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TAPE 1, SIDE A:

[Conversation begins at 146]

OPERATOR: ILLINOIS BELL. Miss TREMER (phonetic).

MARK E. WHITACRE: Yes, I'd like to make a calling card call.
Usin' my credit card.)

OPERATOR: What number are you calling?

WHITACRE: That's country code eight one.

OPERATOR: Okay, I'll need to transfer you to long distance for overseas.

WHITACRE: (UI)

OPERATOR: Would you like to use ITG, MCI, SPRINT, or AT&T?

WHITACRE: AT&T

OPERATOR: Okay, just a moment.

(Pause)

WHITACRE: Yes, I'd like to make a long distance AT&T calling card...

OPERATOR: Number you're calling?

WHITACRE: call. That's country code eight one, which is Japan. Three three two.
Eight two. Zero zero eight eight.

OPERATOR: Okay. and the card.

WHITACRE: That's six eight one. One three two. Three zero one seven. Seven four
four nine.

(Telephone rings)

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WHITACRE: Okay.

UNKNOWN MALE: May I have your name please?

WHITACRE: Yeah, the name is mm, MARK WHITACRE.

UNKNOWN MALE: MARK, okay.

(Hold music playing).

MASARU YAMAMOTO: Hello.

MARK WHITACRE: Mr. YAMAMOTO?

YAMAMOTO: Hi, YAMAMOTO speaking, how are you?

WHITACRE: Fine, Mr. YAMAMOTO, how are you?

YAMAMOTO: Fine, thank you. Uh, I'm sorry sir, I called to you, uh, last week and uh...

WHITACRE: Yeah my...

YAMAMOTO: I couldn't get to your time so...

WHITACRE: Yeah, my wife said you called I think Monday or Tuesday night.

YAMAMOTO: Yeah. (Laughs). And then I went out to the, ah. some meeting so I couldn't call you at nine o'clock. Uh...

WHITACRE: Yeah, and I've also been traveling so, so I'm glad we finally could get in touch with one another.

YAMAMOTO: Oh I see. I see.

WHITACRE: And I have to leave again tomorrow out of the country too, so I will be pretty much unreachable this week.

YAMAMOTO: Oh. I see. Ah. how is your sales?

WHITACRE: Well sales are doin' pretty good.

YAMAMOTO: r n .

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YAMAMOTO: It's good and ah, however, we found ah some several uh cheaper price, lower price and ah some ah future on some business. Ah...

WHITACRE: I'm. I'm sorry. I didn't quite understand you. You said, what, a lower price than normal or...

YAMAMOTO: Yeah. Yeah, some companies offered a lower price in the future business and ah we, last time, uh we discussed about the ah current price must be ah, you know, so using this year's.

WHITACRE: Uh-hmm

YAMAMOTO: But uh several companies already offered, you know, for future to get it. So ah, we (UI) last time I proposed to have a-a meeting in Asian countries and for the ah next year's meetings right?

WHITACRE: Ah...

YAMAMOTO:

WHITACRE: I was told from um. Mr. MIMOTO, Mr. IKEDA called me also about one week ago and said that you will have a meeting sometime in, at the end of month with the Korean group?

Right, right.

YAMAMOTO: Uh...

WHITACRE: Yourself, AJINOMOTO.

YAMAMOTO: Yeah.

WHITACRE: and the Koreans.

YAMAMOTO: Uh-hmm. Uh-hmm. Ah maybe November 30th, we have.

WHITACRE: November 30th?

YAMAMOTO: Yes. And Asian price, ah, we stand you know at two thirty, but the actual price is not. ah, reached yet. However, you know, so we announced 2.50 already.

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WHITACRE: What do you think about effective January 1, do you expect higher then or?...

YAMAMOTO: Ah. January seems very ah, ah doubtful to get to the higher price cause the U.S. soybeans, ah, much cheaper, right? Ah, due to the. ah. friction with. ah. issue countries ah with a Mister maybe Mister new president went against the ah subsidies in uh EC farmers...

WHITACRE: Uh-hmm

YAMAMOTO: or-or soybean, ah, producer or your company lose a customers in Europe, right? Uh, oh soybean commodity price is not so strong sold. ..(UI) ah for the higher price.

WHITACRE: Um-hmm.

YAMAMOTO: Yeah. How do you feel in United States?

WHITACRE: Well, in the United States, I think the 1.05 is as high as you can go because of the soybean meal.

YAMAMOTO: Ah.

WHITACRE: We even see people at the dollar five usin' lower levels than they normally do. For example. TYSON usually use 20 trucks per month and now they're down to like 12.

YAMAMOTO: Uh-hmm.

WHITACRE: Because the 1.05 and if we go anything above that, I think they will stop usin' it at all.

YAMAMOTO: So. you see...

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WHITACRE: I...

YAMAMOTO: a little bit weak market for the higher price?

WHITACRE: Yeah. I think a dollar f. well we're getting a lot of people at the

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WHITACRE: That's correct, that's correct. Dollar five a pound would be about 2.30 per kilogram. That's correct.

YAMAMOTO: And U.S. price will affect, ah, other market. ah, South America, Central America so, ah, you know...

WHITACRE: Well as we talked in Paris, France on the last...

YAMAMOTO: Yeah.

WHITACRE: on the last trip. I feel that it should not be such a concern because if it's a little bit higher in other countries, you got duties and transportation...

YAMAMOTO: Um-hmm.

WHITACRE: involved.

YAMAMOTO: Yeah.

WHITACRE: So people can't buy in the U.S. and resell in that case because they have duties to pay and 6% duty and a nickel pound to transport.

YAMAMOTO: Um-hmm.

WHITACRE: So...

YAMAMOTO: Yeah, yeah.

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WHITACRE: in that fact, it can be a little bit higher in the other countries than the U.S. for that very reason.

YAMAMOTO: That is, you know, at 2.50 or uh four dollar twenty-five a deutsche mark.

WHITACRE: Right.

YAMAMOTO: And (UI).

WHITACRE: I think the 4.25 deutsche mark in Germany is doin' very well, but I think if you go any higher than that, people could buy in the U.S. and resell.

YAMAMOTO: Uh-hmm.

WHITACRE: If you went anything higher than that.

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YAMAMOTO: Yeah. So uh, comparing the \$1.05 at 2.50 or 4.25. Maybe we can maintain, but ah if we need a further increase or actual its not a increase we need uh, ah another, uh, ten cent, maybe 10 cent hike in the United State, but as you said that's very difficult to increase, uh. another 10 cent in the United State.

WHITACRE: Yeah, that's correct. Especially with the soybean meal price the way it is.

YAMAMOTO: Especially say in this season, ah, historically, uh, United States market is not so strong.

WHITACRE: Uh-hmm.

YAMAMOTO: In, ah, January right? January, February, March.

WHITACRE: That's right, that's right.

YAMAMOTO: Because of a bumper crop adjusting for harvest so...

WHITACRE: So Mr. IKEDA told me you guys would have a meeting November 30th yourself and the Koreans.

YAMAMOTO: Yes.

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WHITACRE: In Korea I think, isn't it?

YAMAMOTO: Yes, yes, Seoul.

WHITACRE: And then we meet again with myself involved and probably and maybe someone else from our company involved. Maybe even MICK ANDREAS. That would be if, early January?

YAMAMOTO: Yeah. maybe so. Yeah.

WHITACRE: That's what I was also told by IKEDA, sometime early January.

YAMAMOTO: Yeah, then we discuss, ah. '93. for '93.

WHITACRE: Right, for 1993 pricing and volume.

YAMAMOTO: ..

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leading. ah, ah, pricing in this field and then uh if we offer, you know, a long term at lower price in the next year, it's impossible, you know, to increase the price.

WHITACRE: Uh-hmm.

YAMAMOTO: So each company should, ah, ah, be cautious ah to offer you know for January-February price. Of course we can offer it, you know, so maybe, ya know, 2.50 if necessary, but at same times if we offer this at 2.20 on next year's maybe actual price for next year. We're not, you know, going over, you know, 2.30 or 2.40.

WHITACRE: Right. I fully understand.

YAMAMOTO: Umm.

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WHITACRE: No. I. in South America it seems pretty aggressive. Uh, FERMEX here, FERMEX COMPANY out of Mexico.

YAMAMOTO: Uh-hmm.

WHITACRE: Your joint venture with SUMITOMO seems to be about the most aggressive. Isn't it?

YAMAMOTO: No, we make already Mexican uh price be uh 8,000 pesos.

WHITACRE: Yeah, not so much Mexico price, but what they sell in South and Central America seems to be a little bit lower than what they sell in Mexico from what we see.

YAMAMOTO: Ah, we found va know there are many, many cheap inventory in, ah, South, Central America and, ah, in Brazil. Brazil is a most ah, ah, some exciting market and ah, even the ah. AJINOMOTO's, ah, brought, ah. three hundred. ah, tons to the Brazils and, uh, at the lower price and now we've heard, ah, now you are contacting with, uh. some customers for next January March, you know, surprising at lower price so we don't know is the customer making a trick.

WHITACRE: Yeah. Customers can be tricky.

YAMAMOTO: Oh I'm sure, you know. Actually you're offering such a price. We don't know.

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YAMAMOTO: I see, I see, I see. Uh, you know, if a big customer has a big contract at the lower price maybe this uh leading you know some market pricing for the, ah other peoples. It's very, very important how we can. ah, keep a good price for the big customers.

WHITACRE: Um-hmm.

YAMAMOTO: Don't you think?

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WHITACRE: Yeah, I think you're right.

YAMAMOTO: Ah...

WHITACRE: I think you're right.

YAMAMOTO: Ah. So, uh, it's better to talk, you know, see how we maintain the price at two fifty two, ah, you know in other countries, and 1.05 in the United States.

WHITACRE: Uh-hmm.

YAMAMOTO: Very important, now.

WHITACRE: Now wh, after, after you have that meeting in Korea, will you make sure you tell me what the results are?

YAMAMOTO: Yes, and ah, I also, ah, call you about the Central South American market, the price.

WHITACRE: Okay, very good.

YAMAMOTO: Alright, 'cause 2.50, ah, looks like, uh, now then it's difficult this time and I'm checking in on ah, ah, ah, Central South American.

UNKNOWN VOICE: Hi, may I help you?

YAMAMOTO: Tomorrow, I'm going to Mexico to check in on the, the falling of business in Central South America.

WHITACRE: Um- hmm.

YAMAMOTO: And after that. ah, I call you again. Ah, what price would be ah necessary in the Central South America? How we can, you know,

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WHITACRE: Well, we see you the leaders in those markets and we will, we'll follow your lead on that.

YAMAMOTO: Yeah, yeah.

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WHITACRE: Okay?

Yes.

YAMAMOTO:

Just like you followed our leads in other markets.

WHITACRE:

YAMAMOTO: I, oh, also (both speaking). Yeah. And I have to say that congratulations. (Laughs). I got, ah, announcement, your promotion.

WHITACRE: Yeah, well, thank you.

YAMAMOTO: Um-hmm.

WHITACRE: Thank you.

YAMAMOTO: You know the, you get, ah, fast results.

WHITACRE: (Laughs).

YAMAMOTO: You know, in the market field.

WHITACRE: Yeah.

YAMAMOTO: (Laughs). Ah, I don't know so second persons, ah. who got. ah, second promotion. (Laughs). Anyway, so, you are first person to get the promotion in this industry. (Laughs).

WHITACRE: Well, it's been a lot of work.

YAMAMOTO: Ah, give us, you know, give us some shares. (Laughs).

WHITACRE: Yeah. That's right.

YAMAMOTO: Okay.

WHITACRE: Well, listen, ah...

YAMAMOTO: Yeah.

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MAMOTO: Uh-hmm.

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HITACRE: after the Korean meeting November 30th.

MAMOTO: Okay.

HITACRE: And I'll look forward to seein' you again in the January meeting.

MAMOTO: Okay, good.

HITACRE: Okay?

MAMOTO: Good, yeah. Good.

HITACRE: And best regards...

MAMOTO: Thank you very much. Yeah.

HITACRE: And best regard to Mr. SATO and Mr. AKITA. Okay?

MAMOTO: Okay, sure, sure. Anyways, congratulations, and, ah, see you soon.

HITACRE: Okay. MASSY.

MAMOTO: Bye-bye.

HITACRE: Bye-bye now.

MAMOTO: Bye-bye.

conversation ends at 1144]

conversation begins at 1151]

OPERATOR: ILLINOIS BELL, Mrs. FLETCHER.

HITACRE: Yes, I'll like to make an AT&T calling card...call.

OPERATOR: ILLINOIS BELL, Mrs. FLETCHER.

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OPERATOR: Okay, let me connect you with an AT&T operator, hold on.

WHITACRE: Okay. thank you.

(Telephone rings).

OPERATOR: AT&T. How can we help you?

WHITACRE: Yes, I'll like to make an AT&T calling card call to Japan.

OPERATOR: Alright uh, what's the country code number?

WHITACRE: Eight. eight one, then three five, two five, o eight, one four o.

OPERATOR: One four o?

WHITACRE: Right.

OPERATOR: Okay. and the calling card.

WHITACRE: Six eight one, one three two, three zero one seven, seven four four nine

OPERATOR: Thank you for using AT&T.

(Telephone rings).

UNKNOWN FEMALE (UF): (In Japanese) Yes, this is the AJINOMOTO Feed Additive Department.

WHITACRE: Yes. is Mr. IKEDA there?

UF: (UI)

WHITACRE: This, this is AJINOMOTO, correct?

UF: (In English) Uh, hold on please.

WHITACRE: Okay.

UF: Okay. (UI) may I have your name please.

WHITACRE: Yeah, the name is MARK WHITACRE.

UF: Mister MARK.

WHITACRE: Right. And Mr. IKEDA was expecting my call.

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UF: (UI) hold please.

(Hold music playing).

HIROKAZU IKEDA: Hello.

WHITACRE: Hello, Mr. IKEDA?

IKEDA: Yes, speaking.

WHITACRE: Hello, this is MARK WHITACRE.

IKEDA: Ah, how are you? Nice to hear you.

WHITACRE: Fine. How are you?

IKEDA: Fine, thank you.

WHITACRE: Did you beat that one hundred yet in that golf game or?...

IKEDA: Oh, I, what about you? I haven't, uh, reached any targets, yet.

WHITACRE: No, I haven't beat my, uh, well I guess my target was one hundred. Your target was ninety. Right?

IKEDA: Yeah, that's right.

WHITACRE: Well. I don't think either one of us owe each other money at this point.

IKEDA: (Laughs). Okay.

WHITACRE: 'Cause I've not beat, uh, one hundred, yet. So I think we're both in the same, same boat yet for now.

IKEDA: Uh wh, uh, regretfully, yes.

WHITACRE: So, so listen. I talked to, uh, Mr. YAMAMOTO recently.

IKEDA: Yes.

WHITACRE: And he told me that uh, he told me that you guys would be meeting here soon. November thirtieth.

IKEDA: Um-hmm.

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WHITACRE: Now we won't be coming to that meeting, but we will be seeing you in early January or yourself or Mr. MIMOTO in early January.

IKEDA: Um-hmm.

WHITACRE: And, and also. Mr. MIMOTO called me up, I guess, maybe about one week ago.

IKEDA: Uh-hmm.

WHITACRE: And said in early January would be the, the next meeting for us to meet when we would come over.

IKEDA: Uh-hmm.

WHITACRE: So I just wanted to mention things from our side seem to be going alright and a few places it seems to be a little bit, a little bit aggressive, like South and Central America. Have you...

IKEDA: Oh.

WHITACRE: noticed that also?

IKEDA: Oh. you mean FERMEX?

WHITACRE: Yeah, with FERMEX, which is the...

IKEDA: Okay, let me check, yes.

WHITACRE: Okay.

IKEDA: Uh-hmm. Alright. So, uh what ah, I'll be in touch with you or through, ah, Mr. MIMOTO or, about, ah, what you said.

WHITACRE: Okay.

IKEDA: Uh.

WHITACRE: That seems to be the place that seems to be the most aggressive and I did tell Mr. YAMAMOTO that also.

IKEDA: Oh I see. And what did he say?

WHITACRE: He said that, uh, he was gonna be going to Mexico soon to also work on that problem.

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IKEDA: Okay, alright I understand, alright. thank you very much for your calling me up and. ah. well. I'm looking forward to seeing you one day.

WHITACRE: Y-Yeah, look forward to seein' you next time.

IKEDA: Oh sure. And maybe, we may have a chance, ah, to play golf, for you to have a chance of cutting one hundred for me to cut (laughs) ninety

WHITACRE: (Laughs). Okay.

IKEDA: Yeah, let me know in advance, ah, about the schedule and we are going to organize such a, a time.

WHITACRE: Yeah, and most likely it's probably gonna be in Singapore or Hong Kong.

IKEDA: Okay, or even Japan.

WHITACRE: That's uh. That's a possibility.

IKEDA: Okay. Thank you.

WHITACRE: Okay?

IKEDA: Um-hmm.

WHITACRE: Okay.

IKEDA: Okay, thank you very much for calling me up.

WHITACRE: Okay.

IKEDA: And, ah, Mr. WHITACRE, thank you.

WHITACRE: Bye-bye, Mr. IKEDA.

IKEDA: Bye.

WHITACRE: Bye -bye.

[Conversation ends at 1455]

[Conversation begins at 1462]

WHITACRE: (UI)...similar to like that letter he wrote. That letter I gave ya.

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open as he's usually as open as that first one. I think he seems. I think they may be getting some pressure from their side. Because he was quieter than normal. He even made a comment said I will have Mr. MIMOTO get in touch with ya 'cause I think he's tryin' to have an arm's length, but Mr. MIMOTO, he's what I am to MICK ANDREAS, his assistant. So that was AJINOMOTO, Mr. IKE who is the big one in this business.

[Conversation ends at 1501]

[Conversation begins at 1519]

OPERATOR: MCI, this is operator forty-six. May I help you please?

WHITACRE: Yes, I'd like ta make a long distance call to Korea.

OPERATOR: Country code please call the number you are calling to sir.

WHITACRE: 'Kay, country code is eight two. Six four nine, six six two six.

OPERATOR: How do you wish to bill your call?

WHITACRE: And my calling card number is six eight one, one three two, three zero one seven, seven four four nine.

OPERATOR: One moment please.

(Pause)

OPERATOR: (UI).

WHITACRE: Yes?

OPERATOR: That was six eight one.

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WHITACRE: Yeah, then one three two, three zero one seven, seven four four nine.

OPERATOR: Okay, sir what type of calling card is this you have?

WHITACRE: That's, uh, AT&T.

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WHITACRE: Okay. (In background) After this I think I'll call Mr. IKEDA's assistant, a lot more open.

OPERATOR: Please hold.

WHITACRE: (In background) Usually IKEDA is but he's... 'cause that letter kinda, (UI) different that way actin' different on the phone too. So we'll see how his, how the assistant talks.

OPERATOR: Please hold.

WHITACRE: Okay, thank you.

OPERATOR: Your welcome.

(Long Pause).

WHITACRE: It's MIWON in Korea.

OPERATOR: Sir, please hold. I'm having technical problems.

WHITACRE: Okay.

(Pause).

WHITACRE: Hello?

(Pause).

WHITACRE: Hello?

(Pause).

(Telephone dial tone).

OPERATOR: ILLINOIS BELL, Mrs. KING.

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WHITACRE: Yes, can I be transferred to an AT&T operator? I wanna make a long distance call to Korea.

OPERATOR: Sure, hold on.

WHITACRE: Thank you.

OPERATOR: You're welcome.

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OPERATOR: AT&T, how can we help you?

WHITACRE: Yes, I'd like to make a long distance call to Korea. Seoul, Korea.

OPERATOR: And how are you billing the call?

WHITACRE: Okay, my a, my AT&T calling card.

OPERATOR: Okay, what is the number your calling?

WHITACRE: Okay, the country code is eight two, and then two again, then six four nine, six six two six.

OPERATOR: And the card number?

WHITACRE: Six eight one, one three two, three zero one seven, seven four four nine.

OPERATOR: Thank you for using AT&T.
(Busy signal). (Telephone dial tone).

WHITACRE: I was cut off, second time. Sometimes getting' it overseas is challenging. Especially places like Korea and Thailand.

OPERATOR: ILLINOIS BELL.

WHITACRE: Yes, is, is there anyway I can call an AT&T operator direct? 'Cause I keep asking for a transfer. Is there any way I can just do it directly? For an AT&T operator for a long distance call to Korea?

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OPERATOR: Well. I don't know what, uh, if you had their access code you could. Do you have their access code?

WHITACRE: No. I sure don't. Is there any way you can transfer me over?

OPERATOR: Uh-huh.

WHITACRE: Okay.

OPERATOR: Just a moment.

WHITACRE: 'Preciate it.

OPERATOR: AT&T, how can I help you?

WHITACRE: Yes, I'd like ta make a long distance call to Seoul, Korea.

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OPERATOR: Fine, what is the number?

WHITACRE: That's eight two, and then two again, six four nine, six six two six.

OPERATOR: Okay, and how are you billing the call?

WHITACRE: My calling card number is six eight one, one three two, three zero one seven, seven four four nine.

OPERATOR: Okay, thank you for using AT&T.

(Telephone rings).

UNKNOWN MALE: (In Korean) Yes, this is (UI).

WHITACRE: Yes, is Mr. J.S. KIM, there?

UNKNOWN MALE: Uh, he's a bus, he's, uh, uh, goes, goes to the business trip.

WHITACRE: He went on a business trip?

UNKNOWN MALE: Yes.

WHITACRE: Okay.

UNKNOWN MALE: To Malaysia.

WHITACRE: To Malaysia?

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UNKNOWN MALE: Yeah.

WHITACRE: And do you know when he will be back?

UNKNOWN MALE: Uh, he will be back for, uh, eleven, eleven, twenty.

WHITACRE: I'm sorry, what was, what date's that, the 20th?

UNKNOWN MALE: Yes.

WHITACRE: The 20th. okay. Well, we'll call him back on the twentieth. This is, uh, MARK.

UNKNOWN MALE: Urn- hmm.

WHITACRE: This is MARK WHITACRE.

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UNKNOWN MALE: Who's calling please?

WHITACRE: Yeah. MARK WHITACRE.

UNKNOWN MALE: Uh, he knows you?

WHITACRE: What's that? What's the question?

UNKNOWN MALE: Uh, may I have your country?

WHITACRE: Okay, it's U.S.A.

UNKNOWN MALE: U.S.A.?

WHITACRE: Right, and I know Mr., uh, KIM quite a bit. I just met with him recently in Paris, France, and, and I know him quite well, pretty good friends with him.

UNKNOWN MALE: Yeah.

WHITACRE: We do business together.

UNKNOWNMALE: Yeah.

WHITACRE: And the comp...

UNKNOWN MALE: Ah.

WHITACRE: And my name is MARK WHITACRE and the company's ADM.

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UNKNOWN MALE: ADM?

WHITACRE: Right.

UNKNOWN MALE: Okay. Uh, I'm sorry he's on a, ta business trip. So you can, uh, call Mr. J.S. KIM, uh, uh, November twenty.

WHITACRE: November twentieth?

UNKNOWN MALE: Yes.

WHITACRE: Okay, I will call him on November 20th and look forward to talk to him at that point.

UNKNOWN MALE: Yeah.

UNKNOWN MALE:

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UNKNOWN MALE: Yeah, okay.

WHITACRE: Thank you.

UNKNOWN MALE: Uh, thank you.

WHITACRE: Bye-bye.

UNKNOWN MALE: Bye-bye.

WHITACRE: That was MIWON. I won't call them 'till the 20th.

[Conversation ends at 2109]

[Conversation begins 2119]

WHITACRE: Be AJINOMOTO again but this is to Mr. IKEDA which is... Mr. MIMOTO.

(Telephone rings).

OPERATOR: ILLINOIS BELL, Mrs. NICKELS.

WHITACRE: Yes, can I be transferred to an AT&T operator? I need to make a call to Japan.

OPERATOR: Um-hmm. Just a moment.

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Operator: AT&T, how can we help you?

WHITACRE: Yes. I need to make a long distance call to Japan. Country code being eight one, three five, two five. o eight, one four zero.

OPERATOR: And how are you billing the call?

WHITACRE: That's six eight one, one three two, three zero one seven, seven four four nine.

OPERATOR: Thank you for using AT&T.

WHITACRE: Thank you.

(Telephone rings).

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UNKNOWN MALE: (In Japanese) (UI).

WHITACRE: Yes, may I speak with Mr. MIMOTO please?

UNKNOWN MALE: (In English) Oh yes, ah, may I speak his name, uh may I, have a name please?

WHITACRE: Okay, my name is...

UNKNOWN MALE: A name please.

WHITACRE: My name, my name is MARK WHITACRE.

UNKNOWN MALE: Uh, just, just moment please.

WHITACRE: Okay.

(Hold music playing).

MIMOTO: Hello.

WHITACRE: (UI) Mr. MIMOTO.

MIMOTO: Yes, good morning.

WHITACRE: Uh...

MIMOTO: Or is it, uh, good evening?

WHITACRE: Yeah, how are you?

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MIMOTO: Say fine.

WHITACRE: Good.

MIMOTO: How are you?

WHITACRE: Fine.

[Conversation cut off at 2226]