LOSETAS

SG-103

PLAINTIFF'S EXHIBIT
UC-482

905-657.1666

6/8/84 - Per Alexandro

L/C should be ~~[illegible]~~ Picked-up between 6/12 and 6/15, then mailed to NY
1st release Immediate. June

Banco So. Carolina Columbia S.C.

TOTAL 4 C/L

6/14/84 - Call @ 11:00 AM
L/C may be available 6/15

Freight 3,391.39

6/19 Dinner w Tony Kanan
50# Bags OK

265 Tons June 20

6/26 - Per Antonio — war certain Alexandro had new L/C - he to Telex me.

Material SGID 6.600.00 CDN
Flete de canada a Front. Mex 6.839.32
: 3,439.32 CDN

Equivalente En dollars Eun.
10,979.93 USD

METRIC 133,320. LBS
Precio Por Libra = 0.0823

Flete territorio Nal -
TRAILER 171 775.60 Pesos = 1.29 x LB
Ferrocarril 141,936.10 Pesos = 1.12 x LB
22.40 TON

Distancia
Mexico - Nogales 2295 km. 3677 MI
Mexico Piedras Negras [illegible]
1305 Km 2088
1584 MI

RATE TO EAGLE PASS — 3.35
LARADO
SP to NOGALES

2.30 / HUNDRED
1.05 DIFFER.
CANADA

U.C.C.

SG 103.7 .08 10.976. .05

FREIGHT
KING CITY
to NOGALES. 3.223.
14.199.22

EAGLE PASS
~~LAREDO~~
QUEBEC to ~~LORADEO~~
5.000 +

~~LAR~~
LAREDO
~~240 MILES~~
CLOSER to
MEXICO CITY

LAREDO
~~LORADEO~~
to
MEXICO CITY

NOGALES
to
MEXICO CITY
$ 20.60 TON

— ~~EAGLE~~ PASS —
SP.

EQUALIZE FREIGHT —

Who do we prefer to open Letter of Credit
What Bank. —

COPY — IMPORT PERMIT
" — LETTER CREDIT

LOZETAS

Although an Import Permit has been applied for, an approval by the Mexican Govt has yet to be obtained. This permit is for a C/L of SA-103-7. Each day that the representative of Lozetas arrives at the ~~~~ permit he is told to return the next morning and his request will be approved.

Per Antonio Karam, President, our Continued participation in his business rest on our ability to supply him product at a delivered price competitive to Carey TTS3. His objective is currently 0.05 cent/lb. In a Cooperative gesture he provided me with a Carey price list dated 2/16/83 which indicated the following:

CANADIAN CAR LOAD

| | | | |
|---|---|---|---|
| TTS3 --- 66 S.T. --- 132.000 # | @ 94.00 S.T. CDN. | | |
| 100# Paper Bags. | | | |
| | | CDN | 6204.00 |
| Inland Freight, Quebec To Mexico City | | | 5.999.40 |
| Broker Charges (Eagle Pass, Texas) | | | 839.92 |

Canadian exchange rate 0.8170 U.S. 10,656.39

= $161.46 U.S. delvd. Ton ST

The above Canadian price for fiber has been increased to 100.00 S.T. C.D.N. and represents Carey 6% April 1, price increase. Delivery Charges remain the same except that now the price per ton delvd into Metro Ont. = $166.36, U.S. per S.T.

On addition, Mr. Kanan informed me that by using "Calidria" versus Carey he is able to save in the following manner:

CAREY Asbestos, based on overall 100% formulation
16% asbestos

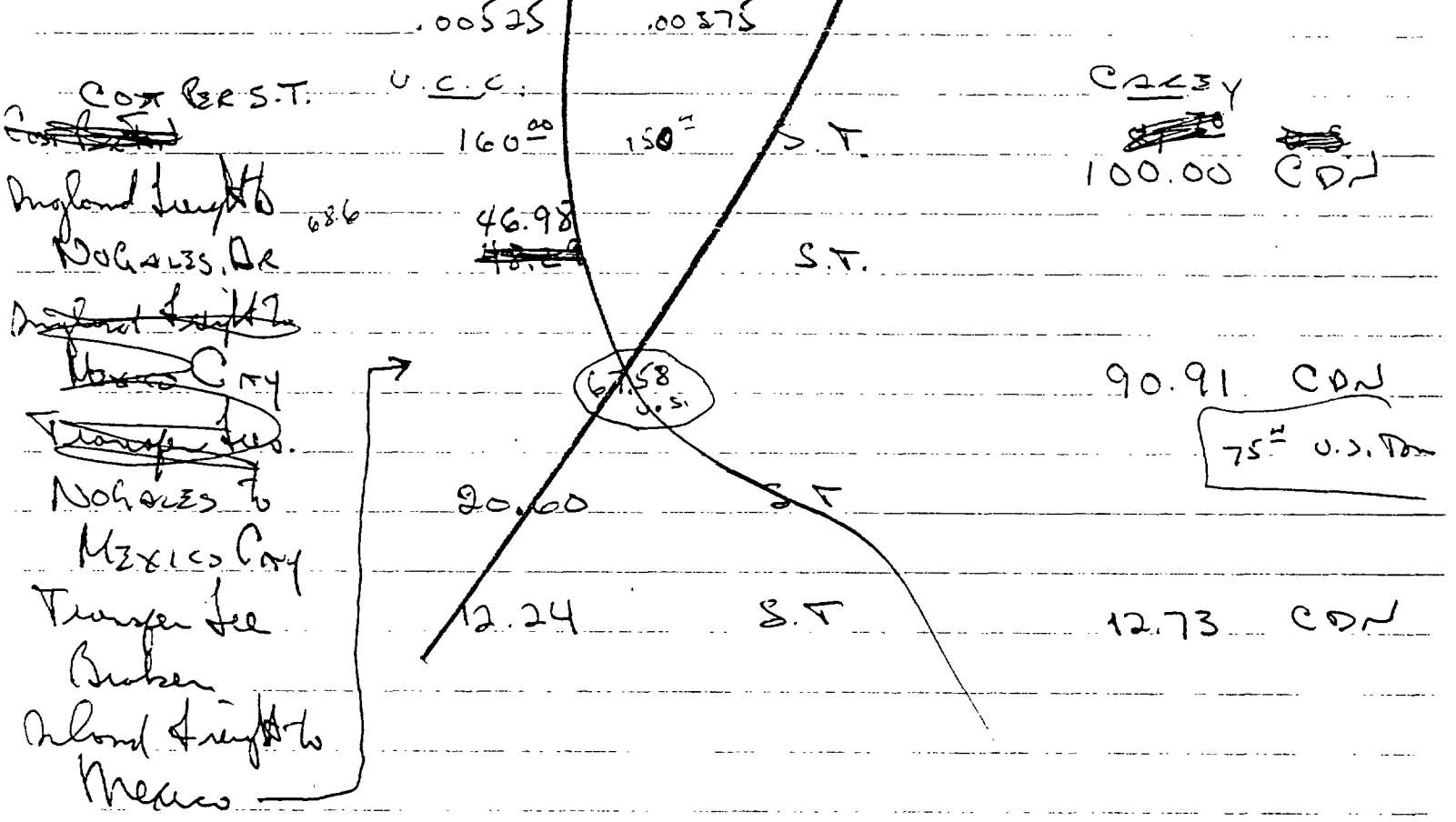
"Calidria" asbestos, based on overall 100% formulation
14% asbestos

This represents a saving of 12% asbestos based on overall formulation.

Plus the fact that by using "Calidria" he is able to reduce his $TiO_2$ requirements by 6%.

Include Contract
suggest 5% Commission method.

His usual procedure is to Pre-Mix all dry portions of the formulation (excluding the SG-103) and then to charge the Banbury.




We can save 3.00 TON by reducing commission paid to UCC from 7% to 5%

ALFREDO BALMASEDA,
LEGAL Dept

Attached is a Contract between CARBIDE & UCC dated 1973 which excludes asbestos from paying a sales Commission on product shipped into Mexico. A new Contract is currently being written which will include asbestos and we will at that time be required to pay a sales Commission on any product shipped into Mexico whether it is a direct sale or through UCC Mexico City. Legal Contact in Danbury is John Mallory, Pan American

UCC Mexico City is 52.3% owned by CARBIDE and 45.7% UCC, Danbury