PLAINTIFF'S EXHIBIT

UC-2639

ASBESTOS SALES TERRITORIES
(Effective ~ 4/8/80)

UCC 005295

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EASTERN REGION TERRITORY PROFILE

GEOGRAPHICAL ASSIGNMENT: 15 NORTHEASTERN STATES

NUMBER OF ACTIVE ACCOUNTS: 1980 44 1981 30

CUSTOMER	TOP TEN ACCOUNTS ($) END USE	GRADE(S)	1980 SALES $M	1980 SALES TONS		1981 BUDGET $M	1981 BUDGET TONS
KENTILE (CHICAGO)	FLOOR TILE	SG-103 & -104	628	6026	(1)	713	6100
KENTILE (BROOKLYN)	" "	SG-103	182	1491	(4)	158	1200
A. T. CALLAS	DISTRIBUTOR	RG-144 & -244	134	118	(3)	173	96
TREMCO	COATINGS	RG-244	104	42	(7)	132	40
PROTECTIVE TREAT.	SEALANTS	RG-144 & -244	101	63	(6)	151	68
GAF	FLOOR TILE	SG-103	94	792	(2)	238	1800
BOUFFARD ASSC.	DISTRIBUTOR	RG-144 & -244	75	79	(8)	93	73
TECHNICAL PROD.	"	RG-144 & -244	63	22	(5)	154	134
RCA RUBBER	RUBBER FLOORING	SG-200	52	360	(9)	63	360
UNION CITY IND.	CTGS. & SEALANTS	SG-210, RG-144 & -244	30	59	(10)	49	82
		TOTAL	1463	9052		1924	9953
		% OF TOTAL SALES	86.5	96.4		89.4	97.6
		TOTAL PACKAGE	1691	9392		2153	10,200
		% OF DOMESTIC SALES	43.7	44.4		38.9	40.0

GLD:6/23/81

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EASTERN REGION

1981 SALES TO DATE

GRADE	ACTUAL		BUDGET		% BUDGET		%1980	
	TONS	$M	TONS	$M	TONS	$M	TONS	$M
SG-103	1929	253	1650	218	117	116	210	226
SG-104	2732	317	2900	336	94	94	95	106
(TOTAL TILE	4661	570	4550	554	102	103	123	139)
SG-130	15	4	20	4	75	100	150	200
SG-200	240	42	180	32	133	131	133	151
SG-210	40	9	38	9	105	100	40	37
HPO	59	18	80	20	74	90	148	206
HPP	20	4	10	2	200	200	100	108
RG-110	4	2	18	5	22	40	100	111
RG-144	76	48	85	58	89	83	117	115
RG-244	95	289	120	392	80	74	100	117
TOTAL	5212	988	5100	1076	102	92	121	129

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1980 CUSTOMER CALL FREQUENCY SUMMARY

Reports Filed	163
Days In Field	87
Call Per Field Day	1.9

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KEY ACCOUNT PROFILE

KENTILE FLOORS, INC.

PRODUCTS: VINYL & ASPHALTIC FLOOR TILE
SOLID VINYL FLOORING

CORPORATE HEADQUARTERS: 58 SECOND AVENUE
BROOKLYN, NY 11215

PLANTS: BROOKLYN, NY (TILE)
CHICAGO, IL (TILE)
SO. PLAINFIELD, NJ (SOLID VINYL)

PRIVATELY HELD COMPANY CONTROLLED BY KENNEDY FAMILY. NO FINANCIAL DATA AVAILABLE EXCEPT ASSETS EXCEED $1MM. MANAGEMENT BEING PASSED ON GRADUALLY TO ONLY SON ANDREW WHO IS PRESENTLY DIRECTOR OF PURCHASING. PROBABLY THE SECOND LARGEST U.S. TILE PRODUCER (ARMSTRONG - NO. 1).

CONTACTS: ANDREW KENNEDY
ERNIE GAMBLE - V.P. (TECHNOLOGY)
EARL SURI - TREASURER
TED RAY - ASST. PLANT MANAGER (CHICAGO)
ANDY KOLIS - CHIEF CHEMIST (CHICAGO)
LARRY MAZENEC - PURCHASING AGENT (CHICAGO)

CALIDRIA ASBESTOS SALES (M$)

1981 (BUDGET)	1980	1979	1978	1977
871	810	872	577	110

COMPETITION: CAREY-CANADIAN

UCC 005299

PROBLEMS/OPPORTUNITIES

1 - PROBLEMS

TOXICOLOGY

HIGH PRODUCT PRICE

TRANSPORTATION COST FROM KING CITY TO NORTHEAST

EXCHANGE RATE ON CANADIAN DOLLAR

LACK OF NEW APPLICATIONS/PRODUCTS

2 - OPPORTUNITIES

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IMPACT OF TILE MARKET ON CALIDRIA
ASBESTOS DOMESTIC SALES

	Sales for First Five Months (1981)			
			% Of Sales	
	Tons	M$	Tons	$
SG-103	2799	372	28	18
SG-104	4008	464	41	23
SG-200	180	32	2	2
TOTAL	6987	868	71	43
Other Grades	2807	1168	29	57
TOTAL	9794	2036	100	100

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FLOORING PRODUCTS

1. TILE

Vinyl Asbestos	
Asphalt Asbestos	(Calidria not normally used)
Rubber	(Only one know U.S. producer)
Solid Vinyl & Ceramic	(Do not contain asbestos)

2. SHEET GOODS

Calidria not used, primarily because of its poor drainage characteristics.

Vinyl Asbestos (& Rubber) Floor Tile

~ 65% Limestone
5-15% Asbestos*
~ 10% Vinyl Resin (Rubber)
Plasticizer
Lubricants
Stabilizers
Pigments (e.g. T_iO_2)

* Asbestos used for dimensional stability and reinforcing.

Calidria Asbestos In Floor Tile

1. Advantages

A) Brightness (Saves on titanium dioxide consumption)
B) Lower Dusting Characteristics (Pelletized)
C) More Efficient (Utilize higher limestone additions)
D) Bulk Handling (SG-104)

2. Disadvantages

A) Higher Price

SG-103	- $132 - 136/ton	($U.S.)
SG-104	- $116/ton	($U.S.)
Canadian	- $100/ton	($C)

B) Canadian $ Exchange

C) Pelletized

Cannot be used by Armstrong

D) Freight Costs

Chicago about "break even" point

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ESTIMATED ASBESTOS CONSUMPTION IN FLOOR TILE*

	1973	1975	1981	UCC PARTICIPATION Tons	UCC PARTICIPATION %	REMARKS
1- GAF CORPORATION						
HOUSTON, TX	3,000	3,000	(CLOSED)	--	--	
LONG BEACH, CA	5,000	5,000	2,500	2,500	100	COST ADVANTAGE
JOLIET, IL	2,000	(CLOSED)	(CLOSED)	--	--	
VAILS GATE, NY	10,000	10,000	7,500	1,600	20	COST DISADVANTAGE
TOTAL	20,000	18,000	10,000	4,100	40	
2- ARMSTRONG						
ALL PLANTS	20,000	20,000	15,000	0	0	CANNOT USE PELLETS
3- FLINTCOTE						
LOS ANGELES, CA	4,000	4,000	(CLOSED)	--	--	
CHICAGO, IL	4,000	4,000	"	--	--	
NEW ORLEANS, LA	4,000	4,000	"	--	--	
CHILLICOTHE, OH	4,000	4,000	"	--	--	
TORONTO, ONT	4,000	4,000	4,000	0	0	COST DISADVANTAGE
TOTAL	20,000	20,000	4,000	0	0	
4- KENTILE						
TORRANCE, CA	2,000	2,000	(CLOSED)	--	--	
CHICAGO, IL	5,000	5,000	7,500	5,800	80	COST DISADVANTAGE IN ASPHALT TILE
BROOKLYN, NY	5,000	5,000	5,000	1,800	35	COST DISADVANTAGE
TOTAL	12,000	12,000	12,500	7,600	60	
5- AMERICAN BILTRITE						
TRENTON, NJ	8,800	8,800	5,000	0	0	COST DISADVANTAGE
LAMIRADA, CA	1,200	1,200	(CLOSED)	--	--	
TOTAL	10,000	10,000	5,000	0	0	
6- UVALDE						
HOUSTON, TX	5,000	5,000	4,600	4,600	100	COST & HANDLING ADVANTAGE
7- WINDBURN						
LITTLE ROCK, AR	500	500	(CLOSED)	--	--	
8- RCA RUBBER						
DAYTON, OH	350	350	350	350	100	QUALITY ADVANTAGE
9- OTHERS	17,150	9,150	0(?)	--	--	
TOTAL	105,000	95,000	51,450	16,650**	33***	

*DOES NOT INCLUDE SHEET GOODS AS WE DO NOT PARTICIPATE IN THAT MARKET.
**FORECAST III ASSUMES FLOOR TILE GRADE SALES TO BE 15,923 TONS.
***CAREY CANADIAN ABOUT 60% OF THE TILE MARKET REQUIREMENTS.

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VINYL ASBESTOS FLOOR TILE MARKET

NON-GROWTH BUSINESS

1 - Resurgence of residential carpeting

2 - Decline in housing starts

3 - Trend to smaller homes and apartments

4 - Acceptance of carpet in business and commercial buildings

5 - Movement toward non-asbestos tile (NAT)

OPPORTUNITIES

OPTIMISTIC - Limited

REALISTIC - Gradual loss of sales

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