PLAINTIFF'S EXHIBIT

UC-5072

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.

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

FOLLOW-UP ACTION REQUIRED:

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