Calidria ASBESTOS
UNION CARBIDE CORPORATION • METALS DIVISION • P. O. BOX 579 • NIAGARA FALLS, N.Y. 14302 • TEL: 716-278-3376

PLAINTIFF'S EXHIBIT
Union Carbide 436

December 23, 1977

Dear "Calidria" Asbestos Customer:

Enclosed is a new price schedule, effective January 1, 1978, for the asbestos product(s) which you purchase from us. Our prices are being increased about 8% because of plant production cost increases, mostly energy-related.

Our aim is to provide you with quality products, good packaging (all of our paper bags are shrink-filmed at no extra charge), and excellent service. Please let me know if we can do anything for you that would improve our performance.

Thank you for your continuing business and best wishes for the Holiday Season!

Very truly yours,

John L. Myers
for Robert E. Byrne, Jr.
Assistant Marketing Manager

REB:dal
Enclosure(s)

P.S. Please accept my apologies for the late mailing of the new price schedules- we had trouble getting them from the printer.

06--00189

Calidria® ASBESTOS

PRICE LIST

Effective: January 2, 1978

HIGH PURITY GRADE

. . . highly refined asbestos used in paper as a pigment extender, retention aid, and pitch control agent. Also used as a filler and reinforcer in rubber and as a retention aid, fire retardant, and reinforcer in mineral board. Open fiber is an effective oil-pollution control agent and cationic flocculant in sewage treatment.

PELLETS (HPP)

NET PRICES — CENTS PER LB. — F.O.B. SHIPPING POINT — SOLD ONLY IN FULL-PALLET MULTIPLES

SHIPPING POINTS	Carload, 120,000 lb.	40,000 lb. or more	12,000 lb. to 38,000 lb.	2,000 lb. to 10,000 lb.
	52 pallets	20 or more pallets	6 to 19 pallets	1 to 5 pallets
King City, Calif. *(plant)*	8.3	8.3	10.3	13.5
Finderne, N.J. Hammond, Ind. *(warehouses)*	—	13.0	15.0	18.0

OPEN FIBER (HPO)

NET PRICES — CENTS PER LB. — F.O.B. SHIPPING POINT — SOLD ONLY IN FULL-PALLET MULTIPLES

SHIPPING POINTS	Carload, 83,200 lb.	27,200 lb. or more	9,600 lb. to 25,600 lb.	1,600 lb. to 8,000 lb.
	52 pallets	17 or more pallets	6 to 16 pallets	1 to 5 pallets
King City, Calif. *(plant)*	9.0	9.0	11.0	14.0
Atlanta, Ga. Finderne, N.J. Hammond, Ind. *(warehouses)*	—	15.0	17.0	20.0

• Packages shrink-wrapped at no extra charge. Prices subject to change without notice.

PACKAGING INFORMATION	PELLETS		OPEN FIBER	
	One Package	50 lb.	One Package	40 lb.
	Package Density	40 lb. per cu. ft.	Package Density	20 lb. per cu. ft.
	One Pallet	2,000 lb.	One Pallet	1,600 lb.
	Pallet Density	56 cu. ft. per ton	Pallet Density	114 cu. ft. per ton
	50-ft. Carload	120,000 lb. (60 pallets)	50-ft. Carload	83,200 lb. (52 pallets)
	40-ft. Truckload	40,000 lb. (20 pallets)	40-ft. Truckload	27,200 lb. (17 pallets)

TO ORDER . . . OR ASK A TECHNICAL QUESTION — call or write your nearest "Calidria" asbestos office below:

Northeast: P.O. Box 579, Niagara Falls, N.Y. 14302 — Tel.: 716-278-3371
South: 17 Executive Park Drive, Atlanta, Ga. 30329 — Tel.: 404-633-6161
Midwest: P.O. Box 579, Niagara Falls, N.Y. 14302 — Tel.: 716-278-3355
West: 100 Oceangate, Long Beach, Calif. 90802 — Tel.: 213-435-3721
Plant: P.O. Box K, King City, Calif. 93930 — Tel.: 408-385-5961

COMBINED SHIPMENTS — Shipments of one or more pallets of any "Calidria" asbestos product may be combined with one or more pallets of any other "Calidria" product for total quantity price, based on the total number of pallets ordered. Less than pallet quantities may not be combined for total quantity price.

IMPORTANT — Terms are net cash 30 days from invoice date. Prices apply within continental U.S.A. Union Carbide reserves the right to adjust customer's orders to comply with the ordering quantities shown above and to ship from any warehouse.

UNION CARBIDE CORPORATION • MINING AND METALS DIVISION • 270 PARK AVENUE, NEW YORK, N.Y. 10017

UNION CARBIDE

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