PLAINTIFF'S EXHIBIT

UC-2262

cc REB RLS WCT ✓

MONTHLY REPORT: August 1 - 31, 1976

September 1, 1976

TO: Dr. A. L. Zecha

cc: Mr. J. L. Myers

FROM: F. S. Wada

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ASBESTOS:

Unit: US$1,000

UCC Sales

1976 ABB	August Sales	August %ABB	August %'75	Year-to-Date Sales	Year-to-Date %ABB	Year-to-Date %1975
884	85	115	197	587	100	170

Comments:

The Tomoe imports for the month is exceeding well done, due to many back log shipments from the beginning of the year has been caught up by King City.

The import by products:

RG-244	$27,968
RG-144	2,898
HPP	29,250
HPO	1,380
SG-100	6,750
AS-200	7,500
T-135(P)	9,187
TOTAL:	$84,933

The asbestos sales forecast for the year does not look very bright, due to very sluggish economic recovery in the domestic market recovery in the housing industries as compared to the electronics and car industries chalking up record export sales.

The forecast of import for remainder of the year from September is expected to be about $25M, 25M, $50M and $50M respectively or about $150M. Total for the year will be about $737M or 83% of ABB.

The main products that affected the estimate are SG-100 for Nittobo floor tiles and Eidai Sangyo HPP ceiling tiles. Nittobo reduced their SG-100 usage of 100 T/M to 50 T/M, which is 600T for the year amounting about $59,000. Eidai Sangyo discontinued making ceiling tile causing reduction of 30 T/M of HPP or 360 T/Year amounting to about $51,000. The combined decrease of $110,000 has affected the 1976 sales performance.

The ecology regulations are gradually getting more stringent and very confusing due to different interpretations. Even the central and local Welfare Officials differ in interpretation here.

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ACL Doc 17258 · Page 1 of 2 asbestosclaims.law/library/17258/1

Up to present the uniform precautionary label on the bag without the importers name were used, but recently it was pointed out that the importer's name must be printed.

At the plant site where asbestos is used a Sign to warn the employers must be placed. In general the customers of Tomoe who have been using asbestos are more understanding regarding regulations.

F. S. Wada

FSW:ys

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ACL Doc 17258 · Page 2 of 2 **asbestosclaims.law/library/17258/2**