UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

Do we have Act Plans for 6/30 West Coast Dock Stalled?

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METALS DIVISION

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Date February 16, 1978

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject 1977 Export Sales Summary

File I-6

1977 was a record year for export sales at $2,003,000, which is a 13% increase over 1976. The 1978 budget is 13% higher than 1977 actual. A record monthly high of $243,000 was set in May 1977. Export sales dollars were 38% of the asbestos total and tons were 31%. A summary of sales by country is attached.

The major developments in 1977 were as follows:

1. Sales of RG-144 and RG-244 to Brazil were 76 tons and $124,000. Based on their estimates, the 1978 budget is 150 tons and $229,000. I spent one week in Brazil making customer calls with Carbide sales personnel. Most of the RG products go into automotive sealants, adhesives, etc; but they also have a couple of good polyester accounts. Sales to Brazil should increase dramatically if their economy holds up.

2. UCAL has obtained a major share of asbestos requirements from the largest floor tile manufacturer in Australia. We shipped 657 tons in 1977 and have budgeted a conservative 700 tons for 1978. Sales of RG-144 and RG-244 were $41,000 in 1977 and budgeted at $69,000 for 1978.

3. Sales to Tomoe in Japan were $1,020,000, which represents 51% of export sales and 19% of our total sales. Tomoe also buys CSV from Montello, but have developed (unintentionally) a usage for HPO in geothermal drilling fluids which should use 50 TPM. A patent problem in 1978 could affect HPP sales to acoustical tile manufacturers.

4. SX-24 shipments to Grace-Europe were 367 tons, or 70% of the domestic RG-244 sales. The 1978 budget is 400 tons and should be conservative unless the health question becomes more severe.

PLAINTIFF'S EXHIBIT
Union Carbide 451

5. Willy Gertsen, who handled HP products for Grace-Europe, resigned to form Mercomed, his own sales company. Grace agreed to let him have most of the HP business and we now have a sales agreement with Mercomed. Willy has been very active in the last six months and our HP sales should improve. He is also trying to develop some floor tile business.

6. Daubert purchases for export to Holland were dismal in 1977 but began to pick up at the end of the year. Their orders for the first quarter of 1978 are 106% of the total budgeted for the year.

1977 was a good year and 1978 should be even better. The health problems are ever-present but have not approached the U.S. situation yet. The West Coast Longshoreman's contract expires June 30 so we could have some shipping problems if there is a strike. Trips should be made to Australia, Japan and Europe.

John L. Myers/dal

John L. Myers

JLM:dal
Attachment

EXPORT SALES SUMMARY

Rep./Country	1977 Actual Tons	1977 Actual $M	% Budget Tons	% Budget $	1978 Budget Tons	1978 Budget $M
TEC/Japan	5740	1020	111	110	5810	1132
Grace/Europe	637	528	90	75	540	544
Merc./Europe	9	2	-	-	300	45
Australia	692	106	127	96	750	139
H&C/Canada	146	91	99	97	120	85
WRG/Other	24	25	55	68	0	0
Daubert/Holland	216	45	45	47	150	32
Mexico	55	39	-	-	60	42
Brazil	76	124	136	124	150	229
S. Africa	10	18	100	100	20	25
Puerto Rico	20	3	-	-	0	0
Hong Kong	11	2	-	-	0	0
N. Zealand	1	1	-	-	0	0
TOTALS	7639	2003	107	95	7900	2273