JC 129.2

UNION CARBIDE **INTERNAL CORRESPONDENCE**

MINING AND METALS DIVISION • P. O. BOX 579, NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. W. Rawlings
Division Mining & Metals
Location New York, New York

Date November 7, 1972
"Calidria" Asbestos - Marketing
Originating Dept. RESEARCH AND DEVELOPMENT DEPARTMENT

Answering letter date

Copy to
Mr. R. E. Byrne
Mr. G. L. Dickson
Mr. B. L. Ingalls
Mr. E. J. Kleber
Mr. F. H. Larrison
Mrs. T. Nielson
Mr. T. P. Norris
Dr. H. B. Rhodes
Mr. G. L. Vessels
Mr. J. E. Walsh

Subject Sales Forecasts

Attached are the following items concerning the Subject:

1) Forecast No. 3 for 1972 showing actual totals for the first three quarters and an estimate as of 10/24/72 for the last quarter.

2) Monthly breakdown of the Sales Budget for 1973.

3) A Summary sheet comparing 1971 actual, 1972 Budget and Forecasts and 1973 Budget.

4) A Summary sheet with 1970 and 1971 Actual compared to estimates for 1972 through 1977.

John L. Myers

/cvb
Attachments

PLAINTIFF'S EXHIBIT
Union Carbide 213

Form #3 10/10/72

PRODUCT	ORR CODE	3 QUART. TONS	3 QUART. $M	4TH QR TONS	4TH QR $M	TOTAL TONS	TOTAL $M	3 QUART. TONS	3 QUART. $M	4TH QR TONS	4TH QR $M	TOTAL TONS	TOTAL $M	3 QUART. TONS	3 QUART. $M	4TH QR TONS	4TH QR $M	TOTAL TONS	TOTAL $M
G-100	901	2030	101	970	49	3000	150	111	7	189	8	300	15	2141	108	1159	57	3300	165
G-101 Rev. 10/24/72	901	950	47	650	33	1600	80	0	0	0	0	0	0	950	47	650	33	1600	80
G-102	901	3972	189	2308	111	6300	300	0	0	0	0	0	0	3972	189	2308	111	6300	300
G-104	901	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
G-10X Total	901	6972	337	3928	193	10900	530	111	7	189	8	300	15	7083	344	4117	201	11200	545
G-130	904	109	7	51	4	160	11	0	0	0	0	0	0	109	7	51	4	160	11
G-210	904	1884	171	776	71	2660	242	0	0	0	0	0	0	1884	171	776	71	2660	242
PP	900	1037	117	363	40	1400	157	1181	128	269	72	1950	200	2218	245	1132	112	3350	357
PO	900	80	16	20	4	100	20	100	13	50	7	150	20	180	29	70	11	250	40
-135-P	903	38	11	12	3	50	14	225	55	75	20	300	75	263	66	87	23	350	89
-135-O	903	158	53	72	24	230	77	104	30	36	10	140	40	262	83	108	34	370	117
G-135-P	902	20	8	20	8	40	16	0	0	0	0	0	0	20	8	20	8	40	16
G-101	906	18	4	9	2	27	6	0	0	0	0	0	0	18	4	9	2	27	6
G-110	906	383	49	87	11	470	60	0	0	0	0	0	0	383	49	87	11	470	60
G-144	905	268	98	62	22	330	120	75	20	45	12	120	32	343	118	107	34	450	152
K-14		—	—	—	—	—	—	29	9	10	3	39	12	29	9	10	3	39	12
G-244	908	408	530	142	180	550	710	56	70	28	36	84	106	464	600	170	216	634	816
G-24		—	—	—	—	—	—	20	21	10	9	30	30	20	21	10	9	30	30
Asbestos	910	414	25	166	10	580	35	—	—	—	—	—	—	414	25	166	10	580	35
-V	910	932	75	368	30	1300	105	—	—	—	—	—	—	932	75	368	30	1300	105
Fiber		17	4	8	2	25	6	0	0	0	0	0	0	17	4	8	2	25	6
Total		12738	1505	6084	604	18822	2109	1901	353	1212	177	3113	530	14639	1858	7296	781	21935	2639

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1973 SALES BUDGET

	May		June		2nd Quarter		July		August		September		3rd Quarter		October		November		December		4th Quarter	
	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M
5	930	44	870	41	2750	130	1090	51	1280	60	1430	67	3800	178	1340	63	1280	60	1180	55	3800	17
3	90	4	90	4	250	11	70	3	90	4	90	4	250	11	70	3	90	4	90	4	250	11
9	140	7	180	9	500	25	140	7	180	9	180	9	500	25	180	9	180	9	140	7	500	25
5	300	15	200	10	800	40	280	14	320	16	400	20	1000	50	400	20	320	16	280	14	1000	51
8	400	18	400	18	1200	54	600	27	690	31	760	34	2050	92	690	31	690	31	670	32	2050	93
2	13	1	26	2	65	5	26	2	13	1	26	2	65	5	26	2	26	2	13	1	65	5
5	325	30	305	28	900	83	270	25	350	32	355	32	975	89	200	18	200	18	200	18	600	54
6	145	16	145	16	435	48	140	16	155	18	140	16	435	50	155	18	140	16	140	16	435	50
5	240	25	220	23	700	73	290	30	240	25	270	28	800	83	300	31	400	42	200	21	900	94
1	385	41	365	39	1135	121	430	46	395	43	410	44	1235	133	455	49	540	58	340	37	1335	144
1	12	2	5	1	22	4	5	1	12	2	5	1	22	4	5	1	12	2	5	1	22	4
2	17	2	16	2	50	6	17	2	17	2	16	2	50	6	17	2	17	2	16	2	50	6
3	29	4	21	3	72	10	22	3	29	4	21	3	72	10	22	3	29	4	21	3	72	10
1	3	1	3	1	10	3	3	1	4	1	3	1	10	3	4	1	3	1	3	1	10	3
8	40	9	30	8	100	25	30	8	40	9	30	8	100	25	40	9	30	8	30	8	100	25
9	43	10	33	9	110	28	33	9	44	10	33	9	110	28	44	10	33	9	33	9	110	28
5	14	5	13	5	40	15	13	5	14	5	13	5	40	15	13	5	14	5	13	5	40	15
6	20	6	20	6	60	18	20	6	20	6	20	6	60	18	20	6	20	6	20	6	60	18
1	34	11	33	11	100	33	33	11	34	11	33	11	100	33	33	11	34	11	33	11	100	33
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
1	5	1	5	1	15	3	5	1	5	1	5	1	15	3	5	1	5	1	5	1	15	3
4	34	4	33	4	100	12	33	4	34	4	33	4	100	12	33	4	34	4	33	4	100	12
9	20	8	20	8	65	25	20	8	25	9	20	8	65	25	25	9	20	8	20	8	65	25
4	11	3	11	3	35	10	13	4	11	3	11	3	35	10	13	4	11	3	7	2	31	9
3	31	11	31	11	100	35	33	12	36	12	31	11	100	35	38	13	31	11	27	10	96	34
0	20	5	0	0	20	5	0	0	0	0	20	5	20	5	10	3	10	3	0	0	20	6
0	50	70	56	75	150	205	44	60	50	70	56	75	150	205	56	75	50	70	44	60	150	205
2	10	12	10	12	30	36	10	12	10	12	12	14	32	38	10	12	10	12	5	6	25	30
2	60	82	66	87	180	241	54	72	60	82	68	89	182	243	66	87	60	82	49	66	175	235
0	10	10	10	10	30	30	10	10	10	10	10	10	30	30	10	10	10	10	10	10	30	30
0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3	140	12	200	17	500	42	200	17	220	18	180	15	600	50	200	16	100	8	100	9	400	33
9	1601	190	1591	195	4802	564	1779	188	2072	217	2176	223	6027	628	1992	210	1794	191	1666	175	5452	576
1	458	76	407	68	1275	214	460	75	438	71	479	80	1377	226	490	80	598	90	378	59	1466	229
2	2059	266	1998	263	6077	778	2239	263	2510	288	2655	303	7404	854	2482	290	2392	281	2044	234	6918	805

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PRODUCT		O&R CODE	1971 Actual	1972 Budg	1972 F-1	1972 F-2	1972 F-3	1973 Budg.	1971 Actual	1972 Budg.	1972 F-1	1972 F-2	1972 F-3	1973 Budg.	1971 Actual	1972 Budg.	1972 F-1	1972 F-2	1972 F-3	1973 Budg
-100	T	901	5243	6,800	2,010	3,000	3,000	0	59	2,200	2,200	1,000	300	1,000	4,002	9,000	4,210	4,000	3,300	1,000
	$M		330	319	102	150	150	0	2	88	92	44	15	44	232	407	194	194	165	44
-101	T	901	1,378	1,000	1,200	1,800	1,600	2,000	0	0	0	0	0	0	1,274	1,000	1,200	1,800	1,600	2,000
	$M		66	47	60	90	80	100	0	0	0	0	0	0	66	47	60	90	80	100
-102	T	901	2,205	2,600	3,770	6,300	6,300	3,800	0	0	0	0	0	0	2,205	2,600	3,770	6,300	6,300	3,800
	$M		128	122	177	298	300	190	0	0	0	0	0	0	128	122	177	298	300	190
-104	T	901	0	0	2,400	0	0	6,500	0	0	0	0	0	0	0	0	2,400	0	0	6,500
	$M		0	0	100	0	0	292	0	0	0	0	0	0	0	0	100	0	0	292
-10X Total	T	901	7,922	10,400	7,410	11,100	10,900	12,300	59	2,200	2,200	1,000	300	1,000	9981		11,610	12,100	11,200	13,300
	$M		474	488	439	538	530	582	2	88	92	44	15	44	476		531	582	545	626
-130	T	904	120	220	220	220	160	360	0	0	0	0	0	0	120	220	220	220	160	360
	$M		8	17	17	17	11	20	0	0	0	0	0	0	8	17	17	17	11	20
-210	T	904	1527	1750	1,858	2,130	2660	3025	0	0	0	0	0	0	1527	1,750	1,858	2,130	2660	15
	$M		144	161	171	200	242	280	0	0	0	0	0	0	144	161	171	200	242	280
P	T	900	2,421	3,300	1,563	1,600	1,400	1,740	2887	3,300	3,330	2,330	1,750	3,000	5,308	6,600	4,893	3,930	3,350	4,740
	$M		285	376	171	176	157	198	297	400	344	245	200	342	583	776	530	421	357	510
O	T	900	176	224	224	224	100	88	39	66	48	120	120	200	215	220	272	344	250	288
	$M		26	33	33	33	20	16	5	7	8	15	20	24	31	40	41	48	40	40
135-P	T	903	39	50	50	50	50	40	208	472	438	400	300	400	247	522	488	450	350	440
	$M		11	14	14	14	14	12	50	124	108	100	75	100	61	138	122	114	87	112
135-O	T	903	172	200	200	130	230	160	231	178	270	140	140	230	403	378	470	270	370	320
	$M		62	69	69	50	77	60	57	32	75	40	40	67	121	101	144	90	117	127
-135-P	T	902	25	200	200	60	40	0	2	0	0	0	0	0	27	200	200	60	40	0
	$M		10	80	80	24	16	0	1	0	0	0	0	0	11	80	80	24	16	0
-101	T	906	5	30	30	30	27	60	0	0	0	0	0	0	5	30	30	30	27	60
	$M		1	6	6	6	6	12	0	0	0	0	0	0	1	6	6	6	6	12
-110	T	906	427	340	415	415	470	400	0	0	0	0	0	0	427	340	415	415	470	400
	$M		52	40	50	50	60	48	0	0	0	0	0	0	52	40	50	50	60	48
-144	T	905	286	375	375	375	330	260	137	125	125	87	120	131	375	500	500	462	450	391
	$M		111	140	140	140	120	100	41	34	34	26	32	37	132	174	174	166	152	137
-14	T		0	0	0	0	0	0				44	37	75	50			44	37	75
	$M		0	0	0	0	0	0				12	12	20	20			12	12	20
-244	T	908	308	550	625	625	550	600	127	50	60	80	84	107	369	600	685	705	634	707
	$M		421	710	815	815	710	820	132	50	70	100	106	138	472	760	885	915	816	915
-21	T		0	0	0	0	0	0				50	30	120	66			50	30	120
	$M		0	0	0	0	0	0				50	30	120	61			50	30	120
bestos	T	910	750	500	500	500	580	0	0	0	0	0	0	0	750	500	500	500	580	0
	$M		45	30	30	30	35	0	0	0	0	0	0	0	45	30	30	30	35	0
	T	910	1671	1800	1,800	1800	1300	1800	0	0	0	0	0	0	1671	1800	1,800	1800	1,300	1800
	$M		128	144	144	144	105	150	0	0	0	0	0	0	128	144	144	144	105	150
er	T		33	0	4	8	25	0	5	0	0	0	0	0	33	0	4	8		0
	$M		11	0	1	1	6	0	5	0	0	0	0	0	11	0	1	1		0
al	T		17887	25,939	17,424	19,267	18822	20,283	3,690	391	6,472	4,251	3113	5203	21,577	26,350	23,946	23,517	21	20,[illegible]
	$M		1,320	2,308	2,150	2,238	2109	2,224	587	126	736	530							2,139	2,154

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"CALIDRIA" ASBESTOS NIFS FORECAST

Product	Code	1970 $M	1971 $M	1972* $M	1973 Tons	1973 $M	1974 Tons	1974 $M	1975 Tons	1975 $M	1976 Tons	1976 $M	1977 Tons	1977 $M
SG-100	901	322	476	165	1000	44	0	0	0	0	0	0	0	0
SG-101	901	0	0	80	2000	100	3000	150	0	0	0	0	0	0
SG-102	901	0	0	300	3800	190	4000	200	0	0	0	0	0	0
SG-104	901	0	0	0	6500	392	14500	650	23000	1100	23000	1100	24000	1215
SG-10X Total	901	322	476	545	13300	626	21500	1000	23000	1100	23000	1100	24000	1215
SG-130	904	13	8	11	260	20	0	0	0	0	0	0	0	0
SG-210	904	82	144	242	3075	280	3300	310	3600	350	4000	400	5000	500
HPP	900	589	583	357	4740	510	5800	700	6900	900	7500	1050	8500	1200
HPO	900	72	31	40	288	40	430	60	430	60	400	60	400	60
T-135	903	116	182	206	830	239	1000	300	1000	315	1000	315	1000	350
CG-135-P	902	5	11	16	0	0	0	0	0	0	0	0	0	0
RG-101	906	0	1	6	60	12	125	25	340	75	570	125	680	150
RG-110	906	75	52	60	400	48	575	75	575	75	550	75	550	75
RG-144	905	117	132	152	391	137	430	150	430	150	470	175	470	175
SX-14	905	14	20	12	75	20	150	40	175	50	275	75	325	100
RG-244	908	251	492	816	707	948	1000	1350	1200	1700	1500	2100	1700	2500
SX-24	908	29	61	30	120	120	200	200	275	300	350	400	425	500
Visbestos	910	62	45	35	0	0	0	0	0	0	0	0	0	0
S-V	910	50	128	105	1800	150	2600	220	3000	250	3300	300	4100	375
Other		12	11	6	0	0	250	50	375	75	500	125	900	200
Total		1809	2377	2639	26046	3150	37360	4480	41300	5400	43415	6300	48050	7400

*Forecast No. 3

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6/30/72

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