

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION TEXAS REFINERY
MEXICO CITY

ASPHALTIC
COATINGS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 10/31/84

PERSONS INTERVIEWED: TONY GALVAN, VICE-PRESIDENT

CALL OBJECTIVE: Follow-up on RG-110 evaluation.

RESULTS OF CALL:

The Fort Worth, Texas evaluation of RG-110 in Aluminum Asphalt Roof Coating was successful. It now remains for Tony to present this new product to his marketing group in a sales meeting scheduled for November 29, 1984. Initial inventory of RG-110 will be shipped from Fort Worth stock. As the business expands, he may wish to order direct from King City.

Potential is 100 tons/yr.

FOLLOW-UP ACTION REQUIRED: Continue quarterly calls..

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

-0371B-

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION W. R. GRACE - DAREY MEXICO CITY DISTRIBUTOR

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 11/01/84

PERSONS INTERVIEWED: R. BACA, TECHNICAL SALES

CALL OBJECTIVE: Account Maintenance.

RESULTS OF CALL:

Reviewed their progress and continued interest of Watson Phillips, a potential distributor, of SX-14 and SX-24. Watson Phillips would distribute to those prospects that Darex does not and will not service. These prospects would be small firms who could look to Watson Phillips to warehouse the SX line as well as other Calidria grades. This company has been doing business in Mexico for the past 160 years, and are highly regarded as importers, exporters and manufacturers. Presently, they have several samples of SX-144 out for customer evaluation.

FOLLOW-UP ACTION REQUIRED: Continue quarterly calls.

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

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: U. C. Mexicana S.A.
Mexico City, Mexico

INDUSTRY CLASSIFICATION: Floor Tile

SALESMAN: T. P. Norris REGION: WESTERN DATE OF CALL: 1/18/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS

☐ Health & OSHA Information Blue Book

☐ Dust Count Report

☐ Other, specify below

PERSONS INTERVIEWED:

Ricardo Molina, Sales Manager

CALL OBJECTIVE:

RESULTS OF CALL:

Reviewed with this office the problems we continue to face in supplying "CALIDRIA" to floor tile producer Losetas Asfalticos and Euzkadi. We are on the approved list for Losetas. Although Import Permits/Letters of Credit are available, they are not available at the Government specified Preferential Exchange rate of 90 peso/1.00. Industry is not ready to purchase at the 150 peso/1.00 because that will add fuel to their inflation rate currently at 100% per year. In the meantime, more and more industrial plants shutdown and unemployment figures continue to advance. There does not appear to be an easy way out of this problem. Yet, the patience of the Mexican people toward their government is not without limit. Everyone recognizes that before conditions improve for the average person, a long period (estimated to be 2-4 years) must first come to pass and if conditions continue to deteriorate serious social problems may arise.

Our visit with Losetas was encouraging in that we were advised we would receive an order. However, because of problems outlined above, we did not. We are confident that once the government agrees to give industry what they have promised (90 peso/1.00 exchange rate) orders for C/L purchases of SG-103 will commence.

-0124B.1-

At the Euzkadi plant we met with Mr. Cano, Vice President Purchasing. They are an Armstrong Floor Tile Company licensee and a B. F. Goodrich licensee for tires. Results of the lab test are not yet available. However, assuming a positive response, our next move will be to supply sufficient SG-103 for a production trial. During this trial we would be expected to supply our technical expertise and have a man on the plant floor for problem solving. We responded in an affirmative manner their resquest for samples and technical assistance. Assuming that all the above results in product approval and we are able to compete pricewise then we could expect to share in the 1,500 ton annual asbestos consumption.

	TONS 1982 Sales	LOSETAS 1983 Budget	ASFALTICOS 1982 Sales	$ M 1983 Budget
SG-103	22	100	3	14

FOLLOW-UP ACTION REQUIRED:

COPIES TO: REB, RML, JEW, KC-FILE, NF-FILE

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