PLAINTIFF'S EXHIBIT
Union Carbide 262

UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

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

To (Name) Dr. H. B. Rhodes
Division UCC Mining & Metals
Location Niagara Falls, NY 14302

Date September 7, 1973
Originating Dept. "Calidria" Asbestos
Answering letter date
Subject SG-210 Sales Forecast

Copy to Messrs. R. E. Byrne, Jr.
J. L. Myers
W. C. Thurber
File

I have spoken to people at most of the following companies this week regarding their SG-210 requirements for the remainder of 1973. In every case, I stressed the importance of giving us sufficient lead time in order to insure on-time shipping dates (six weeks' minimum notice was suggested). I encountered no adverse attitude on their part, as apparently most of these companies are also having problems obtaining raw materials and meeting production and shipping commitments. Expected purchases are summarized as follows:

1. Proko Company, Inc. - Dallas, TX

Bob Wright, the man at Proko, was out until next week. Spoke to purchasing man (?) who said they had 30,000 pounds of SG-210 on hand which would last about 10 days. Therefore, they needed a carload shipped as soon as possible. Could not get a fix on their requirements but he thinks that Bob Wright intends to formulate it into their production at their Georgia and Indiana plant in the near future. I will contact him next week and attempt to get a better number, but right now it looks like one car per month at least.

2. National Gypsum, Baltimore, MD

Still on strike. Making ready-mix and some dry product. A problem getting railroad cars and so they have made very little of anything during the past week. Will not require any SG-210 this month. Next month is questionable as is the rest of the year as there are too many contingencies involved.

3. National Gypsum, Westwego, LA

Car was shipped to them on August 28 but had not arrived. Will probably require two more this year.

4. Welco, Dallas, TX

Received a car late last month at a time when they were down to 9,000 pounds. One car ordered for shipment by September 15. A problem getting Carey grade 7, which will determine their requirements for the rest of the year. We should figure on one car per month for the time being.

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WM. C. THURBER

5. Texas Texture, Carrollton, TX

(From your conversation with Bob Wiggins)

Picked up a truckload in Atlanta last month. Need a carload as soon as we can get it out. Best estimate is one carload every three months, which would mean one additional car this year.

6. Roach Paint, Dallas, TX

Normal requirements are one car every three months. Therefore, will probably need two more cars this year. They are to call September 10, 1973 to place an order for next car.

7. Georgia-Pacific, Acme, TX

They have about one carload inventory at this time. Expect to place an order next week for a carload in October. This may be the last car required for the year.

8. Miscellaneous Customers (5)

All are supplied from warehouses and, as a guess, should approximate 10 pallets for the remainder of the year.

G. L. Dickson

GLD:cjb