UC 149-2

INTERNAL CORRESPONDENCE

OCT 11 1979

METALS DIVISION • P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Dr. F. J. Shortsleeve
Division UCC - Metals
Location 270 Park Ave. - 38th Floor
New York, NY

Date October 10, 1979

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Messrs. G. R. Adams
R. E. Byrne, Jr.
W. B. DeAtley
Mrs. T. Nielsen

Subject Preliminary 1981 Sales Estimate

Attached is a copy of the Subject which was recently requested by Thelma. The following comparison should put the numbers in perspective:

	Tons			$M			
	'79-IV	'80 Budg.	'81 Est.	'79-IV	'80 Budg.	'80-I	'81 Est.
Domestic	19250	20095	21600	3644	3853	4178	4380
Export	9555	9815	10400	2996	3000	3260	3525
Total	28805	29910	32000	6640	6853	7438	7905

Under $M, the column headed '80-I is my "private" estimate reflecting price increases averaging 8.5% which I hope to implement for 1980. I have not yet submitted any price increases for approval. Domestic salesmen have basically concurred with my proposals, Bob Byrne is checking Tomoe's "pulse" and I have advised Grace-Europe by telephone to expect a 9% increase (with no strong adverse reaction).

Thelma will not use the 1981 estimates without your prior approval.

John L. Myers



CALIDRIA ASBESTOS
PRELIMINARY SALES ESTIMATE FOR 1981
(JLM 10/10/79)

Product	Tons	$M*
Domestic		
SG-103-5	2500	300
SG-103-7	1500	180
SG-103-9	200	24
SG-104	10000	1050
SG-130	500	85
SG-200	400	61
SG-200-X	2000	320
SG-210	600	132
HPO	1200	264
RG-100	400	202
RG-110	300	72
RG-144	500	280
RG-244	500	1250
CSV	500	80
SHUR	500	80
Total Domestic	21,600 T	$4380 M
Export		
SG-100-EX	3200	400
SG-102-EX	600	74
SG-130-EX	300	49
AS-200	1000	144
HPP-EX	3000	552
HPO-EX	700	154
T-135-P-EX	100	65
RG-144-EX	350	196
SX-14	150	59
RG-244-EX	400	920
SX-24	600	912
Total Export	10,400 T	$3525 M
Total	32,000 T	$7905 M

*Dollars are based on prices expected to be in effect on 12/31/80.

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