulting economic collapse of 1982-1983, sales were zero, and it was not until 1984 that old inventory (4 tons) was eventually sold to several customers.

FOLLOW-UP ACTION REQUIRED: Continue quarterly contacts.

✓

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

-0321B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: W. R. GRACE - DAREX
MEXICO CITY

INDUSTRY CLASSIFICATION: DISTRIBUTOR

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 6/21/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: R. Baca - Technical Sales
Joaquim Martinez - Sales Manager (not seen - away on trip)

CALL OBJECTIVE: Routine call.

RESULTS OF CALL:

Mr. Baca was instrumental in delivering the HPO sample to Pond's Sharpe. We first air freighted the 15# HPO via Mexicana Airlines; they had to locate a broker to create the necessary paperwork, so that the sample could be picked up at the Airport and delivered to Pond's Sharpe. We will have to reimburse him for expenses in this matter.

Darex will soon make a decision whether or not to warehouse SX14-SX24. There are advantages for them to do so and the subject has been discussed with them for several months. There would be an immediate increase in their order pattern, but at this point volume cannot be forecast.

FOLLOW-UP ACTION REQUIRED:

Continue quarterly contact.

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK ✔

-0282B-

UNION CARBIDE CORPORATION ROBINSON PLAZA II, ROUTE 60, PITTSBURGH, PA 15205
METALS DIVISION
PHONE: (412) 787-5830

November 18, 1983

Dr. Hans Villiger
Product Line Manager
Grace GmbH
P. O. Box 449
In der Hollerhecke 1
D 6520 Worms, Germany

Dear Dr. Villiger:

Reference is made to the Agreement dated July 1, 1980, as amended, for asbestos, between Union Carbide Corporation and W. R. Grace and Co.

Pursuant to article 3(a), effective January 2, 1984, Union Carbide Corporation proposes to increase the prices for SYLODEX-14 and SYLODEX-24 to those levels shown on the attached revised Exhibit B, Page 1.

Proposed prices for non-SYLODEX products are presented in Exhibit B, page 2.

Please indicate your receipt and acceptance of the revised Exhibit by signing and returning the enclosed copy of this letter.

Very truly yours,

UNION CARBIDE CORPORATION
METALS DIVISION

BY _____
Vice-President

Agreed to and accepted:

W. R. GRACE & COMPANY

BY _____

TITLE _____

Union Carbide trial exhibit UC-599: Union Carbide Calidria Customer Call Reports on W. R. Grace-Darex, Mexico C... Published by AsbestosClaims.Law
ACL Doc 15836 · Page 4 of 6 asbestosclaims.law/library/15836/4

EXHIBIT B

PRICING & PACKAGING INFORMATION FOR SYLODEX PRODUCTS

W. R. GRACE - EUROPE
(Effective 1/2/84)

PRICING (FOB King City, CA)

Product	Container Size	No. Bags	Net Wt., lbs.	$/lb.
SX-14	40'	1080	35640	0.36
	20'	500	16500	0.36
SX-24	40'*	1280	14080	1.35
	40'	960	10560	1.35
	20'	480	5280	1.35

* High Cube Containers

PACKAGING

	SX-14	SX-24
Net Wt./Pkg., lb.	33 (15 Kg.)	11 (5 Kg.)
Gross Wt./Pkg., lb.	34.5	12.5
Pkg. Dimen., In.	28x19x6	28x17x7
Pkg. Vol., ft.3	1.847	1,928
Density, ft.3/2000 lb.	112	350

Note: Sylodex 14 is "Calidria" asbestos RG-144.
Sylodex 24 is "Calidria" asbestos RG-244.
Pricing includes shrink-filming of individual bags, which are loose-loaded in containers. Some variation in full container weight may occur. Containers can be loaded with products on pallets at $0.02/lb. extra.

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EXHIBIT B

PRICING & PACKAGING INFORMATION FOR NON-SYLODEX PRODUCTS

W. R. GRACE - EUROPE
(Effective 1/2/84)

PRICING (FOB King City, CA)

	Full 20' Container			Partial Container		
	No. Bags	lbs.	$/lb.	No. Bags	Minimum, lbs.	$/lb.
SG-103-EX	536	37520	0.075	268	18760	0.100
SG-130-EX	520	20800	0.105	260	10400	0.130
HPP-EX	750	37500	0.120	375	18750	0.145
HPO-EX	500	17500	0.140	250	8750	0.165

PACKAGING

	SG-103-EX	SG-130-EX	HPP-EX	HPO-EX
Net Wt./Pkg., lb.	70	40	50	35
Gross Wt./Pkg., lb.	70.5	41.5	51.5	36.5
Pkg. Dimen., in.	25x17x6	28x18x6	23x15x6	28x17x7
Density, $ft.^3$/2000 lb.	42	88	48	110

Note: Packaging for all products except SG-103-EX includes milti-ply paper bags shrink-wrapped with plastic. SG-103-EX is packaged in plastic bags. Bags are loose loaded in containers, not palletizied.

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