Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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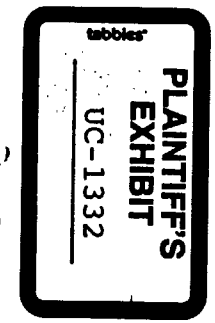
WCT

## "CALIDRIA" ASBESTOS DOMESTIC SALES, $M

| Month | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 |
|---|---|---|---|---|---|---|---|---|
| January | 97 | 113 | 132 | 125 | 116 | 220 | 224 | 219 |
| February | 101 | 125 | 106 | 150 | 124 | 196 | 195 | 124 |
| March | 99 | 94 | 133 | 132 | 169 | 251 | 201 | 241 |
| April | 132 | 108 | 101 | 112 | 162 | 201 | 248 | 219 |
| May | 148 | 135 | 114 | 110 | 183 | 248 | 235 | 312 |
| June | 110 | 87 | 113 | 175 | 174 | 224 | 226 | |
| July | 158 | 96 | 124 | 167 | 178 | 233 | 273 | |
| August | 134 | 97 | 101 | 188 | 223 | 240 | 163 | |
| September | 132 | 123 | 169 | 154 | 190 | 229 | 192 | |
| October | 122 | 122 | 133 | 192 | 221 | 265 | 193 | |
| November | 122 | 117 | 103 | 164 | 213 | 198 | 146 | |
| December | 111 | 112 | 132 | 119 | 164 | 178 | 176 | |
| TOTAL | 1466 | 1329 | 1461 | 1788 | 2110 | 2691 | 2469 | |
| High For Year | 158 | 135 | 169 | 192 | 223 | 265 | 273 | |

| | | |
|---|---|---|
| 1967 | Domestic | 1493 |
| 1966 | Domestic | 995 |
| 1965 | Domestic | Unknown |
| 1964 | Domestic | Unknown |
| 1963 | Domestic | Unknown |

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## "CALIDRIA" ASBESTOS EXPORT SALES, $M

| Month | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 |
|---|---|---|---|---|---|---|---|---|
| January | 23 | 54 | 0 | 42 | 12 | 54 | 175 | 24 |
| February | 23 | 14 | 52 | 34 | 34 | 66 | 128 | 32 |
| March | 9 | 4 | 34 | 79 | 68 | 107 | 135 | 53 |
| April | 5 | 51 | 28 | 42 | 86 | 47 | 191 | 38 |
| May | 4 | 23 | 5 | 35 | 60 | 132 | 183 | 94 |
| June | 29 | 0 | 72 | 68 | 26 | 55 | 105 | |
| July | 7 | 8 | 10 | 16 | 23 | 99 | 37 | |
| August | 46 | 16 | 37 | 7 | 35 | 122 | 97 | |
| September | 38 | 0 | 9 | 61 | 2 | 76 | 86 | |
| October | 40 | 37 | 33 | 35 | 49 | 91 | 85 | |
| November | 4 | 9 | 46 | 49 | 31 | 164 | 42 | |
| December | 0 | 8 | 6 | 118 | 83 | 78 | 13 | |
| TOTAL | 229 | 224 | 333 | 586 | 518 | 1112 | 1293 | |
| High For Year | 46 | 54 | 72 | 118 | 86 | 164 | 191 | |

1967 Export 121
1966 Export 151
1965 Export Unknown
1964 Export Unknown
1963 Export Unknown

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## "CALIDRIA" ASBESTOS TOTAL SALES, $M

| Month | 1968 | 1969 | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 |
|---|---|---|---|---|---|---|---|---|
| January | 120 | 167 | 132 | 167 | 128 | 274 | 399 | 244 |
| February | 124 | 139 | 158 | 184 | 158 | 262 | 323 | 156 |
| March | 108 | 98 | 167 | 211 | 237 | 358 | 336 | 294 |
| April | 137 | 159 | 129 | 154 | 248 | 248 | 439 | 257 |
| May | 152 | 158 | 119 | 145 | 244 | 380 | 416 | 406 |
| June | 139 | 87 | 185 | 243 | 200 | 279 | 331 | |
| July | 165 | 104 | 134 | 183 | 201 | 332 | 326 | |
| August | 180 | 113 | 138 | 195 | 258 | 362 | 260 | |
| September | 170 | 123 | 178 | 215 | 192 | 305 | 278 | |
| October | 162 | 159 | 166 | 227 | 270 | 356 | 279 | |
| November | 126 | 126 | 149 | 213 | 243 | 362 | 188 | |
| December | 111 | 120 | 138 | 237 | 247 | 256 | 188 | |
| TOTAL | 1695 | 1553 | 1794 | 2377 | 2628 | 3802 | 3762 | |
| High For Year | 180 | 167 | 185 | 243 | 270 | 380 | 439 | |

| | |
|---|---|
| 1967 Total | 1614 |
| 1966 Total | 1146 |
| 1965 Total | 447 |
| 1964 Total | 140 |
| 1963 Total | 9 |

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| | GA. | Wash | Ala. | Miss | Del. | W.Va. | Fla | Va | ohio | SC | NC | Md. | La |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 6.7 | .1 | 28.0 | .2 | .1 | 14.6 | 1.3 | .1 | 0.3 | 1.1 | .7 | 0.2 | .9 |
| 144 | 8.3 | | 2.8 | | .1 | | 4.2 | | .1 | 1.4 | .5 | | .1 |
| | 1.4 | | | | .1 | | 20.7 | | 2.1 | .1 | 1.4 | | .4 |
| | .2 | | | | | | .1 | | .1 | 38.2 | .1 | | 15.2 |
| | .4 | | | | | | .2 | | 2.1 | | 1.1 | | |
| 244 | | | | | | | 1.8 | | .2 | | .3 | | |
| | | | | | | | 35.7 | | 2.9 | | .1 | | |
| | | | | | | | 2.6 | | | | .1 | | |
| | | | | | | | | | | | 1.1 | | |
| | | | | | | | | | | | 29.8 | | |
| 144 | 16.6 | .4 | 30.8 | — | .1 | — | 5.5 | — | .1 | 2.6 | 2.7 | .2 | .9 |
| 244 | .4 | — | — | .2 | .2 | 14.6 | 61.1 | .1 | 7.4 | 38.2 | 32.5 | — | 15.7 |

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| | Mo | Mich | Calif | Kans | Wash | Minn | Ky | Ohio | Wy | Colo | Ill | Ind | Nevada | Tex | Ct | NJ | NY | Miss | Tenn | Pa |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1.6 | .9 | .1 | .2 | 1.4 | .4 | .1 | .1 | .2 | 2.7 | 7.4 | .1 | 0.2 | 1.4 | .3 | .2 | 1.6 | 1.17 | .2 | 1.4 |
| | 13.3 | .1 | .4 | 3.3 | .2 | 2.8 | 1.1 | 21.0 | | | 2.3 | 0.6 | 1.4 | 2.3 | 5.6 | .4 | .2 | 2.8 | .2 | 2.0 |
| | 7.7 | .2 | .1 | | 1.4 | .2 | 1.4 | 22.3 | | | 19.6 | 8.1 | .2 | .5 | .4 | 1.4 | .8 | | .2 | .7 |
| | 9.0 | 3.0 | .2 | | .1 | 7.4 | 0.5 | 0.6 | | | 1.4 | .1 | | 5.8 | | 1.1 | 11.2 | | | 58.6 |
| | 1.4 | 0.5 | 1.4 | | .4 | 7.1 | .4 | 1.1 | | | 2.0 | .2 | | 4.2 | | 8.4 | .3 | | | .8 |
| | .2 | 0.2 | 0.7 | | .4 | 11.9 | | .5 | | | .1 | .1 | | 26.8 | | 11.2 | .2 | | | .1 |
| | 1.1 | 10.4 | .4 | | .1 | .1 | | 11.7 | | | .5 | .1 | | .2 | | 0.5 | .9 | | | 2.0 |
| | .5 | .2 | 7.0 | | | 1.0 | | 1.4 | | | .6 | .8 | | .3 | | 8.4 | .2 | | | 1.3 |
| | .8 | .1 | 1.4 | | | .2 | | .1 | | | .1 | .1 | | .1 | | .2 | .7 | | | .2 |
| | | 66.2 | .8 | | | | | 13.8 | | | .2 | | | .1 | | .7 | .1 | | | .1 |
| | | 1.1 | 1.4 | | | | | .1 | | | 1.1 | | | .3 | | .2 | .1 | | | .1 |
| | | 1.4 | 0.2 | | | | | 0.7 | | | | | | 1.1 | | 6.4 | 1.2 | | | .4 |
| | | .8 | .2 | | | | | .2 | | | | | | .1 | | .4 | .4 | | | .7 |
| | | .4 | .2 | | | | | 1.1 | | | | | | .6 | | .2 | .1 | | | 2.1 |
| | | .2 | .2 | | | | | 5.6 | | | | | | .4 | | 1.6 | .1 | | | .4 |
| | | .1 | 8.4 | | | | | 1.1 | | | | | | .1 | | 60.9 | 5.1 | | | .9 |
| | | 1.5 | .1 | | | | | 1.7 | | | | | | .3 | | 3.5 | 7.9 | | | .4 |
| | | 8.1 | 1.1 | | | | | 30.8 | | | | | | .1 | | .5 | .7 | | | .1 |
| | | .1 | 2.1 | | | | | 42.7 | | | | | | 3.1 | | 1.8 | .4 | | | |
| | | | 2.1 | | | | | 1.2 | | | | | | .2 | | .1 | .1 | | | |
| | | | .5 | | | | | .3 | | | | | | .2 | | 0.1 | .1 | | | |
| | | | .2 | | | | | 1.8 | | | | | | 3.5 | | 1.5 | .9 | | | |
| | | | .7 | | | | | 2.6 | | | | | | | | 0.6 | 4.1 | | | |
| | | | .1 | | | | | 4.2 | | | | | | | | .4 | 1.8 | | | |
| | | | .1 | | | | | 1.2 | | | | | | | | 8.4 | .1 | | | |
| | | | .7 | | | | | 2.0 | | | | | | | | .1 | .1 | | | |
| | | | .1 | | | | | 53.1 | | | | | | | | .6 | :4 | | | |
| | | | .2 | | | | | | | | | | | | | .4 | | | | |
| | | | 1.8 | | | | | | | | | | | | | 7.0 | | | | |
| | | | 1.4 | | | | | | | | | | | | | 2.1 | | | | |
| | | | | | | | | | | | | | | | | .2 | | | | |
| | | | | | | | | | | | | | | | | .1 | | | | |
| | | | | | | | | | | | | | | | | .5 | | | | |
| | | | | | | | | | | | | | | | | .2 | | | | |
| | | | | | | | | | | | | | | | | .8 | | | | |
| 141 | 134.8 | 15.5 | 23.1 | .2 | 3.0 | 3.4 | 3.1 | 73.2 | .2 | .7 | 32.8 | 9.4 | 1.6 | 41.4 | 5.9 | 2.6 | 16.10 | 4.2 | .4 | 67.2 |
| 241 | .18 | 80.0 | 11.5 | 3.3 | 1.0 | 28.0 | .1 | 152.8 | — | — | 2.5 | 1.1 | .2 | 10.2 | .4 | 1.7 | 23.7 | — | .2 | 5.10 |
| | | | | | | | | | | | | | | | | .5 | | | | |
| | | | | | | | | | | | | | | | | .3 | | | | |
| | | | | | | | | | | | | | | | | 104.2 | | | | |

RL 144 — 244

Calidria ASBESTOS

UNION CARBIDE

THE DISCOVERY COMPANY

UNION CARBIDE CORPORATION • MINING & METALS DIVISION • P.O. BOX 579 • NIAGARA FALLS, N.Y. 14302 • TEL: 716-285-3311

January 13, 1972

Gentlemen:

Enclosed is our sales report for December and the year 1971. It contains "bad news" and "good news".

The bad news is that we finished the year at only 91% of planned dollars and that some of our higher margin products were below 91%.

The good news is that 1971 was 131% of 1970 dollars and that we were 107% of planned pounds for 1971. This helped the plant operate with a favorable variance.

Some more bad news is that December domestic sales were only $119,000, the third lowest month of the year; and January domestic sales, as of this date, will be lower than December.

Sales of RG-244 doubled again in 1971 and we anticipate continued high growth in 1972 through your good efforts.

Best wishes for a prosperous New Year!

Very truly yours,

John L. Myers

John L. Myers

·/cb
Enclosures

This paper contains "Calidria" asbestos T-135, an efficient, low-cost opacifier. It is 60-lb. Fairmount offset produced by Tileston & Hollingsworth Co., a subsidiary of Diamond International Corporation.

Through December 1971

| PRODUCT | DECEMBER DOMESTIC M# | DECEMBER DOMESTIC M$ | DECEMBER EXPORT M# | DECEMBER EXPORT M$ | DECEMBER TOTAL M# | DECEMBER TOTAL M$ | YEAR TO DATE DOMESTIC M# | YEAR TO DATE DOMESTIC M$ | YEAR TO DATE EXPORT M# | YEAR TO DATE EXPORT M$ | YEAR TO DATE TOTAL M# | YEAR TO DATE TOTAL M$ | 1971 PLAN TO DATE M# | 1971 PLAN TO DATE M$ | % OF PLAN # | % OF PLAN $ | 1971* VS 1970 % |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| SG-100 | 1830.0 | 41.9 | 0 | 0 | 1830.0 | 41.9 | 19844.6 | 473.2 | 117.0 | 2.5 | 19961.6 | 475.7 | 13800 | 336 | 145 | 142 | 148 |
| -130 | 42.0 | 1.3 | 0 | 0 | 42.0 | 1.3 | 239.6 | 8.0 | 0 | 0 | 239.6 | 8.0 | 360 | 12 | 67 | 67 | 61 |
| -144 | 3.2 | 0.2 | 0 | 0 | 3.2 | 0.2 | 9.2 | 0.4 | 0 | 0 | 9.2 | 0.4 | 144 | 4 | 7 | 10 | 9 |
| -210 | 283.7 | 13.2 | 0 | 0 | 283.7 | 13.2 | 3054.8 | 143.6 | 0 | 0 | 3054.8 | 143.6 | 2400 | 112 | 127 | 128 | 175 |
| HPP | 20.0 | 1.1 | 1220.0 | 63.3 | 1240.0 | 64.4 | 4841.5 | 286.4 | 5775.4 | 296.7 | 10616.9 | 583.1 | 12400 | 704 | 86 | 83 | 99 |
| HPO | 4.8 | 0.5 | 36.8 | 2.1 | 41.6 | 2.6 | 351.1 | 26.0 | 78.6 | 4.7 | 429.7 | 30.7 | 700 | 40 | 61 | 77 | 42 |
| T-135 | 45.6 | 7.4 | 147.6 | 18.6 | 193.2 | 26.0 | 428.3 | 73.2 | 890.8 | 108.9 | 1319.1 | 182.1 | 1800 | 234 | 73 | 78 | 157 |
| CG-100 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | |
| -135 | 0 | 0 | 0 | 0 | 0 | 0 | 50.0 | 9.9 | 4.0 | 0.9 | 54.0 | 10.8 | 1200 | 96 | 5 | 8 | 200 |
| RG-101 | 0 | 0 | 0 | 0 | 0 | 0 | 11.1 | 1.1 | 0 | 0 | 11.1 | 1.1 | - | - | + | + | + |
| -110 | 79.8 | 5.0 | 0 | 0 | 79.8 | 5.0 | 853.8 | 51.6 | 0.2 | - | 854.0 | 51.6 | 1000 | 60 | 85 | 86 | 69 |
| -144 | 23.8 | 4.9 | 57.4 | 6.7 | 81.2 | 11.6 | 571.9 | 111.1 | 174.8 | 21.2 | 746.7 | 132.3 | 1000 | 143 | 75 | 93 | 113 |
| A-14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 99.0 | 19.7 | 99.0 | 19.7 | 120 | 24 | 83 | 82 | 144 |
| RG-244 | 54.2 | 36.4 | 46.0 | 26.8 | 100.2 | 63.2 | 616.7 | 421.0 | 121.7 | 70.7 | 738.4 | 491.7 | 770 | 532 | 96 | 92 | 196 |
| A-28 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 131.8 | 61.3 | 131.8 | 61.3 | 300 | 120 | 44 | 51 | 210 |
| RG-444 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.2 | 0.1 | - | - | + | + | + |
| RG-510 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 | 60 | 0 | 0 | - |
| Visbestos | 186.7 | 5.6 | 0 | 0 | 186.7 | 5.6 | 1499.1 | 45.0 | 0 | 0 | 1499.1 | 45.0 | 2400 | 72 | 62 | 63 | 72 |
| Super-Visb. | 16.3 | 0.7 | 0 | 0 | 16.3 | 0.7 | 3342.5 | 127.7 | 0 | 0 | 3342.5 | 127.7 | 1800 | 68 | 186 | 188 | 253 |
| Ollbestos | 5.0 | 1.0 | 0 | 0 | 5.0 | 1.0 | 76.4 | 11.9 | 0 | 0 | 76.4 | 11.9 | - | - | + | + | 170 |
| TOTALS | 2595.1 | 119.2 | 1507.8 | 117.5 | 4102.9 | 236.7 | 35790.8 | 1790.2 | 7393.3 | 586.6 | 43184.1 | 2376.8 | 40210 | 2617 | 107 | 91 | 131 |

*1971 To date comparison of 1970 sales in dollars

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x RG 144-244
x [illegible]

| | | | | |
|---|---|---|---|---|
| | 70 | | | |
| 0.1 - 0.2 | 101 | 29.4 | 29.4 | |
| 0.3 - 0.5 | 49 | 14.2 | 43.6 | |
| 0.6 - 1.2 | 46 | 13.4 | 57.0 | |
| 1.2 - 2.4 | 56 | 16.3 | 73.3 | |
| 2.5 - 3.6 | 17 | 4.9 | 78.2 | |
| 3.7 - 4.8 | 5 | 1.4 | 79.6 | |
| 4.9 - 6.0 | 6 | 1.7 | 81.3 | |
| 6.0 - 12.0 | 23 | 12.5 | 93.8 | |
| 12.0 - 24. | 7 | 2.0 | 95.8 | |
| 25. - 48 | 7 | 2.0 | 97.8 | |
| 49 - 60. | 4 | 1.2 | 99.0 | |
| 60 - 120 | 2 | 0.6 | 99.6 | |
| >120 | 1 | 0.3 | 99.9 | |
| | 344 | | | |

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| 2.5-3.6 | 3.7-4.8 | 4.9-6.0 | 6.1-12.0 | 12.1-25.0 | 25.1-51.0 | 51.1-63.0 | >63 |
|---|---|---|---|---|---|---|---|
| 2.8 | 4.2 | 5.8 | 7.4 | 13.3 | 28.0 | 51.8 | 65.0 |
| 3.0 | 4.2 | 5.6 | 7.7 | 19.6 | 26.8 | 58.6 | 60.9 |
| 2.8 | 4.2 | 5.6 | 7.0 | 13.8 | 31.5 | 53.1 | 66.2 |
| 3.5 | 4.2 | 5.1 | 9.0 | 20.7 | 35.7 | | |
| 2.8 | 4.1 | | 10.4 | 14.6 | 38.2 | | |
| 2.8 | | | 8.4 | 15.2 | 29.8 | | |
| 3.3 | | | 8.4 | | | | |
| 2.6 | | | 8.4 | | | | |
| 3.1 | | | 11.2 | | | | |
| 2.6 | | | 6.7 | | | | |
| 2.6 | | | 8.4 | | | | |
| 3.5 | | | 8.3 | | | | |
| 2.9 | | | 11.2 | | | | |
| | | | 11.2 | | | | |
| | | | 7.4 | | | | |
| | | | 7.4 | | | | |
| | | | 11.9 | | | | |
| | | | 8.1 | | | | |
| | | | 8.4 | | | | |
| | | | 7.9 | | | | |
| | | | 7.3 | | | | |

| | |
|---|---|
| | 174.1 |
| | 328.5 |
| | 213.4 |
| | 334.2 |
| | 1050.7 |

X

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Calidria Asbestos Sales Report

DOMESTIC

Product RG-144

Through December, 1971

Region R. E. Byrne

244

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| All-Weather Courts | Manchester, Mo. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.6 | ≤ 0.4 |
| Andre Patterns | Norwalk, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.1 | ✓ --- |
| Art-Co Products | San Jose, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.4 | ✓ 0.1 |
| Bonestone | Milwaukee, Wisc. | R. C. Wise | C&A | 1.4 | 0.3 | 0 | 0 | | | 1.4 | ✓ 0. |
| Calif. Titan Products | Santa Ana, Calif. | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.1 | ✓ --- |
| Celanese Coatings | Jeffersontown, KY | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | ✓ --- |
| Certain Teed Products | Riverside, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.2 | ✓ --- |
| Chem Tec | Madison, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | ✓ 0.1 |
| Chemetron Corporation | Downey, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 1.4 | ✓ 0. |
| Chemical Sealing | Kansas City, Mo. | R. G. Neri | C&A | 9.1 | 1.7 | 50 | 9 | | | 13.3 | 2. |
| Concrete Welding | Anaheim, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.7 | - 0. |
| Cooper Coating | Casper, Wyo. | R. E. Byrne | | 0.4 | 0. | 0 | 0 | | | 0.2 | ✓ --- |
| Copolymer Chemicals | Livonia, Mich. | B. Bendick | C&A | 0 | 0 | 0 | 0 | | | 0.9 | ✓ 0. |
| Cosmodyne Corporation | Torrance, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.4 | ✓ 0. |
| Daubert Chemical Co. | Chicago, Ill. | A. J. Lyon | C&A | 0.2 | --- | 0 | 0 | 1.1 | 0.3 | 7.4 | 1. |
| Delco Remington | Anderson, Ind. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 0.1 | ✓ --- |
| Dennis Chemical | St. Louis, MO | J. W. Iwaskow | | 0 | 0 | 0 | 0 | | | 7.7 | 1. |
| Phil Dostal | San Mateo, CA | R. E. Byrne | | 5.6 | 0.6 | 0 | 0 | | | 7.0 | 1. |
| Dry Mix Concrete | Franklin Park | T. P. Norris | | 0.4 | 0. | 0 | 0 | | | 1.1 | ✓ 0. |
| Fiber Research Inc. | Iola, Kansas | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | ✓ 0. |
| H. B. Fuller | Palatine, Ill. | R. C. Wise | C&A | 0.8 | 0.2 | 0 | 0 | 0.8 | 0.2 | 2.3 | ✓ 0. |
| H. B. Fuller | St. Paul, Minn. | L. S. Kendall | C&A | 0.2 | 0. | 0 | 0 | | | 0.4 | ✓ 0. |
| General Polymers | Cincinnati, Ohio | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 | ✓ 0. |
| Giant Adhesives | Pt. Huron, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | --- | --- |
| B. F. Goodrich | Louisville, KY | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.1 | ✓ 0. |
| Gottlieb Chemcaal Co. | Detroit, Mich. | B. Bendick | C&A | 0 | 0 | 0 | 0 | | | 0.1 0.1 | ✓ --- |
| Gougeon Brothers | Bay City, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 0.2 | ✓ 0. |
| Grove Specialties | Glendale, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 1.4 1.4 | 0. |
| Grow Solvents | Detroit, Mich. | F. H. Foxlee | C&A | 0 | 0 | 0 | 0 | | | --- | --- |
| Hughes Chemical Co. | Adrian, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 3.0 | 0. |
| Huron Rubber | Port Huron, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 0.5 | ✓ 0. |
| Inmont Corporation | St. Louis, Mo. | T. P. Norris | | 6.0 | 1.1 | 12 | 3 | | | 9.0 | 2. |
| International Therm. | Walled Lake, MI | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.4 | ✓ 0. |
| Leepoxy Plastics | Ft. Wayne, Ind. | T. P. Norris | | 0.4 | 0.1 | 0 | 0 | | | 0.6 | ✓ 0. |
| Mechanical Research | Santa Cruz, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.8 | ✓ 0. |
| Missouri Research Lab. | St. Louis, MO | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | ✓ 0. |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-144

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| J. W. Mortell | Kankakee, Ill. | R. A. Behrens | | 121.1 | 13. | 75 | 9 | 8.4 | 1.0 | 19.6 | 2.4 |
| NL Industries Inc. | Los Angeles, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| Norberg Mfg. Company | Brookfield, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| Ohio Se ler | Dayton, Ohio | D. P. Shannon | C&A | 23.8 | 3.8 | 31 | 5 | | | 21.0 | 3.3 |
| Pacific Clay Products | Santa Fe Springs | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| Permalastic Products | Detroit, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.2 | 0.1 |
| Permatex Company | Kansas City, K. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| Porter Paint | Louisville, KY | P. Decker | | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.5 | 0.1 |
| Professional Paints | Denver, Colo. | R. E. Byrne | | 0.5 | 0. | 0 | 0 | | | 0.7 | 0.2 |
| Protective Treatments | Dayton, Ohio | R. J. Bellrose | C&A | 8.1 | 1.5 | 10 | 2 | | | 22.3 | 3.9 |
| Reliable Mfg. Company | Fountain Valley | H. B. Reese | C&A | 0.5 | 0. | 0 | 0 | | | 0.6 | 0.2 |
| Roberts Consolidated | Dayton, Ohio | R. J. Bellrose | C&A | 3.6 | 0.8 | 0 | 0 | | | 1.1 | 0.3 |
| S&S Applicator | Hobbs, N. Mexico | R. E. Byrne | | 0 | 0 | 0 | 0 | 0.7 | 0.2 | 1.4 | 0.4 |
| Schaeffers Seamless | Cerritas, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Steelcote Mfg. | St. Louis, Mo. | G. W. Iwaskow | C&A | 0.7 | 0.2 | 0 | 0 | 0.2 | 0.1 | 1.1 | 0.3 |
| Sundancer Mfg. Co. | Santa Cruz, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | 0.2 | --- | 0.2 | --- |
| Technology in Plastics | Costa Mesa, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| 3M Company | Hutchinson, Minn. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 2.8 | 0.7 |
| 3M Company | Wayne, Mich. | L. S. Kendall | C&A | 1.4 | 0.3 | 0 | 0 | 1.4 | 0.3 | 10.4 | 2.3 |
| 3M Company | Springfield, MO | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.5 | 0.2 |
| 3M Company | St. Paul, Minn. | L. S. Kendall | C&A | 1.0 | 0.3 | 0 | 0 | | | 0.2 | --- |
| UCC | Chicago, Ill. | T. P. Norris | | 2.4 | 0.5 | 0 | 0 | | | 1.4 | 0.4 |
| JCC | Ottawa, Ill. | T. P. Norris | | 4.0 | 0. | 4 | 1 | | | 2.0 | 0.4 |
| Jniseal | Evansville, Ind. | G. W. Iwaskow | C&A | 29.4 | 5.3 | 36 | 7 | | | 8.4 | 1.8 |
| Jnited Resin Corp. | Warren, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| Jniversal Propulsion | Riverside, CA | H. B. Reese | C&A | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Valspar Corporation | Ft. Wayne, Ind. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Valspar Corporation | Lyons, Ill. | W. L. Jones | TRC | 0.1 | --- | 0 | 0 | | | 0.1 | --- |
| Western Chemical | Los Angeles | R. E. Byrne | | 2.8 | 0.3 | 0 | 0 | | | 8.4 | 1.0 |
| | | | | | | | | 13.2 | 2.3 | 174.1 | 34.4 |

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Calidria Asbestos Sales Report

DOMESTIC

Product RG-144

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Acme Power Tool & Supply | Dallas, TX | E. C. Verde | C&A | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| Acme Chemical & Insl. | New Haven, Conn. | T. F. Lawrence | C&A | 0.3 | 0. | 0 | 0 | | | 0.3 | 0.1 |
| Allied Chemical | Clifton, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| American Cyanamid | Harve de Grace | E. C. Seltzer | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| American Smelt. & Ref. | Trenton, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.4 | 0.1 |
| Ameron Corporation | Buffalo, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | 0.5 | 0.2 | 0.1 1.6 | 0.5 |
| Amicon Corporation | Lexington, Mass. | B. L. Ingalls | | 1.8 | 0.5 | 0 | 0 | | | 1.4 | 0.4 |
| Applied Polymers | Clifton, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| An-Cor Industrial Plastics | N. Tonawanda, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 0.2 | 0.1 |
| Arnold Air Force Base | AAFB, Tenn. | H. B. Rhodes | | 0.2 | 0. | 0 | 0 | | | 0.2 | 0.1 |
| Atomized Material | Gladden, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 1.4 | 0.3 |
| Avadan Corporation | Nutley, NJ | A. M. Appio | C&A | 0.1 | --- | 0 | 0 | | | 1.4 | 0.3 |
| Baker Castor Oil | Bayonne, NJ | F. L. Williamson | | 1.3 | 0.3 | 0 | 0 | | | 8.4 | 1.9 |
| Baker Castor Oil | Raritan, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 11.2 | 2.6 |
| Beetle Plastics | Carrollton, TX | R. K. Redford | C&A | 0 | 0 | 0 | 0 | | | 2.3 | 0.6 |
| Bonded Products | S. Orange, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.5 | 0.2 |
| Andrew Brown | Irving, TX | R. K. Redford | | 0 | 0 | 0 | 0 | | | 0.5 | 0.1 |
| Calbar Incorporated | Philadelphia, PA | R. R. Terrill | | 0 | 0 | 0 | 0 | | | 2.0 | 0.5 |
| Calhoun Chemical Co. | Calhoun, GA | H. B. Rhodes | | 0.4 | 0. | 0 | 0 | | | 6.7 | 1.4 |
| Celanese Chemical | Bishop, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 5.8 | 1.3 |
| Celanese Coatings | Cleveland, Ohio | P. Decker | | 0 | 0 | 0 | 0 | | | 0.5 | 0.2 |
| Certain-Teed | Ambler, PA | R. R. Terrill | | 1.1 | 0.3 | 0 | 0 | | | 0.7 | 0.2 |
| Chemical Processors Inc. | St. Petersburg | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | --- | --- |
| Chemical Sealing | Trenton, NJ | E. C. Seltzer | C&A | 2.2 | 0.5 | 0 | 0 | | | 8.4 | 1.9 |
| Chemical Sealing | Tucker, GA | W. R. Sevy | | 2.0 | 0.4 | 0 | 0 | 2.1 | 0.5 | 8.3 | 1.8 |
| Clifton Adhesive | Wayne, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| Coopers Creek Chemical | W. Conshohocken | D. M. Fix | C&A | 0 | 0 | 0 | 0 | | | 0.7 | 0.2 |
| Crown Rubber | Fremont, Ohio | M. R. Matuza | C&A | 1.4 | 0.3 | 0 | 0 | | | 11.2 | 2.5 |
| Daubert Chemical | Cullman, Ala. | E. C. Seltzer | C&A | 44.8 | 8.2 | 42 | 8 | | | 28.0 | 5.1 |
| Daubert Chemical | Philadelphia, PA | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 58.6 | 9.5 |
| Dolphin Paint Company | Toledo, Ohio | Mr. R. Matuza | C&A | 0 | 0 | 0 | 0 | | | 1.4 | 0.2 |
| Dupont | Wilmington, Dela. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Dural Int'l Corp. | Deer Park, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.8 | 0.2 |
| E-Bond Epoxies | Ft. Lauderdale | T. R. Holliger | C&A | 1.5 | 0.4 | 0 | 0 | | | 1.3 | 0.4 |
| Essex Chemical Company | Sayreville, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| Fibercast | Sand Springs, OK | W. R. Neeley | TRC | 0.1 | --- | 0 | 0 | | | 2.1 0.3 | 0.1 |
| Fiberglass Resources | Farmingdale, NY | B. L. Ingalls | | 0.7 | 0.2 | 0 | 0 | | | 11.2 | 2.1 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-144

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | CRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Fowlco Mfg. Co. Ltd. | Atlantic Beach | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0. | 0. |
| Genesco Chemical Corp. | Nashville, Tenn. | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| B. F. Goodrich | Avon Lake, Ohio | B. L. Ingalls | | 0.1 | --- | 0 | 0 | | | 0.1 | --- |
| Georgia Pacific | Conway, NC | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.7 | 0. |
| Georgia Pacific | Savannah, GA | H. B. Rhodes | | 2.8 | 0.5 | 0 | 0 | | | 1.4 | 0. |
| Guard Coatings | Kearny, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.4 | 0. |
| Hardman, Inc. | Belleville, NJ | B. L. Ingalls | | 0.4 | 0. | 0 | 0 | | | 0.4 | 0. |
| Hattaway Insulation | Atlanta, GA | H. B. Rhodes | | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.2 | 0. |
| Hysol Div.-Dextor | Olean, NY | D. Watts | C&A | 0 | 0 | 0 | 0 | | | 0.3 | 0. |
| Industrial Coatings | Houston, TX | R. Kulbitskas | C&A | 1.4 | 0.3 | 0 | 0 | | | 4.2 | 0. |
| Inmont Corporation | Bound Brook, NJ | F. V. Squillaro | C&A | 1.4 | 0.4 | 0 | 0 | | | 0.2 | 0. |
| Kaufman Products | Baltimore, MD | T. C. Stanhagen | | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Kent Industries | Ft. Worth, TX | T. F. White | C&A | 29.6 | 5.4 | 30 | 6 | | | 26.8 | 5. |
| M-F Mfg. Company | Ft. Worth, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Marblette Company | Long Island City | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Mathis Fiberglass | Denmark, S.C. | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 1.1 | 0. |
| Metrowa e Co pany | E. Paterson, NJ | A. M. Appio | | 1.8 | 0.5 | 0 | 0 | 0.4 | 0.1 | 1.6 | 0. |
| J. W. Mortell | Perth Amboy, NJ | R. A. Behrens | C&A | 109.9 | 12.5 | 129 | 17 | 4.2 | 1.0 | 60.9 | 9. |
| Myrmax Specialties | Baton Rouge, LA | G. L. Dickson | | 0.1 | --- | 0 | 0 | | | 0.9 | 0. |
| Novaguard Corporation | Trenton, NJ | E. C. Seltzer | C&A | 0.7 | 0.2 | 0 | 0 | | | 3.5 | 1. |
| Nylene Corporation | Jenkensville, SC | J. Rankin | | 0 | 0 | 0 | 0 | | | 1.4 | 0. |
| Ohio Sealer | Midvale, Ohio | B. L. Ingalls | | 4.2 | 0.8 | 0 | 0 | | | 13.8 | 2. |
| Permagile Corp. of Am. | Plainview, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.9 | 0. |
| Philadelphia Resins | Montgomeryville | E. C. Seltzer | C&A | 1.4 | 0.3 | 0 | 0 | | | 2.8 | 0. |
| Protective Coatings | Tampa, Fla. | T. R. Holliger | C&A | 0 | 0 | 0 | 0 | | | 4.2 | 0. |
| Protex A Cote Inc. | Newark, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.5 | 0. |
| Quandrant Chemical | Dallas, TX | R. K. Redford | C&A | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Radiator Specialties | Charlotte, NC | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.5 | 0. |
| Reichhold Chemical | Sewickley, PA | B. L. Ingalls | | 0.4 | 0. | 0 | 0 | 0.4 | 0.1 | 0.8 | 0. |
| Ramco | Tulsa, OK | H. E. Miller | C&A | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Ruff Cote | Midwest City | H. E. Miller | C&A | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Rutland Products | Gastonia, NC | R. J. Quinn | | 0 | 0 | 0 | 0 | | | 1.4 | 0. |
| Sandoville Company | Grove City, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Schoeller Technical | Pulaski, NY | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.2 | 0. |
| Schori Process | Freeport LI, NY | K. McGuinn | | 0 | 0 | 0 | 0 | 0.3 | 0.1 | 0.7 | 0. |
| A. Schulman | Bellevue, Ohio | B. L. Ingalls | | | | | | | | 0.1 | --- |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-144

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Sika Chemical Company | Lyndhurst, NJ | B. L. Heimlicher | | 0.2 | 0.1 | 0 | 0 | | | 1.8 ✓ | 0.6 |
| Smooth-On Inc. | Gillete, NJ | M. Kovach | C&A | 0.4 | 0.1 | 0 | 0 | | | 0.4 ✓ | 0.1 |
| Southwest Terrazzo | Wheatland, K | H. E. Miller | C&A | 0 | 0 | 0 | 0 | | | 0.2 ✓ | 0.1 |
| Stedfast Rubber Company | N. Eaton, Mass. | B. L. Ingalls | | 5.6 | 1.0 | 4 | 1 | | | 2.8 ✓ | 0.6 |
| 3M Comapny | Bristol, PA | E. C. Seltzer | C&A | 0 | 0 | 0 | 0 | | | 2.0 ✓ | 0.5 |
| 3M Company | Grove City, Ohio | B. L. Inalls | | 0 | 0 | 0 | 0 | | | 0.7 ✓ | 0.2 |
| UCC | Bound Brook | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 ✓ | --- |
| Vulcan Chemical | Danbury, Conn. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 5.6 | 1.2 |
| Westinghouse Electric | Greenville, PA | B. L. Ingalls | | 0.7 | 0.3 | 0 | 0 | | | 1.3 ✓ | 0. |
| Westinghouse Electric | Hampton, SC | E. C. Seltzer | C&A | 0.1 | --- | 0 | 0 | | | 0.1 ✓ | --- |
| Westinghouse Electric | Pittsburgh, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.2 ✓ | 0.1 |
| Westinghouse Electric | Sharon, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 ✓ | --- |
| Westwood Industries | E. Paterson, NJ | A. M. Applo | C&A | 1.2 | 0.3 | 0 | 0 | | | 1.8 ✓ | 0.( |
| Whittaker Corporation | Lenoir, NC | R. J. Quinn | C&A | 0.5 | 0.1 | 0 | 0 | | | 0.1 ✓ | --- |
| | | | | | | | | 8.2 | 2.1 | 328.5 | 67.5 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-244

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Adco Inc. | Mich. Center | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 0.2 ✓ | 0.2 |
| Akemi Plastics | Eaton Rapids | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 0.1 ✓ | 0.1 |
| Am. Superior Plumbing | Orange, CA | H. B. Reese | C&A | 0.8 | 0.6 | 0 | 0 | | | 0.1 ✓ | 0.1 |
| Am. Superior Plumbing | Temecula, CA | R. E. Byrne | | 0.4 | 0.3 | 0 | 0 | | | 1.4 ✓ | 1.1 |
| Aqua Chemical | Waukesha, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 ✓ | 0.1 |
| Automotive Chemical Co. | Detroit, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | 0.1 ✓ | 0.1 |
| Bee Chemical Company | Lansing, Ill. | A. J. Lyon | C&A | 0.1 | 0.1 | 0 | 0 | | | 0.5 ✓ | 0.5 |
| Broadway Metals | Gardena, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 2.1 ✓ | 1.6 |
| Chrysler Corporation | Trenton, Mich. | J. E. Nimz | C&A | 72.9 | 47.3 | 120 | 79 | 6.0 | 3.9 | 66.2 | 42.6 |
| Commercial Chemical | Cincinnati, Ohio | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 ✓ | 0.2 |
| Const. Chem. Specialties | Shawnee Mission | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 ✓ | 0.3 |
| Cook Paint & Varnish | Kansas City, MO | T. P. Norris | | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.8 ✓ | 0.6 |
| Cor-Stran | Artesia, N. Mexico | R. E. Byrne | | 0.1 | --- | 0 | 0 | | | 0.2 ✓ | 0.1 |
| Daubert ✓ | Chicago, Ill. | T. P. Norris | | 0 | 0 | 0 | 0 | | | --- | --- |
| Delco Remington ✓ | Anderson, Ind. | T. P. Norris | | 0 | 0 | 0 | 0 | | | ~~0.1~~ | --- |
| Dunn Rainey | Ferndale, Mich. | J. J. Hufnagle | C&A | 0.4 | 0.3 | 0 | 0 | | | 1.1 ✓ | 0.8 |
| Dunnage Engineering | Brighton, Mich. | D. E. Stockman | C&A | 3.2 | 2.5 | 4 | 3 | | | 1.4 ✓ | 1.1 |
| Electro-Cote Company | Minn., Minn. | T. P. Norris | | 3.1 | 2.2 | 0 | 0 | 2.1 | 1.5 | 7.4 | 5.6 |
| Enmar Corporation | Wichita, Kansas | R. G. Neri | C&A | 0.4 | 0.3 | 0 | 0 | | | 3.3 | 2.6 |
| Erskine Johns Company | Los Angeles, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 2.1 ✓ | 1.6 |
| Fiber Resin Corporation | Roseville, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.8 ✓ | 0.6 |
| Frame Art | Elkhart, Ind. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 ✓ | 0.1 |
| Freeman Chemical Corp. | Saukville, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 ✓ | 0.2 |
| General Polymers | Cincinnati, Ohio | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.1 ✓ | 0.8 |
| Giant Adhesives | Pt. Huron, Mich. | J. J. Hufnagle | C&A | 0 | 0 | 0 | 0 | | | --- | --- |
| Glidden-Durkee | Chicago, Ill. | C. O. Schwahn | C&A | 0.4 | 0.3 | 0 | 0 | | | 0.6 ✓ | 0.5 |
| Glidden-Durkee | Minn., Minn. | T. P. Norris | | 0.1 | 0.1 | 0 | 0 | | | 7.4 | 5.4 |
| Gottlieb Chemical Co. ✓ | Detroit, Mich. | B. Bendick | C&A | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Grove Specialties ✓ | Glendale, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 1.4 | 1.0 |
| Guardsman Chemical | Grand Rapids, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 ✓ | 0.3 |
| Hadley Adhesives | St. Louis, MO | T. P. Norris | | --- | --- | 0 | 0 | | | --- | --- |
| Hysol Div. - Dextor | Pittsburg, CA | M. Bilancetti | TRC | 0 | 0 | 0 | 0 | | | 0.5 ✓ | 0.4 |
| Inpol Corporation | Cucamonga, CA | R. E. Byrne | | 0.1 | 0.1 | 0 | 0 | | | 0.2 ✓ | 0.2 |
| Inter Plastics Corp. | Minn., Minn. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 11.9 | 7.1 |
| International Rubber | Colton, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.7 ✓ | 0.5 |
| International Sales | Seattle, Wash. | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.4 ✓ | 0.3 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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CALIDRIA ASBESTOS Sales Report

DOMESTIC

Product RG-244

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Joli Plastics & Chem. | Gardena, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.1 | .0.1 |
| Kalman Floors | North Brook, Ill. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Lasco Industries | Florence, KY | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Leepoxy Plastics | Ft. Wayne, Ind. | T. P. Norris | | --- | --- | 0 | 0 | | | 0.1 | 0.1 |
| Marco | Swanton, Ohio | W. L. Jones | TRC | 2.1 | 1.4 | 20 | 13 | | | 5.6 | 3.8 |
| Mautz Paint & Varnish | Madison, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | 0.2 | 0.2 | 0.4 | 0.4 |
| Mobil Chemical Co. | Kankakee, Ill. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| J. W. Mortell | Kankakee, Ill. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.1 | 0.7 |
| Ohio Sealer | Dayton, Ohio | D. P. Shannon | C&A | 31.4 | 20.6 | 30 | 24 | | | 30.8 | 20.4 |
| Ohio Sealer | Midvale, Ohio | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.1 | 0.7 |
| Poly Products Corp. | Detroit, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| Polyform Coatings & Chem | Santee, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Protective Treatments | Dayton, Ohio | R. J. Bellrose | C&A | 25.1 | 18.0 | 42 | 30 | 6.0 | 3.9 | 42.7 | 28.2 |
| Purex Corporation | Wilmington, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.7 | 0.5 |
| Reichhold Chemicals | Ferndale, Mich. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Ren Plastics | E. Lansing, Mich. | W. Jones | | 0.3 | 0.3 | 0 | 0 | 0.1 | 0.1 | 1.5 | 1.3 |
| Santa Clara Fiberglass | Santa Clara, CA | G. D. Hanlon | TRC | 0.1 | 0. | 0 | 0 | | | 0.1 | 0.1 |
| Steelcote Mfg. | St. Louis, MO | G. W. Iwaskow | C&A | --- | --- | 0 | 0 | | | --- | --- |
| Technical Sealants | St. Paul, Minn. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Tera-Lite | San Jose, CA | R. E. Byrne | | 0.4 | 0.3 | 0 | 0 | | | 0.2 | 0.2 |
| Thermoset Plastics | Indianapolis | A. A. Keller | TRC | 0.3 | 0.3 | 0 | 0 | | | 0.8 | 0.6 |
| 3M Company | St. Paul, Minn. | L. S. Kendall | C&A | 0.1 | 0.1 | 0 | 0 | 0.1 | 0.1 | 0.2 | 0.1 |
| Tuff Kote Inc. | Warren, Mich. | J. J. Hufnagle | | 0.5 | 0.4 | 0 | 0 | | | 8.1 | 5.4 |
| Western Chemical | Los Angeles, CA | R. E. Byrne | | 0.4 | 0.2 | 0 | 0 | 2.3 | 0.05 | 1.8 | 1.1 |
| Whittaker Corporation | Minn., Minn. | C. H. Strong | TRC | 0 | 0 | 0 | 0 | | | 1.0 | 0.8 |
| Whittaker Corporation | W. Alexandria, Ohio | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.9 | 1.5 |
| Wisc. Protective Coating | Green Bay, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| | | | | | | | | 15.0 | 10.1 | 213.4 | 143. |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-244

Through December, 1971

Region Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Al-Con | New Orleans | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Alpha Chemical | Lakeland, Fla. | A. G. Butler | | 1.4 | 1.1 | 6 | 5 | 8.1 | 5.2 | 20.7 | 14.5 |
| American Cyanamid | Wallingford | B. L. Ingalls | | 33.6 | 23.8 | 40 | 30 | 4.2 | 3.0 | 31.5 | 22.7 |
| Ameron Corp. | Buffalo | B. L. Ingalls | | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Anchem Products | Dallas, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| An-Cor Ind. Plastics | N. Tonawanda, NY | D. A. Watts | C&A | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| John Armitage Co. | Newark, NJ | F. L. Williamson | | 0 | 0 | 0 | 0 | | | --- | --- |
| Atlas Chemical Ind. | Atlas Point, Del. | T. C. Stanhagen | | 5.9 | 3.7 | 0 | 0 | | | 0.1 | 0.1 |
| Bel-Ray Company | Farmingdale, NJ | R. R. Terrill | | 0.4 | 0.4 | 0 | 0 | | | 0.4 | 0.3 |
| Berco Industries | Westbury, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 1.2 | 0.9 |
| Borden Chemical | Middlesex, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | 1.1 | 0.8 | 8.4 | 6.2 |
| Briarwood Corporated | Starkville, Miss. | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| M. A. Bruder & Sons | Philadelphia, PA | R. R. Terrill | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Carborundum Company | Niagara Falls | D. A. Watts | C&A | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Ceilcote | Berea, Ohio | E. F. Krainer | TRC | --- | --- | 0 | 0 | | | 1.2 | 1.0 |
| Cementex Company | New York, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Chemical Processors | St. Petersburg | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Coast Pro Seal | Phoenixville, PA | E. C. Seltzer | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Columbia Paint | Huntington, W. Va. | J. Cantebury | | 0 | 0 | 0 | 0 | 6.0 | 3.9 | 14.6 | 10.2 |
| Columbus Glove | Columbus, Ohio | C. A. Bergeson | C&A | 0.4 | 0.3 | 0 | 0 | | | 0.3 | 0.3 |
| Concept Plastics | High Point, NC | H. B. Rhodes | | 0.4 | 0.3 | 0 | 0 | | | 1.1 | 0.8 |
| Diamond Paint Coppany | Houston, TX | R. F. Kulbitskas | C&A | 0.1 | --- | 0 | 0 | | | 0.1 | 0.1 |
| Dupont | Wilmington, Del. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Eastern Airlines | Miami, Fla. | H. B. RHodes | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| Eastman Kodak | Rochester, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Ensig Manufacturing | Newark, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Fibercast Company | Sand Springs, OK | W. R. Neely | TRC | 1.8 | 1.2 | 2 | 2 | | | 2.1 | 1.6 |
| Fritz Chemical | Mesquite, TX | G. L. Dickson | | 0.4 | 0.5 | 0 | 0 | | | 0.3 | 0.3 |
| General Electric | Waterford, NY | B. L. Inalls | | 0.1 | 0.1 | 0 | 0 | | | 5.1 | 4.0 |
| Genesco Chemical | Nashville, TN | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| Ga. Pacific c/o R. A. Coco | Lufkin, TX | G. L. Dickson | | 0.7 | 0.6 | 0 | 0 | | | 1.1 | 0.8 |
| Glidden | Atlanta, GA | J. W. Ross | | 0 | 0 | 0 | 0 | | | 0.4 | 0.4 |
| Glidden | Carrollton, TX | R. K. Redford | C&A | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Glidden | Cleveland, Ohio | G. G. Blankfard | C&A | 2.2 | 1.8 | 5 | 4 | 0.5 | 0.4 | 1.8 | 1.4 |
| Glidden | Huron, Ohio | G. G. Blankfard | C&A | 0 | 0 | 0 | 0 | | | 2.6 | 2.0 |
| Guard Coatings | Kearny, NJ | F. V. Squillaro | C&A | 0.8 | 0.8 | 0 | 0 | | | 0.6 | 0.0 |

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DOMESTIC

UNION CARBIDE ASBESTOS Sales Report

Product RG-244

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Hallmark Chemical | Irving, Texas | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.6 | 0.5 |
| Heil Ohio Process | Houston, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.4 | 0.3 |
| Hooker Industries | Niagara Falls, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 7.9 | 5.8 |
| Hysol Div. - Dextor | Olean, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.7 | 0.6 |
| I. W. Industries | Houston, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Inmont Corporation | Morganton, NC | R. J. Quinn | C&A | 0 | 0 | 0 | 0 | | | 0.3 | 0.2 |
| Isochem | Lincoln, LI | B. L. Ingalls | | 0.7 | 0.6 | 0 | 0 | | | 0.4 | 0.3 |
| Jones Chemical Co. | Dallas, TX | E. C. Verde | | 0.3 | 0.3 | 0 | 0 | 0.1 | 0.1 | 0.3 | 0.3 |
| Kalman Floors | Roanoke, Va. | E. C. Seltzer | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Kalman Floors | Wallace, NC | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Karnak Chemical | Clark, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Keystone Div.-Penwalt | Philadelphia | R. R. Terrill | C&A | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.7 | 0.5 |
| Koppers Co., Inc. | Petrolia, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 2.1 | 1.5 |
| Krystal Kraft | Palmetto, Fla. | H. B. Rhodes | | 0.4 | 0.2 | 0 | 0 | | | 1.8 | 1.2 |
| D. S. Lahmers | Dover, Ohio | D. M. Reilly | C&A | 3.5 | 2.7 | 4 | 3 | 0.7 | 0.5 | 4.2 | 3.3 |
| Lane Marine Technology | Brooklyn, NY | B. P. Appleget | C&A | 0.1 | 0.1 | 0 | 0 | | | 0.1 | 0.1 |
| Levingston Armadillo | Owentown, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Lunn Laminates | Wyandanch, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Marco | Bartow, Fla. | A. G. Butler | C&A | 0 | 0 | 30 | 21 | 6.0 | 3.8 | 35.7 | 23.0 |
| Marco | Linden, NJ | B. L. Heimlicher | C&A | 4.3 | 3.1 | 15 | 10 | 0.7 | 0.6 | 7.0 | 5.1 |
| Matcote Company | Houston, TX | R. F. Kulbitskas | C&A | 2.0 | 1.7 | 3 | 2 | | | 3.1 | 2.4 |
| McCreary Ind. Products | Indiana, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Menzie Tile Co. | Baton Rouge, LA | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Mohawk Labs | Irving, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| Monsey Products | Kimberton, PA | R. R. Terrill | C&A | 2.5 | 2.1 | 0 | 0 | | | 0.9 | 0.7 |
| J. W. Mortell | Perth Amboy, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | 2.1 | 1.3 | 2.1 | 1.3 |
| Napko | Houston, TX | R. Kulbitskas | | 0 | 0 | 0 | 0 | 0.2 | --- | 0.2 | --- |
| National Starch & Chem. | Bloomfield, NJ | M. Kovach | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| North Am. Rockwell | Ashtabula, Ohio | E. F. Krainer | TRC | 5.6 | 4.3 | 0 | 0 | | | 4.2 | 3.3 |
| North Am. Rockwell | Tulsa, OK | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.2 | 0.2 |
| Novaguard | Trenton, NJ | E. C. Seltzer | | 0.1 | 0.1 | 0 | 0 | | | 0.1 | --- |
| Opotow Mfg. Division | Brooklyn, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.9 | 0.8 |
| Owens Corning | Anderson, SC | R. J. Quinn | C&A | 6.6 | 5.1 | 10 | 8 | 2.1 | 1.5 | 38.2 | 27.3 |
| Pierce & Stevens | Buffalo, NY | D. A. Watts | C&A | 2.2 | 1.6 | 3 | 3 | | | 4.1 | 3.2 |
| PPG Industries | Bloomfield, NJ | M. Kovach | C&A | 1.1 | 0.9 | 0 | 0 | | | 0.5 | 0.4 |
| PPG Industries | Springdale, PA | J. W. Ross | C&A | 0.1 | --- | 0 | 0 | | | 0.4 | 0.4 |

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UNION CARBIDE ASBESTOS Sales Report

DOMESTIC

Product RG-244

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Pigment Dispersions | Edison, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | 0.2 | 0.2 | 0.2 | 0.2 |
| Polyfibre Associates | Bound Brook, NJ | R. R. Terrill | C&A | 1.2 | 1.0 | 0 | 0 | | | 0.8 | 0.7 |
| Products Research | Gloucester, NJ | E. C. Seltzer | C&A | 3.7 | 2.8 | 5 | 4 | | | 2.6 | 2.1 |
| Profected Fibers | Charlotte, NC | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Ramco ✓ | Tulsa, OK | H. E. Miller | C&A | 0 | 0 | 0 | 0 | – | | ~~0.1~~ | 0.1 |
| Reichhold | Elizabeth, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 1.7 | 1.3 |
| Reichhold | Jacksonville | A. G. Butler | TRC | 0.5 | 0.3 | 0 | 0 | | | 2.6 | 1.9 |
| Royston Labs Inc. | Pittsburgh, PA | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| J. T. Ryerson & Sons | Houston, TX | G. L. Dickson | | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 3.5 | 2.7 |
| Sherwin Williams | Cleveland, Ohio | W. Cribbin | C&A | 1.4 | 1.1 | 0 | 0 | | | 2.0 | 1.6 |
| Signet Corporation | High Point, NC | R. J. Quinn | C&A | 2.1 | 1.6 | 2 | 2 | | | 1.1 | 0.8 |
| Sonneborn Bldg. Products | Belleville, NJ | S. Foster | C&A | 0 | 0 | 0 | 0 | | | 0.5 | 0.4 |
| Southwest Terrazzo | Wheatland, OK | H. E. Miller | C&A | 0 | 0 | 0 | 0 | | | 2.9 | 2.2 |
| Std. Paint & Varnish | Harvey, LA | W. E. Rixon | C&A | 2.3 | 1.8 | 3 | 2 | 2.1 | 1.5 | 15.2 | 11.3 |
| Stebbins Eng. Company | Watertown, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 1.8 | 1.4 |
| Tero Inc. | New York, NY | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Tremco Mfg. Company | Cleveland, Ohio | W. J. Cribbin | C&A | 1.0 | 0.8 | 0 | 0 | | | 53.1 | 36.3 |
| U. S. Polymeric | Stamford, Conn. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.4 | 0.3 |
| Unifilm Corporation | Somerville, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.3 | 0.2 |
| Whittaker Corporation | Lenoir, NC | R. J. Quinn | C&A | 11.9 | 7.7 | 20 | 16 | | | 29.8 | 19.2 |
| Xerox Corporation | Webster, NY | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Seal Rite Paint | Brooklyn, NY | B. L. Ingalls | | 0.4 | 0.3 | 0 | 0 | | | 0.4 | 0.3 |
| | | | | | | | | 35.9 | 24.2 | 334.7 | 237.8 |

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Calidria Asbestos Sales Report

DOMESTIC

Product CG-135-P

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Major Paint & Varnish | Torrance,CA | R. E. Byrne | | 2.0 | 0.2 | 700 | 56 | | | 50.0 | 9.9 |
| | | | | | | | | | | 50.0 | 9.9 |

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Calidria asbestos Sales Report

MISCELLANEOUS

Through December, 1971

| SALESMAN | CUSTOMER NAME | CUSTOMER LOCATION | PRODUCT | TOTAL 1970 M# | TOTAL 1970 M$ | 1971 PLAN M# | 1971 PLAN M$ | HIS MONTH M# | HIS MONTH M$ | YEAR TO DAT M# | YEAR TO DAT M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|
| BLI | UCC - C&P | Bound Brook, NJ | RG-101 | 0 | 0 | 0 | 0 | | | 5.1 | 0.5 |
| BLI | UCC | Marietta, Ohio | RG-101 | 0 | 0 | 0 | 0 | | | 6.0 | 0.6 |
| REB | Asphalt Maintenance | Santa Maria, CA | SG-144 | 0 | 0 | 0 | 0 | | | 6.0 | 0.2 |
| TPN | Michael Walter Ind. | Valier, Ill. | SG-144 | 2.0 | 0.1 | 0 | 0 | 3.2 | 0.2 | 3.2 | 0.2 |
| GLD | Bel-Ray Company | Farmingdale, NJ | RG-444 | 0 | 0 | 0 | 0 | | | 0.2 | 0.1 |
| | | | | | | | | 3.2 | 0.2 | 20.5 | 1. |

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CALIDRIA ASBESTOS Sales Report

NON U.S.

Through December, 1971

| COUNTRY | CUSTOMER NAME | CUSTOMER LOCATION | PRODUCT | TOTAL 1970 M# | TOTAL 1970 M$ | 1971 PLAN M# | 1971 PLAN M$ | THIS MONTH M# | THIS MONTH M$ | YEAR TO DATE M# | YEAR TO DATE M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Argentina | | | RG-244 | 8.4 | 5.9 | 8 | 6 | | | 1.8 | 1. |
| Australia | | | HPP | 72.0 | 3.0 | 50 | 3 | | | 80.0 | 5. |
| Australia | | | RG-144 | 7.3 | 0.8 | 6 | 1 | | | 4.9 | 1. |
| Australia | | | RG-244 | 1.1 | 0.7 | 3 | 2 | 0.8 | 0.6 | 3.9 | 2. |
| Canada | Canadian Buttons | LaSalle, Quebec | RG-244 | 2.0 | 1.5 | 0 | 0 | | | 1.1 | 0. |
| | Epoxy Surfaces | Toronto, Ontario | RG-144 | 0 | 0 | 0 | 0 | | | 0.7 | 0. |
| | Flintkote | Toronto, Ontario | RG-244 | 1.8 | 0.6 | 0 | 0 | | | 4.9 | 3. |
| | J. Ford | Port Neuf, Quebec | HPP | 180.0 | 12.9 | 0 | 0 | | | 145.0 | 9. |
| | H. B. Fuller | Boucherville | RG-144 | 0.6 | 0.2 | 0 | 0 | | | 0.5 | 0. |
| | H&C | Vancouver, B.C. | RG-244 | 0.1 | 0.1 | 0 | 0 | | | 0.7 | 0. |
| | H&C | Islington, Ontario | RG-144 | 0 | 0 | 0 | 0 | | | 22.4 | 2. |
| | H&C | Islington, Ontario | RG-244 | 0 | 0 | 0 | 0 | | | 14.0 | 7. |
| | H&C | Islington, Ontario | HPO | 0 | 0 | 0 | 0 | | | 12.8 | 0. |
| | Howard & Sons | Cornwall, Ontario | RG-244 | 0.1 | --- | 0 | 0 | | | 0.2 | 0. |
| | LePages Ltd. | Toronto, Ontario | RG-144 | 1.6 | 0.4 | 0 | 0 | | | 1.3 | 0. |
| | PRC Chemical Corp. | Weston, Ontario | RG-244 | 1.6 | 1.1 | 0 | 0 | | | 1.2 | 0. |
| | Steinhall Ltd. | Rexdale, Ontario | RG-244 | 0 | 0 | 0 | 0 | | | 0.3 | 0. |
| | Tremco | Toronto, Ontario | RG-244 | 1.1 | 0.8 | 0 | 0 | | | 1.1 | 0. |
| | Tremco | Toronto, Ontario | HPO | 52.8 | 4.6 | 0 | 0 | | | 6.4 | 0. |
| | VWR | Vancouver, B.C. | RG-244 | 0 | 0 | 0 | 0 | | | --- | -- |
| Chile | | | RG-144 | 0 | 0 | 0 | 0 | | | 1.4 | 0. |
| Colombia | | | HPP | 204.0 | 10.6 | 250 | 15 | | | 66.0 | 3. |
| Japan | Tomoe | | HPO | 499.2 | 27.0 | 300 | 16 | 36.8 | 2.1 | 72.2 | 4. |
| | Tomoe | | HPP | 2779.0 | 137.9 | 2950 | 160 | 220.0 | 63.3 | 5156.0 | 259. |
| | Tomoe | | T-135-C | 110.4 | 12.9 | 0 | 0 | | | 317.6 | 37. |
| | Tomoe | | T-135-P | 38.0 | 4.4 | 0 | 0 | 114.0 | 14.0 | 416.8 | 49. |
| | Tomoe | | RG-144 | 106.4 | 10.1 | 132 | 12 | 57.4 | 6.7 | 119.0 | 13. |
| | Tomoe | | RG-244 | 21.7 | 11.7 | 56 | 36 | 46.0 | 26.8 | 71.0 | 41. |
| Korea | | | T-135-C | 0 | 0 | 0 | 0 | | | 22.0 | 4. |
| Korea | | | HPP | 20.0 | 1.3 | 0 | 0 | | | 44.0 | 4. |
| Korea | | | SG-100 | 0 | 0 | 900 | 18 | | | 117.0 | 2. |
| Mexico | | | RG-244 | 0 | 0 | 0 | 0 | | | 0.7 | 0. |
| Mexico | | | RG-144 | 0 | 0 | 0 | 0 | | | 0.7 | 0. |
| Mexico | | | T-135-C | 44.0 | 5.1 | 0 | 0 | | | 88.0 | 12. |
| Taiwan | | | HPP | 2.2 | 0.1 | 0 | 0 | | | 6.6 | 0. |
| Thailand | | | T-135-C | 0 | 0 | 0 | 0 | 33.6 | 4.6 | 33.6 | 4. |

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UNION CARBIDE ASBESTOS Sales Report

NON U.S.

Through December, 1971

| COUNTRY | CUSTOMER NAME | CUSTOMER LOCATION | PRODUCT | TOTAL 1970 M# | TOTAL 1970 M$ | 1971 PLAN M# | 1971 PLAN M$ | THIS MONTH M# | THIS MONTH M$ | YEAR TO DATE M# | YEAR TO DATE M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|
| UCBEL | | | HPP | 200.0 | 20.0 | 450 | 25 | | | 277.8 | 14.9 |
| UCBEL | | | RG-110 | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| UCBEL | | | RG-144 | 0 | 0 | 0 | 0 | | | 23.9 | 2.9 |
| UCBEL | | | RG-244 | 0 | 0 | 0 | 0 | | | 20.7 | 10.2 |
| W. Germany | DeGussa | | A-14 | 65.9 | 13.7 | 120 | 24 | | | 99.0 | 19.7 |
| W. Germany | DeGussa | | A-28 | 47.2 | 20.4 | 300 | 120 | | | 131.8 | 61.3 |
| Japan | | | CG-135-0 | 0 | 0 | 0 | 0 | | | 4.0 | 0.9 |
| South Africa | | | RG-244 | 0 | 0 | 0 | 0 | | | 0.1 | 0.1 |
| Israel | | | RG-244 | 0 | 0 | 0 | 0 | | | --- | --- |
| | | | | 1507.8 | 117.5 | 7393.3 | 586.4 | | | | |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product Floor Tile

Through December, 1971

Region J. L. Myers

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| American Biltrite | La Mirada | SG-100 (McCoy) | | 1192 | 29.7 | | | 120.0 | 3.0 | 1520.0 | 38.0 |
| American Biltrite | La Mirada | SG-102 (McCoy) | | 130 | 3.3 | 1200 | 30 | | | 210.0 | 5.3 |
| American Biltrite | Trenton, NJ | SG-101 (DeLuca) | | 2120 | 55.1 | 2400 | 60 | | | 2548.6 | 65.8 |
| GAF | Houston, TX | SG-100 (Wiley) | | 520 | 11.8 | 0 | 0 | | | 2760.0 | 62.1 |
| GAF | Joliet, Ill. | SG-100 | | 0 | 0 | 0 | 0 | | | 240.0 | 5.4 |
| GAF | Long Beach, CA | SG-100 (McCoy) | | 0 | 0 | 0 | 0 | 800.0 | 18.0 | 3980.0 | 89.6 |
| Kentile | Chicago, Ill. | SG-102 (Henry) | | 5560 | 139.2 | 5350 | 134 | 780.0 | 17.9 | 1160.0 | 98.3 |
| Kentile | Torrance, CA | SG-102 (McCoy) | | 1190 | 27.3 | 650 | 16 | 130.0 | 3.0 | 1040.0 | 24.0 |
| Uvalde | Houston, TX | SG-100 (Wiley) | | 2280 | 57.0 | 2400 | 60 | | | 3360.0 | 84.0 |
| | | | | | | | | 1830.0 | 41.9 | 19818.6 | 472. |

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California Asbestos Sales Report

DOMESTIC

Product SG-100

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Mobil Oil Company | San Ardo, CA | R. E. Byrne | | 2.0 | 0.1 | 0 | 0 | | | 24.0 | 0.6 |
| Western Chemical | Los Angeles, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 2.0 | 0.1 |
| | | | | | | | | | | 26.0 | 0.7 |

Calidria ASBESTOS Sales Report

DOMESTIC

Product SG-130

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Western Chemical | Los Angeles | R. E. Byrne | | 356.0 | 11.2 | 240 | 8 | 42.0 | 1.3 | 228.0 | 7.2 |
| | | | | | | | | 42.0 | 1.3 | 228.0 | 7.2 |

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Caldria ASBESTOS Sales Report

DOMESTIC

Product SG-130

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| UCC | Carteret, NJ | B. L. Ingalls | | 2.0 | 0.8 | 0 | 0 | | | 1.6 | 0.1 |
| United Packaging | Sarasota, Fla. | T. R. Holliger | C&A | 0 | 0 | 0 | 0 | | | 10.0 | 0.7 |
| | | | | | | | | | | 11.6 | 0.8 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product SG-210

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Beadex Mfg. Company | Kent, Washington | J. L. Lockett | C&A | 0 | 0 | 0 | 0 | | | 3.2 | 0.2 |
| Cambridge Tile Company | Cincinnati, Ohio | R. J. Spath | | 0 | 0 | 0 | 0 | | | 2.1 | 0.2 |
| Custom Coating | Oakland, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | 6.3 | 0.3 | 12.6 | 0.6 |
| Georgia Pacific | Chicago, Ill. | A. J. Lyon | C&A | 20.2 | 1.3 | 50 | 3 | | | 84.0 | 5.6 |
| Intercoastal Corporation | Union City, CA | W. C. McCoy | C&A | 111.3 | 4.9 | 258 | 11 | 21.0 | 0.9 | 126.0 | 5.7 |
| Kaiser Gypsum | Antioch, CA | J. Kuscma | C&A | 10.5 | 0.5 | 0 | 0 | 10.5 | 0.5 | 63.0 | 3.1 |
| Kaiser Gypsum | Santa Ana, CA | C. E. Metten | C&A | 4.2 | 0.2 | 12 | 1 | | | 47.3 | 2.2 |
| Kaiser Gypsum | Seattle, Wash. | J. L. Lockett | C&A | 0 | 0 | 0 | 0 | | | 10.5 | 0.5 |
| M&B Products | Fremont, CA | J. Kuscma | C&A | 0 | 0 | 0 | 0 | | | 31.5 | 1.6 |
| National Gypsum | Long Beach, CA | C. E. Metten | C&A | 109.2 | 4.8 | 100 | 5 | | | 176.4 | 8.0 |
| National Gypsum | Matteson, Ill. | A. J. Lyon | C&A | 373.5 | 17.1 | 460 | 21 | 54.6 | 2.5 | 561.5 | 25.3 |
| Norris Paint & Varnish | Salem, Oregon | J. L. Lockett | C&A | 1.1 | 0.1 | 0 | 0 | | | 9.5 | 0.5 |
| Paco Textures | San Carlos, CA | R. J. Spath | C&A | 0 | 0 | 0 | 0 | | | 118.7 | 5.6 |
| Rich Tex | Richmond, CA | R. J. Spath | C&A | 16.8 | 0.8 | 0 | 0 | 10.5 | 0.5 | 96.6 | 4.8 |
| Ryerson Concrete | El Centro, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | 0.2 | --- | 0.2 | --- |
| U.S. Gypsum | South Gate, CA | C. E. Metten | C&A | 813.8 | 33.4 | 880 | 40 | 115.5 | 5.2 | 1045.8 | 47.2 |
| | | | | | | | | 218.6 | 9.9 | 2388.9 | 111 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product SG-210

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| ALC Inc. | Chattanooga, Tenn. | H. B. Rhodes | | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Chemrex Specialty Coatings | El Paso, TX | E. C. Verde | | 0 | 0 | 0 | 0 | | | 1.6 | 0.1 |
| Georgia Pacific | Acme, TX | R. K. Redford | C&A | 0 | 0 | 0 | 0 | 10.5 | 0.8 | 23.1 | 1.7 |
| Georgia Pacific | Akron, NY | D. A. Watts | C&A | 78.8 | 3.5 | 400 | 17 | 54.6 | 2.5 | 273.0 | 12.2 |
| A. L. Hendry | Tampa, Fla. | T. R. Holliger | C&A | 0 | 0 | 0 | 0 | | | 1.1 | 0.1 |
| Kaiser Gypsum | Delanco, NJ | R. R. Terrill | C&A | 0 | 0 | 0 | 0 | | | 2.1 | 0.2 |
| Medallion Paint & Color | W. Palm Beach, Fla. | T. R. Holliger | C&A | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Monsey Products | Kimberton, PA | R. R. Terrill | C&A | 0 | 0 | 0 | 0 | | | 15.8 | 1.1 |
| National Gypsum | Baltimore, MD | R. R. Terrill | C&A | 0 | 0 | 0 | 0 | | | 170.1 | 7.8 |
| National Gypsum | Westvego, LA | W. E. Rixon | C&A | 122.9 | 7.9 | 120 | 8 | | | 151.2 | 7.5 |
| Premix Marbletite | Orlando, Fla. | T. R. Holliger | C&A | 0 | 0 | 0 | 0 | | | 2.1 | 0.1 |
| Southland Paint | Raritan, NJ | E. C. Seltzer | C&A | 0 | 0 | 0 | 0 | | | 2.1 | 0.1 |
| UCC | S. Charleston | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Vimasco Corporation | Nitro, W. Va. | B. L. Ingalls | | 0.1 | --- | 0 | 0 | | | 23.1 | 1.6 |
| | | | | | | | | 65.1 | 3.3 | 665.9 | 32.5 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product HPP

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| American Can | Ashland, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 6.0 | 0.6 |
| Boise Cascade | International Falls | T. P. Norris | | 3600 | 198 | 2800 | 165 | | | 2640.0 | 158.4 |
| Conwed | Cloquet, Minn. | T. P. Norris | | 2240 | 113.2 | 2545 | 136 | | | 1440.0 | 77.3 |
| Fox River Paper Co. | Appleton, Wisc. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 2.0 | 0.2 |
| Kimberly Clark | Munising, Mich. | T. P. Norris | | 150 | 11.4 | 240 | 18 | | | 40.0 | 3.0 |
| Prairie State Paper | Joliet, Ill. | T. P. Norris | | 596 | 31.3 | 720 | 40 | | | 582.0 | 35.3 |
| St. Regis Paper | Rhinelander, Wisc. | T. P. Norris | | 120 | 6.6 | 360 | 22 | | | 80.0 | 7.2 |
| Watervliet Paper Co. | Watervliet, Mich. | J. J. Hufnagle | C&A | 6.0 | 0.5 | 24 | 3 | | | 2.0 | 0.2 |
| | | | | | | | | | | 1792.0 | 282 |

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Calidria Asbestos Sales Report

DOMESTIC

Product HPP

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Hollingsworth & Vose | Greenwich, NY | G. L. Dickson | | 4.0 | 0.4 | 0 | 0 | | | 2.0 | 0.2 |
| J. P. Lewis | Beaver Falls, NY | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 2.0 | 0.2 |
| St. Regis Paper Company | York, PA | G. L. Dickson | | 4.0 | 0.3 | 0 | 0 | | | 2.5 | 0.3 |
| Strathmore Paper Company | W. Springfield, Mo. | B. L. Ingalls | | 4.0 | 0.3 | 0 | 0 | | | 1.0 | 0.1 |
| UCC-Sterling Forest | Tuxedo, NY | B. L. Ingalls | | 20.0 | 1.6 | 16 | 1 | | | 16.0 | 1.7 |
| UCC | Bound Brook, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 6.0 | 0.6 |
| | | | | | | | | | | 29.5 | 3.1 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product HPO

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Boise Cascade | St. Helens, Oregon | R. E. Byrne | | 312.0 | 18.7 | 180 | 9 | | | 265.6 | 17.2 |
| Whittaker Corporation | W. Alexandria, O. | T. P. Norris | | 0 | 0 | 0 | 0 | | | 0.4 | --- |
| | | | | | | | | | | 266.0 | 17.2 |

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DOMESTIC

Calidria ASBESTOS Sales Report

Product HPO

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Bel-Ray Company | Farmingdale, NJ | R. R. Terrill | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Hollingsworth & Vose | W. Groton, Mass. | B. L. Ingalls | | 1.0 | 0.1 | 0 | 0 | | | 1.0 | 0.1 |
| Hurlbut-Schoeller | Pulaski, NY | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 1.6 | 0.2 |
| Packaging Corp. of Am. | Rittman, Ohio | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 1.6 | 0.2 |
| Tremco Mfg. Company | Cleveland, Ohio | W. J. Cribbin | C&A | 29.6 | 2.5 | 8 | 1 | 4.8 | 0.5 | 40.8 | 4.3 |
| Wood Flong | Hoosick Falls, NY | G. L. Dickson | | 4.0 | 0.3 | 8 | 1 | | | 9.6 | 1.1 |
| | | | | | | | | 4.8 | 0.5 | 85.1 | 8.8 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product T-135-P

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Fox River Paper Co. | Appleton, Wisc. | T. P. Norris | | 1.0 | 0.2 | 0 | 0 | | | 3.0 | 0.6 |
| Sorg Paper Company | Middletown, Ohio | T. P. Norris | | 150.0 | 20.3 | 180 | 23 | | | 67.0 | 9.0 |
| | | | | | | | | | | 70.0 | 9.( |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product T-135-P

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Weyerhaeuser | Plymouth, NC | H. B. Rhodes | | | | | | | | -6.0 | -0.8 |
| | | | | | | | | | | -6.0 | -0.8 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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Calidria ASBESTOS Sales Report

DOMESTIC

Product T-135-0

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Beveridge Paper | Indianapolis, Ind. | T. P. Norris | | 61.3 | 8.8 | 130 | 18 | | | 80.5 | 12.5 |
| Marina Fibercraft | Seal Beach, CA | R. E. Byrne | | 0 | 0 | 0 | 0 | | | 0.4 | 0.1 |
| U. S. Gypsum Company | Chicago, Ill. | T. P. Norris | | 0 | 0 | 0 | 0 | 4.8 | 1.0 | 16.0 | 3.4 |
| U. S. Gypsum Company | Gypsum, Ohio | G. G. Blankfarc | C&A | 0 | 0 | 0 | 0 | | | 6.4 | 1.4 |
| U. S. Gypsum Company | South Gate, CA | C. E. Metten | C&A | 91.2 | 11.7 | 90 | 12 | 6.4 | 0.9 | 86.6 | 12.2 |
| | | | | | | | | 11.2 | 1.9 | 189.9 | 29.6 |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product T-135-0

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DATE | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Mead Corporation | South Lee, Mass. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.8 | 0.2 |
| Schoeller Tech. Papers | Pulaski, NY | G. L. Dickson | | 0 | 0 | 0 | 0 | | | 8.0 | 1.6 |
| U. S. Gypsum Company | Chamblee, GA | J. W. Ross | C&A | 8.0 | 1.4 | 30 | 4 | 8.0 | 1.6 | 62.4 | 13.1 |
| U. S. Gypsum Company | Dallas, TX | R. K. Redford | C&A | 41.6 | 6.8 | 40 | 6 | | | 66.4 | 13.7 |
| U. S. Gypsum Company | Staten Island, NY | B. L. Ingalls | | 4.2 | 0.7 | 0 | 0 | 6.4 | 1.4 | 16.8 | 3.7 |
| | | | | | | | | 14.4 | 3.0 | 154.4 | 32. |

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Calidria ASBESTOS Sales Report

DOMESTIC

Product RG-110

Through December, 1971

Region R. E. Byrne

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DAT | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Daubert Chemical Comapny | For Export | T. P. Norris | | 32.0 | 1.9 | 360 | 22 | 32.0 | 1.9 | 253.3 | 15.2 |
| Daubert Chemical Company | Chicago, Ill. | T. P. Norris | | 109.2 | 6.3 | 0 | 0 | | | 125.0 | 7.6 |
| Midwest Ind. Chem. | St. Louis, MO | T. P. Norris | | 0 | 0 | 0 | 0 | | | 1.1 | 0.1 |
| J. W. Mortell | Kankakee, Ill. | T. P. Norris | | 18.9 | 1.2 | 0 | 0 | | | 157.5 | 9.1 |
| | | | | | | | | 32.0 | 1.9 | 536.9 | 32. |

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Calidria Asbestos Sales Report

DOMESTIC

Product RG-110

Through December, 1971

Region H. B. Rhodes

| CUSTOMER | | SALESMAN | | TOTAL 1970 | | 1971 PLAN | | THIS MONTH | | YEAR TO DA | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| NAME | LOCATION | NAME | GRP | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Advance Coatings | Westminster, Mass. | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 0.1 | --- |
| Columbia Paint | Huntington, W. VA | B. L. Ingalls | | 0 | 0 | 0 | 0 | 5.3 | 0.6 | 5.3 | 0.6 |
| Daubert Chemical | Philadelphia | E. C. Seltzer | C&A | 819.0 | 47.1 | 0 | 0 | | | 134.2 | 7.3 |
| Glastic Corporation | S. Euclid, Ohio | B. L. Ingalls | | 0 | 0 | 0 | 0 | | | 1.1 | 0.1 |
| Intercoastal Corporation | Baltimore, MD | E. C. Seltzer | C&A | 0 | 0 | 0 | 0 | | | 10.5 | 1.3 |
| J. W. Mortell | Perth Amboy, NJ | G. L. Dickson | | 0 | 0 | 0 | 0 | 42.0 | 2.4 | 67.2 | 3.9 |
| Southern Imperial | New Orleans, LA | W. E. Rixon | C&A | 0 | 0 | 0 | 0 | | | 0.2 | --- |
| Texas Refinery Company | Ft. Worth, TX | R. K. Redford | C&A | 0 | 0 | 50 | 3 | | | 62.0 | 4.2 |
| UCC | Bound Brook, NJ | B. L. Ingalls | | 0 | 0 | 0 | 0 | 0.5 | 0.1 | 0.5 | 0.1 |
| | | | | | | | | 47.8 | 3.1 | 281.1 | 17.' |

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Carbide Processing Sales Report EXPORT

WCT

Through December 1972

| | Country | Product | Total 1971 M# | Total 1971 M$ | 1972 Plan M# | 1972 Plan M$ | November M# | November M$ | December M# | December M$ | Year To Date M# | Year To Date M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UCI | Argentina | RG-144 | 0 | 0 | 8 | 2 | 0 | 0 | 0 | 0 | 9.8 | 1.6 |
| | | RG-244 | 1.8 | 1.3 | 0 | 0 | 0 | 0 | 0 | 0 | 15.8 | 11.1 |
| UCI | Australia | RG-144 | 4.9 | 1.0 | 8 | 2 | 2.1 | 0.2 | 0 | 0 | 4.9 | 0.7 |
| | | RG-244 | 3.9 | 2.8 | 0 | 0 | 0 | 0 | 4.2 | 2.6 | 16.8 | 10.8 |
| UCI | Belgium | HPP | 277.8 | 14.9 | 0 | 0 | 0 | 0 | 12.0 | 0.7 | 96.0 | 4.1 |
| UCI | Brazil | RG-144 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11.2 | 1.4 |
| | | RG-244 | 0 | 0 | 0 | 0 | 4.6 | 2.7 | 0 | 0 | 7.2 | 4.6 |
| H&C | Canada | HPP | 0 | 0 | 200 | 12 | 0 | 0 | 0 | 0 | 210.0 | 14.6 |
| | | HPO | 12.8 | 0.7 | 0 | 0 | 9.6 | 0.8 | 16.0 | 1.3 | 64.0 | 5.2 |
| | | RG-110 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.1 |
| | | RG-144 | 0 | 0 | 46 | 5 | 5.6 | 0.8 | 0 | 0 | 21.0 | 2.8 |
| | | RG-244 | 14.0 | 7.6 | 20 | 10 | 2.5 | 1.5 | 2.5 | 1.5 | 36.4 | 21.9 |
| UCI | Jamaica | SG-210 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | --- |
| Tomoe | Japan | SG-100 ✓ | 0 | 0 | 4400 | 88 | 22.0 | 0.5 | 0 | 0 | 22.0 | 0.5 |
| | | HPP | 5156.0 | 259.0 | 6000 | 266 | 342.0 | 17.8 | 566.0 | 29.4 | 3416.0 | 177.6 |
| | | HPC | 72.2 | 4.0 | 132 | 7 | 18.4 | 1.1 | 36.8 | 2.2 | 239.2 | 14.2 |
| | | T-135-P | 416.8 | 49.8 | 1212 | 144 | 0 | 0 | 152.0 | 18.7 | 601.4 | 73.9 |
| | | RG-144 | 119.0 | 13.1 | 108 | 13 | 16.1 | 1.9 | 0 | 0 | 128.8 | 15.3 |
| | | RG-244 | 71.0 | 41.0 | 20 | 10 | 0 | 0 | 18.4 | 11.1 | 69.0 | 41.2 |
| UCI | Mexico | T-135-0 | 88.0 | 12.0 | 44 | 6 | 22.4 | 3.4 | 0 | 0 | 85.6 | 12.3 |
| | | RG-144 | 0.7 | 0.2 | 0 | 0 | 0 | 0 | 1.4 | 0.3 | 18.2 | 4.0 |
| | | RG-244 | 0.7 | 0.5 | 0 | 0 | 0 | 0 | 1.4 | 1.1 | 4.6 | 3.6 |
| UCI | New Zealand | RG-244 | 0 | 0 | | | | | | | | |
| | New Zealand | RG-244 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| UCI | Singapore | SG-100 ✓ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 220.5 | 7.2 |
| UCI | South Arica | RG-244 | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 7.0 | 4.4 | 7.5 | 4.8 |
| UCI | Taiwan | HPP | 6.6 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 16.6 | 1.5 |

322.7

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Calidria Asbestos Sales Report

EXPORT

Through December 1972

| | Country | Product | Total 1971 M# | Total 1971 M$ | 1972 Plan M# | 1972 Plan M$ | November M# | November M$ | December M# | December M$ | Year To Date M# | Year To Date M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UCI | Taiwan | RG-144 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| | | RG-244 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 1.4 |
| UCI | Thailand | T-135-0 | 33.6 | 4.6 | 0 | 0 | 0 | 0 | 0 | 0 | 219.2 | 31.4 |
| WRG | W. Germany | HPO | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18.4 | 1.6 |
| | | SX-14 | A-14 99.0 | 19.7 | 80 | 12 | 0 | 0 | 0 | 0 | 73.9 | 11.9 |
| | | SX-24 | A-28 131.8 | 61.3 | 60 | 30 | 0 | 0 | 20.1 | 9.3 | 71.1 | 35.8 |
| | | | | | | | 445.3 | 30.7 | 837.8 | 82.6 | 5711.2 | 517.7 |

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Calidria asbestos

NET INCOME FROM SALES VS. BUDGET - 1972

WCT

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | December | | Year | | December | | Year | | December | | Year | | |
| Product | $ | % Budg | $ | % Budg | $ | % Budg | $ | % Budg | $ | % Budg | $ | % Budg | % Of 1971 |
| SG-100 | 15,100 | | 144,700 | | 0 | | 7,621 | | 15,100 | | 152,321 | | |
| SG-101 | 12,000 | | 76,000 | | 0 | | 0 | | 12,000 | | 76,000 | | |
| SG-102 | 37,415 | | 306,048 | | 0 | | 0 | | 37,415 | | 306,048 | | |
| SG-104 | 4,148 | | 4,148 | | 0 | | 0 | | 4,148 | | 4,148 | | |
| Total | 68,633 | 120 | 530,896 | 109 | 0 | --- | 7,621 | 9 | 68,633 | 104 | 538,517 | 93 | 113 |
| SG-130 | 882 | 88 | 10,858 | 64 | 0 | --- | 0 | --- | 882 | 88 | 10,858 | 64 | 136 |
| SG-144 | 0 | --- | 3,022 | + | 0 | --- | 0 | --- | 0 | --- | 3,022 | + | 750 |
| SG-210 | 19,194 | 120 | 249,692 | 155 | 0 | --- | 28 | + | 19,194 | 120 | 249,720 | 155 | 174 |
| HPP | 7,200 | 26 | 154,114 | 41 | 30,164 | 91 | 197,887 | 49 | 37,364 | 61 | 352,001 | 49 | 60 |
| HPO | 1,054 | 35 | 22,838 | 69 | 3,482 | + | 20,957 | 299 | 4,536 | 151 | 43,795 | 109 | 143 |
| HPC | 0 | --- | 257 | + | 0 | --- | 0 | --- | 0 | --- | 257 | + | + |
| T-135-P | 0 | 41 | 11,046 | 108 | 18,680 | 133 | 73,897 | 75 | 18,680 | 103 | 84,943 | 87 | 113 |
| T-135-O | 2,888 | | 78,371 | | 0 | | 43,714 | | 2,888 | | 122,085 | | |
| CG-135-P | 0 | --- | 16,000 | 20 | 0 | --- | 0 | --- | 0 | --- | 16,000 | 20 | 148 |
| RG-101 | 1,200 | 120 | 4,800 | 80 | 0 | --- | 0 | --- | 1,200 | 120 | 4,800 | 80 | 436 |
| RG-110 | 6,111 | 204 | 70,252 | 176 | 0 | --- | 80 | + | 6,111 | 204 | 70,332 | 176 | 136 |
| RG-144 | 10,670 | 71 | 134,083 * | 96 | 308 | 10 | 26,114 | 119 | 10,978 | 61 | 160,197 | 99 | 121 |
| SX-14 | --- | --- | --- | --- | 0 | --- | 11,890 | 99 | 0 | --- | 11,890 | 99 | 60 |
| RG-244 | 34,133 | 44 | 689,068 | 97 | 20,787 | 831 | 99,706 | 498 | 54,920 | 66 | 788,774 | 108 | 160 |
| SX-24 | --- | --- | --- | --- | 9,336 | 373 | 35,800 | 119 | 9,336 | 373 | 35,800 | 119 | 58 |
| RG-444 | 0 | --- | 400 | + | 0 | --- | 0 | --- | 0 | --- | 400 | + | + |
| Visbestos | 5,100 | 170 | 38,541 | 128 | --- | --- | --- | --- | 5,100 | 170 | 38,541 | 128 | 86 |
| S-V | 7,400 | 62 | 94,192 | 65 | --- | --- | --- | --- | 7,400 | 62 | 94,192 | 65 | 77 |
| Ollbestos | 0 | --- | 1,850 | + | --- | --- | --- | --- | 0 | --- | 1,850 | + | 16 |
| TOTAL | 164,465 | 71 | 2110,280 | 91 | 82,757 | 127 | 517,694 | 70 | 247,222 | 83 | 2627,974 | 86 | 111 |
| BUDGET | 233,000 | | 2308,000 | | 65,000 | | 735,000 | | 298,000 | | 3043,000 | | |

+17 * Sale [illegible] Invoice + 15

9495

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Calidria asbestos M# VS. BUDGET - 1972

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | December | | Year | | December | | Year | | December | | Year | |
| Product | M# | Budg | M# | Budg | M# | Budg | M# | Budg | M# | Budg | M# | Budg |
| SG-100 | 604 | | 5,788 | | 0 | --- | 243 | | 604 | | 6,031 | |
| SG-101 | 480 | | 3,040 | | 0 | --- | 0 | | 480 | | 3,040 | |
| SG-102 | 1,573 | | 12,925 | | 0 | --- | 0 | | 1,573 | | 12,925 | |
| SG-104 | 184 | | 184 | | 0 | --- | 0 | | 184 | | 184 | |
| Total | 2,841 | 118 | 21,937 | 105 | 0 | --- | 243 | 6 | 2,841 | 100 | 22,180 | 88 |
| SG-130 | 28 | 93 | 329 | 75 | 0 | --- | 0 | --- | 28 | 93 | 329 | 75 |
| SG-144 | 0 | --- | 59 | + | 0 | --- | 0 | --- | 0 | --- | 59 | + |
| SG-210 | 423 | 122 | 5,325 | 152 | 0 | --- | 1 | + | 423 | 122 | 5,326 | 152 |
| HPP | 120 | 24 | 2,740 | 42 | 578 | 105 | 3,739 | 57 | 698 | 67 | 6,479 | 49 |
| HPO | 11 | 28 | 235 | 52 | 90 | + | 358 | 271 | 101 | 253 | 593 | 102 |
| HPC | 0 | --- | 3 | + | 0 | --- | 0 | --- | 0 | --- | 3 | + |
| T-135-P | 0 | 35 | 78 | 109 | 152 | 131 | 601 | 70 | 152 | 106 | 679 | 81 |
| T-135-O | 14 | | 468 | | 0 | | 305 | | 14 | | 773 | |
| CG-135-P | 0 | --- | 80 | 20 | 0 | --- | 0 | --- | 0 | --- | 80 | 20 |
| RG-101 | 12 | 120 | 48 | 80 | 0 | --- | 0 | --- | 12 | 120 | 48 | 80 |
| RG-110 | 97 | 180 | 1,091 | 160 | 0 | --- | 1 | + | 97 | 180 | 1,092 | 160 |
| RG-144 | 64 | 84 | 731 | 97 | 1 | 5 | 195 | 127 | 65 | 68 | 926 | 102 |
| SX-14 | --- | --- | --- | --- | 0 | --- | 74 | 77 | 0 | --- | 74 | 77 |
| RG-244 | 52 | 43 | 1,056 | 96 | 33 | 660 | 160 | 400 | 85 | 131 | 1,216 | 107 |
| SX-24 | --- | --- | --- | --- | 20 | 400 | 71 | 118 | 20 | 400 | 71 | 118 |
| RG-444 | 0 | --- | 1 | + | 0 | --- | 0 | --- | 0 | --- | 1 | + |
| Visbestos | 170 | 170 | 1,285 | 129 | --- | --- | --- | --- | 170 | 170 | 1,285 | 129 |
| S-V | 185 | 62 | 2,350 | 65 | --- | --- | --- | --- | 185 | 62 | 2,350 | 65 |
| Ollbestos | 0 | --- | 9 | + | --- | --- | --- | --- | 0 | --- | 9 | + |
| TOTAL | 4,017 | 99 | 37,825 | 95 | 874 | 76 | 5,748 | 45 | 4,891 | 94 | 43,573 | 83 |
| BUDGET | 4,054 | | 39,878 | | 1,144 | | 12,782 | | 5,198 | | 52,660 | |

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Calidria asbestos Sales Report

Product: Floor Tile
Region: J. L. Myers



Through December 1972

| Customer Name | Location | Product | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| American Biltrite | La Mirada | SG-100 | 1520.0 | 38.0 | 1600 | 38 | 0 | 0 | 0 | 0 | 480.0 | 12.0 |
| | La Mirada | SG-101 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 40.0 | 1.0 |
| | Trenton | SG-101 | 2548.6 | 65.8 | 2000 | 47 | 120.0 | 3.0 | 480.0 | 12.0 | 3000.0 | 75.0 |
| GAF | Long Beach | SG-102 | 3980.0 | 90.0 | 8000 | 186 | 1000.0 | 24.0 | 922.5 | 22.1 | 5235.0 | 125.6 |
| Kentile | Chicago | SG-102 | 4160.0 | 98.3 | 4000 | 94 | 520.0 | 12.2 | 520.0 | 12.2 | 5850.0 | 137.2 |
| | Torrance | SG-102 | 1040.0 | 24.0 | 12000 | 28 | 0 | 0 | 130.0 | 3.1 | 1840.0 | 43.2 |
| Uvalde | Houston | SG-100 | 3360.0 | 84.0 | 4000 | 94 | 720.0 | 18.0 | 600.0 | 15.0 | 5280.0 | 132.0 |
| | Houston | SG-104 | 0 | 0 | 0 | 0 | 0 | 0 | 184.4 | 4.1 | 184.4 | 4.1 |
| | | | | | | | 2360.0 | 57.2 | 2836.9 | 46.4 | 21909.4 | 530.1 |

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Calidria ASBESTOS Sales Report

Product: SG-100
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Mobil Oil Co. | San Ardo | 24.0 | 0.6 | 0 | 0 | 0 | 0 | 0 | 0 | 24.0 | 0.6 |
| | | | | | | | | | | 24.0 | 0.6 |

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Calidria asbestos

Sales Report

Product: SG-100

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| UCC | Bound Brook | 0 | 0 | 0 | 0 | 0 | 0 | 4.0 | 0.1 | 4.0 | 0.1 |
| | | | | | | | | 4.0 | 0.1 | 4.0 | 0.1 |

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Calidria asbestos Sales Report

Product: SG-130
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Sherwin Williams | Gibbsboro | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.0 | 0.1 |
| Sherwin Williams | Morrow | 0 | 0 | 40 | 2 | 0 | 0 | 0 | 0 | 8.7 | 0.6 |
| Thomas Paint Mfg. | Atlanta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3.2 | 0.2 |
| | | | | | | | | | | 12.9 | 0.9 |

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Calidria ASBESTOS Sales Report

Product: SG-144
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Asphalt Maintenance | Santa Maria | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4.0 | 0.2 |
| Michael Walter | Valier | 3.2 | 0.2 | 0 | 0 | 27.2 | 1.6 | 0 | 0 | 50.7 | 2.7 |
| | | | | | | 27.2 | 1.6 | | | 54.7 | 2.9 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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Calidria asbestos Sales Report

Product: SG-144
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Pamrod Company | McQueeny | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4.0 | 0.2 |
| | | | | | | | | | | 4.0 | 0.2 |

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Calidria asbestos Sales Report

Product: SG-210

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Beadex Mfg. Co. | Kent | 3.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 24.2 | 1.1 |
| Cambridge Tile Mfg. | Cincinnati | 2.1 | 0.2 | 0 | 0 | 1.1 | 0.1 | 0 | 0 | 2.1 | 0.2 |
| Custom Coatings | Oakland | 12.6 | 0.6 | 0 | 0 | 0 | 0 | 0 | 0 | 21.0 | 1.1 |
| Georgia Pacific | Chicago | 84.0 | 5.6 | 100 | 6 | 68.3 | 3.4 | 0 | 0 | 174.0 | 10.8 |
| Georgia Pacific | Tigard | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.8 | --- |
| Intercoastal Corp. | Union City | 126.0 | 5.7 | 150 | 7 | 0 | 0 | 21.0 | 0.9 | 147.0 | 6.6 |
| Kaiser-Gypsum | Antioch | 63.0 | 3.1 | 80 | 4 | 0 | 0 | 0 | 0 | 42.0 | 2.1 |
| Kaiser-Gypsum | Santa Ana | 47.3 | 2.2 | 40 | 2 | 0 | 0 | 0 | 0 | 71.4 | 3.2 |
| Kaiser-Gypsum | Seattle | 10.5 | 0.5 | 20 | 1 | 0 | 0 | 0 | 0 | 12.6 | 0.6 |
| Laine Development | Campbell, CA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.3 | 0.3 |
| M&B Products | Fremont | 31.5 | 1.6 | 20 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mud Corporation | Westminister, CA | 0 | 0 | 0 | 0 | 0 | 0 | 23.1 | 1.0 | 23.1 | 1.0 |
| National Gypsum Co. | Long Beach | 176.4 | 7.9 | 200 | 9 | 0 | 0 | 54.6 | 2.5 | 218.4 | 9.8 |
| National Gypsum Co. | Matteson | 561.5 | 25.3 | 550 | 25 | 54.6 | 2.5 | 54.6 | 2.5 | 655.2 | 29.5 |
| Norris Paint & Var. | Salem | 9.5 | 0.5 | 0 | 0 | 0 | 0 | 0 | 0 | 43.1 | 2.1 |
| Paco Textures | San Carlos | 118.7 | 5.6 | 300 | 16 | 0 | 0 | 21.0 | 0.9 | 174.3 | 7.8 |
| Rich-Tex | Richmond | 96.6 | 4.8 | 80 | 4 | 10.5 | 0.5 | 10.5 | 0.5 | 136.5 | 6.8 |
| US Gypsum | South Gate | 1045.8 | 47.2 | 1000 | 44 | 75.6 | 3.4 | 73.5 | 3.3 | 1127.6 | 50.7 |
| US Plywood | Kalamazoo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.3 | 0.1 |
| Welco Mfg. | N. Kansas City | 0 | 0 | 0 | 0 | 52.5 | 2.4 | 0 | 0 | 158.6 | 7.1 |
| Wenward | Moraine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.2 |
| Wenward | Rochester | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.2 |
| | | | | | | 262.6 | 12.3 | 258.3 | 11.6 | 3043.7 | 143.3 |

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Calidria ASBESTOS Sales Report

Product: SG-210
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Chemrex | E. Paso | 0 | 0 | 0 | 0 | 0.5 | --- | 0 | 0 | 0.5 | --- |
| Clowes Protective | Chattanooga | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4.2 | 0. |
| Dalson Tire Seal | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3.2 | 0. |
| Dyco Chemical | Largo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.6 | --- |
| Florida Rolling Mills | Ft. Lauderdale | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10.5 | 0. |
| Georg a Pacl ic | Akron | 273.0 | 12.2 | 400 | 17 | 0 | 0 | 0 | 0 | 327.6 | 14. |
| Georgia Pacl ic | Marietta | 0 | 0 | 0 | 0 | 109.2 | 4.9 | 54.6 | 2.5 | 420.0 | 19 |
| Georgia Pacific | Quanah | 0 | 0 | 0 | 0 | 54.6 | 2.5 | 0 | 0 | 161.7 | 8. |
| Greene Tweed & Co. | North Wales | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 1. |
| Kaiser-Gypsum | Delanco | 0 | 0 | 0 | 0 | 1.1 | 0.1 | 1.0 | 0.1 | 2.1 | 0. |
| Kaiser-Gypsum | Jacksonville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0. |
| Kelly Moore | Hurst | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 56.7 | 2. |
| L&L Coatings | Riverview | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0. |
| Monarch Paint | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | --- |
| National Gypsum Co. | Baltimore | 170.1 | 7.8 | 180 | 8 | 54.6 | 2.5 | 54.6 | 2.5 | 491.4 | 22. |
| National Gypsum Co. | Westwego | 151.2 | 7.5 | 180 | 8 | 54.6 | 2.5 | 0 | 0 | 218.4 | 9. |
| Oakite Inc. | Metuchen | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | -1.6 | -0. |
| Pearsall Chemical | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | --- |
| Proko Company | Dallas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3.2 | 0. |
| Purity Paint | Brooklyn, | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5.3 | 0.5 |
| Roach Paint | Dallas | 0 | 0 | 0 | 0 | 58.8 | 3.0 | 0 | 0 | 73.8 | 4.2 |
| Southland Paint | Raritan | 2.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.2 |
| Texas Texture | Farmers Branch | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.3 | 0.5 |
| U.S. Gypsum | Dallas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14.0 | 1.1 |
| Vimasco | Nitro | 23.1 | 1.6 | 0 | 0 | 0 | 0 | 0 | 0 | 17.9 | 1.2 |
| Welco | Chilhowie | 0 | 0 | 0 | 0 | 24.2 | 1.1 | 0 | 0 | 68.3 | 3.1 |
| Welco | Dallas | 0 | 0 | 0 | 0 | 0 | 0 | 54.6 | 2.5 | 382.2 | 17. |
| Wenward Inc. | Huron | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.3 | 0.1 |
| | | | | | | 357.6 | 16.6 | 164.8 | 7.6 | 2275.7 | 108. |

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Calidria asbestos Sales Report

Product: HPP
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Boise Cascade | International Falls | 2640.0 | 158.4 | 3600 | 216 | 0 | 0 | 0 | 0 | 240.0 | 14.4 |
| Conwed Corp. | Cloquet | 1440.0 | 77.3 | 2120 | 102 | 278.7 | 16.0 | 0 | 0 | 1718.7 | 92.3 |
| Prairie States | Joliet | 582.0 | 35.3 | 700 | 42 | 0 | 0 | 120.0 | 7.2 | 600.0 | 36.0 |
| Watervliet Papser | Watervliet | 2.0 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 2.0 | 0.2 |
| | | | | | | 278.7 | 16.0 | 120.0 | 7.2 | 2560.7 | 142.9 |

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Calidria asbestos

Sales Report

Product: HPP

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Ashland Oil | Freedom | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.0 | 0.6 |
| Georgia Pacific | Gilman | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36.0 | 2.2 |
| Hollingsworth & Vose | Greenwich | 2.0 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 2.0 | 0.2 |
| Stowe Woodward | Griffin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.0 | 0.2 |
| JCC | Tuxedo | 16.0 | 1.7 | 0 | 0 | 0 | 0 | 0 | 0 | 10.0 | 1.1 |
| | | | | | | | | | | 56.0 | 4.3 |

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Calidria ASBESTOS Sales Report

Product: HPO

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| City of 1000 Oaks | Newbury | 0 | 0 | 0 | 0 | 2.0 | 0.2 | 0 | 0 | 2.0 | 0.2 |
| Nekoosa-Edwards | Port Edwards | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.4 | 0.7 |
| Victor Seal | Robinson | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10.6 | 0.8 |
| Whittaker-Corp. | W. Alexandria | 0.3 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | --- |
| | | | | | | 2.0 | 0.2 | | | 19.3 | 1.7 |

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Calidria asbestos Sales Report

Product: HPO

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Hollingsworth & Vose | W. Groton | 1.0 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 3.0 | 0.3 |
| Midwest Rubber | Barberton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Rogers Corp. | Manchester | 30.4 | 2.9 | 60 | 6 | 27.2 | 2.6 | 0 | 0 | 109.1 | 10.4 |
| Stevens Paper | Westfield | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.0 | 0.6 |
| Stowe-Woodward | Griffin | 0 | 0 | 0 | 0 | 0.8 | --- | 0 | 0 | 6.8 | 0.6 |
| Tremco | Cleveland | 40.8 | 4.3 | 36 | 4 | 9.6 | 1.0 | 9.6 | 1.0 | 86.4 | 8.9 |
| Wood Flong Corp. | Hoosick Falls | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 0.3 |
| | | | | | | 37.6 | 3.6 | 9.6 | 1.0 | 214.1 | 21.1 |

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Calidria asbestos

Sales Report

Product: HPC

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Major Paint | Torrance | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.6 | 0.3 |
| | | | | | | | | | | 2.6 | 0.3 |

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Calidria Asbestos Sales Report

Product: CG-135-P
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Major Paint & Varnish | Torrance | 50.0 | 9.9 | 400 | 80 | 0 | 0 | 0 | 0 | 80.0 | 16.0 |
| | | | | | | | | | | 80.0 | 16.( |

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Calidria ASBESTOS Sales Report

Product: T-135-P

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Sorg Paper Company | Middletown | 67.0 | 9.0 | 100 | 14 | 0 | 0 | 0 | 0 | 76.3 | 10.8 |
| | | | | | | | | | | 76.3 | 10.8 |

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Calidria ASBESTOS Sales Report

Product: T-135-0
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dat | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| U.S. Gypsum Co. | Chicago | 16.0 | 3.4 | 20 | 5 | 1.6 | 0.3 | 3.2 | 0.7 | 9.6 | 2.1 |
| U.S. Gypsum Co. | South Gate | 86.6 | 12.2 | 92 | 11 | 0 | 0 | 3.2 | 0.4 | 70.4 | 10.2 |
| Welco Mfg. | N. Kansas City | 0 | 0 | 0 | 0 | 16.0 | 2.2 | 0 | 0 | 132.8 | 18.6 |
| Whittaker Corp. | Costa-Mesa— | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | --- |
| | | | | | | 17.6 | 2.5 | 6.4 | 1.1 | 213.0 | 30.1 |

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Calidria ASBESTOS Sales Report

Product: T-135-0
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Dyco Chemical | Largo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.8 | .2 |
| Roach Paint | Dallas | 0 | 0 | 0 | 0 | 8.0 | 1.1 | 0 | 0 | 17.9 | 3.0 |
| U.S. Gypsum | Chamblee | 62.4 | 13.1 | 60 | 12 | 3.2 | 0.7 | 6.4 | 1.4 | 51.2 | 10.5 |
| U.S. Gypsum | Dallas | 66.4 | 13.7 | 80 | 16 | 13.6 | 2.7 | 0 | 0 | 74.4 | 14.4 |
| U.S. Gypsum | Gypsum | 6.4 | 1.4 | 20 | 5 | 1.6 | 0.3 | 1.6 | 0.3 | 9.6 | 2.1 |
| U.S. Gypsum | Staten Island | 16.8 | 3.8 | 8 | 2 | 6.4 | 1.4 | 0 | 0 | 38.4 | 8.6 |
| Velco | Chilhowie | 0 | 0 | 0 | 0 | 46.4 | 6.5 | 0 | 0 | 62.4 | 8.7 |
| | | | | | | 79.2 | 12.7 | 8.0 | 1.7 | 254.7 | 47.5 |

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Calidria ASBESTOS Sales Report

Product: RG-101
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| JCC | Marietta | 6.0 | 0.6 | 0 | 0 | 0 | 0 | 12.0 | 1.2 | 48.0 | 4.8 |
| | | | | | | | | 12.0 | 1.2 | 48.0 | 4.8 |

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Calidria concorde Sales Report

Product: RG-110
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Cota Ind. | Honolulu | 0 | 0 | 0 | 0 | 0 | 0 | 13.8 | 0.8 | 13.8 | 0.8 |
| Cota Ind. | Des Moines | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4.2 | 0.4 |
| D-C Reinforced | Denver | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.1 |
| Daubert Chemical | Bay Area Docks | 253.3 | 15.2 | 300 | 18 | 96.0 | 5.8 | 63.3 | 3.8 | 413.1 | 24.8 |
| Daubert Chemical | Chicago | 125.0 | 7.6 | 0 | 0 | 0 | 0 | 0 | 0 | 68.3 | 6.2 |
| Midwest Ind. | St. Louis | 1.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.3 |
| J. W. Mortell | Kankakee | 157.5 | 9.1 | 109 | 6 | 0 | 0 | 0 | 0 | 224.0 | 13.2 |
| Tuff Kote | Warren | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7.4 | 0.8 |
| | | | | | | 96.0 | 5.8 | 77.1 | 4.6 | 734.0 | 46 |

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Carbide Graphite Products — Sales Report

Product: RG-110
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Allied Materials | Stroud | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7.6 | 0.9 |
| Ameron Corrosion | Buffalo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5.3 | 0.7 |
| Columbia Paint | Huntington | 5.3 | 0.6 | 0 | 0 | 1.1 | 0.1 | 0 | 0 | 8.3 | 0.9 |
| Daubert | Philadelphia | 134.2 | 7.3 | 0 | 0 | 0 | 0 | 0 | 0 | 163.8 | 9.4 |
| Glastic Corporation | S. Euclid | 1.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 3.2 | 0.4 |
| J. W. Mortell | Griffin | 0 | 0 | 0 | 0 | 0 | 0 | 14.7 | 1.2 | 32.6 | 2.8 |
| J. W. Mortell | Perth Amboy | 67.2 | 3.9 | 91 | 5 | 0 | 0 | 0 | 0 | 43.1 | 2.5 |
| Polyguard Pipeline | Pryor | 0 | 0 | 0 | 0 | 2.1 | 0.3 | 0 | 0 | 2.1 | 0.3 |
| Solar Compounds | Linden | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.6 | 0.1 |
| Southern Imperial | New Orleans | 0.2 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 1.0 | 0.1 |
| Texas Refinery | Ft. Worth | 62.0 | 4.2 | 140 | 9 | 0 | 0 | 0 | 0 | 23.1 | 1.3 |
| Valvoline Oil | Freedom | 0 | 0 | 0 | 0 | 5.3 | 0.6 | 0 | 0 | 15.8 | 1.7 |
| | | | | | | 8.5 | 1.0 | 14.7 | 1.2 | 306.5 | 21.? |

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Calidria ASBESTOS Sales Report

Product: RG-144

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| All-Weather Courts | Manchester | 1.6 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| All-Weather Courts | Riverton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Basin Inspection | Farmington | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Blehm Plastics | Hazel Park | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Bulldog Products | Santa Cruz | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.4 | 0.1 |
| California Titan | Santa Ana | 0.1 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Celanese Coatings | Jeffersontown | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Cities Service | Cincinnati | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 | 2.0 | 0.6 |
| Colgate Chemical | St. Louis | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Concrete Welding | Anaheim | 0.7 | 0.2 | 0 | 0 | 0.1 | --- | 0 | 0 | 0.6 | 0.2 |
| Cooper Coatings | Casper | 0.2 | --- | 0 | 0 | 0 | 0 | 0.4 | 0.1 | 0.7 | 0.2 |
| Copolymer Chemicals | Livonia | 0.9 | 0.3 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.6 | 0.2 |
| Daubert Chemical | Chicago | 7.4 | 1.7 | 10 | 2 | 0 | 0 | 0 | 0 | 4.8 | 1.1 |
| Dennis Chemical | St. Louis | 7.7 | 1.8 | 8 | 2 | 1.4 | 0.3 | 2.8 | 0.6 | 12.6 | 2.8 |
| Phil L. Dostal | Burlingame | 7.0 | 1.3 | 10 | 3 | 0 | 0 | 0 | 0 | 4.2 | 0.8 |
| Firestone Adhesives | Detroit | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.5 | 16.1 | 3.5 |
| H. B. Fuller | Palatine, Ill. | 2.3 | 0.7 | 0 | 0 | 0 | 0 | 0 | 0 | 3.7 | 1.0 |
| Furane Plastics | Los Angeles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Gene White Prod. | Buena Park | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.2 |
| General Polymers | Cincinnati | 0.4 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.8 | 0.5 |
| Hexcel | Dublin | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Hughes Chemical | Arlan | 3.0 | 0.8 | 0 | 0 | 2.8 | 0.6 | 2.8 | 0.6 | 8.4 | 2.0 |
| Inmont Corp. | St. Louis | 9.0 | 2.0 | 16 | 3 | 1.4 | 0.3 | 0 | 0 | 4.4 | 1.0 |
| Intercoastal Corp. | Union City | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.1 |
| International Thermoset | Walled Lake | 1.4 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Interpace | Lincoln | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | --- |
| Leepoxy Plastics Inc. | Fort Wayne | 0.6 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Mechanical Research | Santa Cruz | 0.8 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.6 | 0.1 |
| Micro Inc. | Milwaukee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| J. W. Mortell | Kankakee | 19.6 | 2.4 | 30 | 4 | 0 | 0 | 0 | 0 | 100.8 | 12.1 |
| Nordberg | Brookfield | 1.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 4.2 | 0.9 |
| Ohio Sealer | Dayton | 21.0 | 2.3 | 21 | 4 | 2.8 | 0.4 | 1.4 | 0.2 | 21.0 | 3.2 |
| Permalastic Products | Detroit | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 3.2 | 0.7 |
| Permatex | Kansas City | 1.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 0.6 |
| Polyform Coatings | Santee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Porter Paint Co. | Louisville | 0.5 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.6 |
| Positive Chemical | Grand Rapids | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |

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Sales Report

Product: RG-144

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| The Prairie Co. | Urbana | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Prodelin Pacific | Santa Clara | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | --- |
| SM Epoxies Technicians | Montebello | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Standard Machine | St. Louis | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Steele & Sons | Denver | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 0.5 |
| Steelcote Mfg. Co. | St. Louis | 1.1 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 1.6 | 0.5 |
| Sundancer Leisure | Santa-Cruz | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | --- |
| 3M Company | Argo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3.3 | 0.7 |
| 3M Company | Hutchinson | 2.8 | 0.7 | 0 | 0 | 0 | 0 | 0 | 0 | 3.3 | 0.7 |
| 3M Company | Springfield | 0.5 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 2.5 | 0.6 |
| 3M Company | St. Paul | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| 3M Company | Wayne | 10.4 | 2.3 | 10 | 2 | 2.5 | 0.6 | 2.8 | 0.6 | 20.7 | 4.5 |
| Tuff-Kote Inc. | Warren | 0.2 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 7.0 | 1.1 |
| UCC | Chicago | 1.4 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 1.9 | 0.6 |
| Uniseal Inc. | Evansville | 8.4 | 1.8 | 24 | 5 | 2.8 | 0.6 | 0 | 0 | 16.8 | 3.7 |
| United Resins | Warren | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.2 |
| Vetter Fairing Co. | Rantoul | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.9 | 0.3 |
| Zenith Products | Schiller Park | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.0 | 0.4 |
| Bonstone | Milwaukee | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 | 1.4 | 0.3 |
| | | | | | | 14.0 | 2.9 | 14.2 | 3.1 | 270.3 | 49.0 |

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Calidria asbestos Sales Report

Product: RG-144

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Allied Chemical | Clifton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| American Cyanamid | Harve de Grace | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Am. Smelting & Ref. | Trenton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.3 |
| American Tile-Colonna | Metaire | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Ameron Corporation | Buffalo | 0 | 0 | 0 | 0 | 1.0 | 0.3 | 0 | 0 | 3.1 | 0.9 |
| Amicon Corporation | Lexington | 1.4 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 0.5 |
| Applied Polymers | Clifton | 1.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 0.6 |
| Applied Polymers | Kearny | 0 | 0 | 0 | 0 | 1.4 | 0.3 | 0 | 0 | 1.4 | 0.3 |
| ARO Inc. | Arnold Air Force | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Avadan Corporation | Nutley | 1.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| B&L Laboratories | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Baker Castor Oil Co. | Middlesex/Raritan | 0 | 0 | 0 | 0 | 5.6 | 1.1 | 0 | 0 | 25.2 | 4.8 |
| Baker Castor Oil Co. | Bayonne | 19.6 | 4.5 | 24 | 5 | 0 | 0 | 0 | 0 | 14.0 | 2.8 |
| Baker Sealents | Jersey City | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Beetle Plastics | Ardmore | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.4 |
| Best Mfg. Corp. | Menlo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Boiardi Prod. | Cleveland | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.2 | 0.1 |
| Bonded Products | South Orange | 0.5 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 1.9 | 0.6 |
| Borden Chemical | Bainbridge | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.2 |
| Andrew Brown | Marietta | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.2 | 0.1 |
| Cataphote Corp. | Jackson | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.5 | 0.2 | 0.9 | 0.3 |
| Ceilcote | Berea | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Celanese Chemical | Bishop | 5.8 | 1.3 | 0 | 0 | 0 | 0 | 8.4 | 1.5 | 26.6 | 5.2 |
| Celanese Chemical | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.6 | 0.7 |
| Certain-Teed | Ambler | 0.7 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Chemetron Corporation | Stockertown | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.4 | 0.1 |
| Chemical Processors | St. Petersburg | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- | 0.3 | 0.1 |
| Chemical Sealing | Trenton | 8.4 | 1.9 | 10 | 2 | 0 | 0 | 0 | 0 | 6.3 | 1.4 |
| Chemical Sealing | Tucker | 8.3 | 1.8 | 10 | 2 | 0 | 0 | 0 | 0 | 7.0 | 1.5 |
| Coater's International | Oklahoma City | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| D. O. Collins | Midland | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Crown Rubber | Fremont | 11.2 | 2.5 | 12 | 3 | 2.8 | 0.6 | 2.8 | 0.6 | 25.2 | 5.5 |
| Daubert Chemical | Cullman | 28.0 | 5.5 | 32 | 6 | 0 | 0 | 0 | 0 | 15.4 | 3.4 |
| Del Turco Brothers | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Dural International | Deer Park | 0.8 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| E Bond Epoxies | Ft. Lauderdale | 1.3 | 0.4 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 1.1 | 0.3 |

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Calidria asbestos Sales Report

Product: RG-144
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Enjay Chemical | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Fiberbond | Chicago | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 | 0.4 | 0.1 |
| Fibercast Company | Sand Springs | 0.3 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Fiberglass Resources | Farmingdale | 11.2 | 2.2 | 0 | 0 | 0 | 0 | 0 | 0 | 16.8 | 3.2 |
| Fluorodynamics | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Fowlco Mfg. | Atlantic Beach | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Genesco Inc. | Nashville | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Gougeon Bros. | Bay City | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.2 | 0.1 |
| Grow Chemical | Detroit | 0 | 0 | 0 | 0 | 0.5 | 0.2 | 0 | 0 | 0.5 | 0.2 |
| Guard Polymer | Kearny | 0.4 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.9 | 0.3 |
| Hardman Inc. | Belleville | 0.4 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.8 | 0.4 |
| Hysol Corporation | Olean | 0.3 | 0.1 | 0 | 0 | 0.4 | 0.1 | 0 | 0 | 0.5 | 0.2 |
| Industrial Coatings | Houston | 4.2 | 0.9 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Intercoastal Corp. | Baltimore | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Kahn Associates | Danbury | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Kent Industries | Fort Worth | 26.8 | 5.9 | 28 | 6 | 8.4 | 1.5 | 0 | 0 | 39.2 | 7.5 |
| Kraft Foods | Lakeland | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Magnolia Plastics | Atlanta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Marbleold Corp. | Bronx | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Marblette | Long Island | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.2 |
| Mathis Fiberglass | Denmark | 1.1 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.8 | 0.2 |
| McNaughton-Brooks | Buffalo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Metorware | East Paterson | 1.6 | 0.5 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.4 |
| Metroware | Wood Ridge | 0 | 0 | 0 | 0 | 0.4 | 0.1 | 0 | 0 | 0.7 | 0.2 |
| Mitchell Rand | Hillburn | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Myrmax Specialites | Baton Rouge | 0.9 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Novaguard Corp. | Trenton | 3.5 | 1.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.5 | 0.4 |
| Ohio Sealer & Chem. | Midvale | 13.8 | 2.7 | 15 | 3 | 2.8 | 0.4 | 1.4 | 0.2 | 26.6 | 4.0 |
| Pandel Chemical Co. | Cartersville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12.5 | 2.4 |
| Permagile Corp. | Plainview | 0.9 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 0.6 |
| Pfizer Inc. | Easton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Philadelphia Resins | Montgomeryville | 2.8 | 0.6 | 0 | 0 | 0 | 0 | 0 | 0 | 4.2 | 1.0 |
| Protective Coatings | Tampa | 4.2 | 0.9 | 0 | 0 | 1.4 | 0.3 | 0 | 0 | 8.4 | 1.8 |
| Protex A Cote | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.2 |
| Quandrant Chemical | Dallas | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Radiator Specialties | Charlotte | 0.5 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.4 |

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Calidria asbestos Sales Report

Product: RG-144

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| RCI | Sewickley | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Richardson Ink | Atlanta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.1 |
| Richardson Ink | Philadelphia | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 | 0.2 | 0.1 |
| Sika Chemical | Lyndhurst | 1.8 | 0.6 | 0 | 0 | 0.4 | 0.1 | 0 | 0 | 2.1 | 0.6 |
| A. O. Smith-Inland | Little Rock | 0 | 0 | 0 | 0 | 0.1 | --- | 0 | 0 | 0.3 | 0.1 |
| Smooth-On Inc. | Gillette | 0.4 | 0.1 | 0 | 0 | 0.2 | 0.1 | 0 | 0 | 0.6 | 0.2 |
| Steel & Sons | Roswell | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Tennessee Eastman | Kingsport | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.1 |
| Thermon Mfg. Co. | San Marcos | 0 | 0 | 0 | 0 | 0.3 | 0.1 | 0 | 0 | 0.8 | 0.2 |
| Thiokol Chemical | Trenton | 0 | 0 | 0 | 0 | 0.4 | 0.1 | 0 | 0 | 1.2 | 0.4 |
| 3M Company | Decatur | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| U.S. Sugar | Bryant | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Vinatex Div. | Dalton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| Westinghouse | Greenville | 1.3 | 0.4 | 0 | 0 | 0.3 | 0.1 | 0 | 0 | 1.6 | 0.5 |
| Westinghouse | Hampton | 0.1 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Westinghouse | Manor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Zeston | Edison | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.3 |
| | | | | | | 27.6 | 6.0 | 13.8 | 2.7 | 286.9 | 61.7 |

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Calidria Asbestos Sales Report

Product: RG-244
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| ADCO Inc. | Michigan Center | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 1.3 | 1.1 |
| Akemi Plastics | Eaton Rapids | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Amalga Corporation | Menomonee | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.4 | 0.3 |
| Amer. Gilsonite | Gilsonite | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Ar-Pac | Wauconda | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Ar-Pal | Palatine | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Ashland Chemical | Sante Fe Springs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Automotive Chemicals | Detroit | 0.1 | 0.1 | 0 | 0 | 1.1 | 0.9 | 0.7 | 0.6 | 4.2 | 3.5 |
| Barker Chemical | Dolton | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.8 | 0.6 |
| Bee Chemical | Lansing | 0.5 | 0.5 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.9 | 0.8 |
| Bergan Built | Centralia | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.9 |
| Chrysler Corp. | Trenton | 66.2 | 42.6 | 60 | 42 | 6.3 | 4.3 | 0 | 0 | 69.0 | 46.1 |
| Coddington | Milwaukee | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Columbus Glove | Columbus | 0.3 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Commercial Chemical | Cincinnati | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Cook Paint & Varnish | N. Kansas City | 0.8 | 0.6 | 24 | 15 | 0 | 0 | 0 | 0 | 0.9 | 0.7 |
| Daubert Chemical | Chicago | --- | --- | 0 | 0 | 0.2 | 0.2 | 0 | 0 | 0.4 | 0.4 |
| Dennis Chemical | St. Louis | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0 | 0 | 0.8 | 0.6 |
| Douglas & Sturgess | San Francisco | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.4 |
| Dunn Rainey Co. | Ferndale | 1.1 | 0.8 | 0 | 0 | 0.5 | 0.4 | 0.4 | 0.3 | 2.7 | 2.2 |
| Dunnage Engineering | Brighton | 1.4 | 1.1 | 2 | 2 | 0 | 0 | 0 | 0 | 2.7 | 2.1 |
| Edmont Wilson | Coshocton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Fiber Resins | Roseville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Fibreboard Corp. | Martinez | 0 | 0 | 0 | 0 | --- | --- | 0 | 0 | --- | --- |
| H. B. Fuller | Minneapolis | 7.4 | 5.6 | 8 | 5 | 0 | 0 | 0 | 0 | 6.4 | 4.7 |
| H. B. Fuller | Palatine | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.3 | 0.4 | 0.4 |
| Gaycraft Plastics | Scofield | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Georgia Pacific | Kalamazoo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Gilsonite | Grand Junction | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- | --- | --- |
| Glidden Company | Minneapolis | 7.4 | 5.4 | 10 | 8 | 0 | 0 | 0 | 0 | 2.8 | 2.2 |
| Goldline Corp. | Cape Girardeau | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Guardsman Chemical | Grand Rapids | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Hastings Plastics | Santa Monica | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.8 | 4.6 | 3.5 |
| Hysol Div. | Pittsburg | 0.5 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 0.8 | 0.6 |
| Idaho Chemical | Bosie | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Interplastics | Minneapolis | 11.9 | 7.1 | 30 | 20 | 0 | 0 | 0 | 0 | 37.1 | 23.0 |
| IRA Inc. | Hibbing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.8 |

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Calidria asbestos Sales Report

Product: RG-244
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Dato | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Joli Plastics | Gardena | 0 | 0 | 0 | 00 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Kalman/Vaughn | Kankakee | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| S.P. Kish | Charlotte | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| L&L Products | Romeo | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Lasco Industries | Florence | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Lasco Industries | Montebello | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Leepoxy Plastics | Fort Wayne | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Levingston-Armadillo | Arvada | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Marco Chemical | Swanton | 5.6 | 3.8 | 10 | 6 | 0 | 0 | 0 | 0 | 2.1 | 1.7 |
| Mautz Paint | Madison | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 | 0.5 | 0.5 |
| Mobil Chemical | Kankakee | 0.2 | --- | 6 | 5 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| J. W. Mortell | Kankakee | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 1.3 |
| Moyen Co. | Skokie | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0 | 0 | 0.1 | 0.1 |
| Nordberg Mfg. Company | Brookfield | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Ohio Sealer & Chem. | Dayton | 30.8 | 20.4 | 20 | 13 | 0.4 | 0.2 | 1.1 | 0.7 | 17.5 | 11.5 |
| Oregon Organocerams | Placentia | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Plas-Chem | St. Louis | 0.1 | 0.1 | 0 | 0 | 0.2 | 0.2 | 0 | 0 | 0.6 | 0.5 |
| The Prairie Co. | Urbana | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Protective Trt. | Dayton | 42.7 | 28.2 | 60 | 39 | 6.0 | 4.1 | 6.0 | 4.1 | 64.1 | 43.1 |
| Purex Corp. | Wilmington | 0.7 | 0.5 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 1.4 | 1.1 |
| Raymond Chemical | Swanton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| RCI | Ferndale | 0.1 | --- | 10 | 7 | 0 | 0 | 0 | 0 | 4.7 | 3.7 |
| Ren Plastics | E. Lansing | 1.5 | 1.3 | 0 | 0 | 0.8 | 0.7 | 0.5 | 0.4 | 3.3 | 2.8 |
| Rheem Superior | Los Angeles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Roart Plastics | Hopkins | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.4 | 0.3 |
| Santa Clara | Santa Clara | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Switzer Craft | Crystal Lake | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Technical Sealants | St. Paul | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Tera-Lite | San Jose | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Thermoset Plastics | Indianapolis | 0.8 | 0.6 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 1.1 |
| 3M Company | Chemolite Siding | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| 3M Company | New Ulm | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.8 | 2.1 |
| 3M Company | St. Paul | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 2.5 | 1.8 |
| Tuff-Kote Inc. | Warren | 8.1 | 5.4 | 20 | 13 | 0 | 0 | 0 | 0 | 13.3 | 9.2 |
| Whittaker Corp. | W. Alexandria | 1.9 | 1.5 | 4 | 3 | 0 | 0 | 0 | 0 | 0.8 | 0.6 |

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Calidria ASBESTOS Sales Report

Product: RG-244
Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Whittaker Corp. | Minneapolis | 1.0 | 0.8 | 4 | 3 | 0 | 0 | 0 | 0 | 1.4 | 1.1 |
| Wisconsin Protective | Green Bay | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| | | | | | | 16.1 | 11.5 | 12.6 | 9.2 | 264.1 | 182.3 |

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Sales Report

Product: RG-244

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Alpha Chemical | Collierville | 0 | 0 | 4 | 3 | 0 | 0 | 0 | 0 | 0.7 | 0.6 |
| Alpha Chemical | Lakeland | 20.7 | 14.5 | 22 | 18 | 0 | 0 | 0 | 0 | 33.6 | 23.7 |
| American Cyanamid | Wallingford | 31.5 | 22.7 | 50 | 32 | 0 | 0 | 0 | 0 | 37.1 | 24.0 |
| American Terrazzo | Dallas | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Ameron Corp. | Buffalo | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.5 | 0.5 |
| An-Cor | N. Tonawanda | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Atlas Mineral | Mertztown | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Baker Sealants | Jersey City | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0.8 | 0.6 |
| Barnco Company | Odessa | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Beetle Plastics | Ardmore | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Bel-Ray Company | Farmingdale | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Berco | Westbury | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.3 |
| Bittner Ind. | Mobile | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0 | 0 | 0.1 | 0.1 |
| Borden Chem. | Middlesex | 8.4 | 6.2 | 16 | 10 | 1.1 | 0.9 | 0 | 0 | 11.5 | 9.2 |
| Briarwood Corp. | Starkville | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| M. A. Bruder & Sons | Philadelphia | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.4 |
| Burns & Russell | Baltimore | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.3 |
| Caraban International | Cleveland | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Carbon Ind. | Tampa | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Carborundum | Niagara Falls | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.2 |
| Cellcote | Berea | 1.2 | 1.0 | 0 | 0 | 0.4 | 0.3 | 0.7 | 0.6 | 4.6 | 3.7 |
| Celanese Coatings | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.4 |
| Chemical Processors | St. Petersburg | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Columbia Paint | Huntington | 14.6 | 10.2 | 20 | 12 | 0 | 0 | 6.0 | 4.1 | 35.7 | 24.2 |
| Concept Plastics | High Point | 1.1 | 0.8 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 2.5 | 2.0 |
| Conley Corp. | Tulsa | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0 | 0 | 0.1 | 0.1 |
| Depew Company | Hicksville | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 2.1 | 1.7 |
| Diamond Paint | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.3 | 0.2 |
| Diamond Shamrock | Morristonw | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Dow Chemical | Freeport | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| E. I. DuPont | Wilmington | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Enjay Chemical | Houston | 0 | 0 | 0 | 0 | 0.1 | --- | 0 | 0 | 0.1 | --- |
| Fibercast Co. | Sand Springs | 2.1 | 1.6 | 4 | 3 | 0.7 | 0.6 | 0 | 0 | 2.1 | 1.7 |
| Fiberglass Structure | Galveston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Flintkote Co. | E. Rutherford | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.3 | 1.9 |
| Fritz Chemical | Mesquite | 0.3 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |

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Calidria ASBESTOS Sales Report

Product: RG-244
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| General Electric Co. | Jonesboro | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| General Electric Co. | Waterford | 5.1 | 4.0 | 0 | 0 | 0 | 0 | 0 | 0 | 4.7 | 3.6 |
| General Electric Co. | Woodbine | 0 | 0 | 0 | 0 | 3.5 | 2.6 | 0 | 0 | 6.0 | 4.4 |
| Genesco | Nashville | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Georgia Pacific | Baton Rouge | 1.1 | 0.8 | 0 | 0 | 0 | 0 | 0 | 0 | 1.2 | 1.0 |
| Georgia Pacific | Savannah | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.5 | 0.4 |
| Glass Flake | Jacksonville | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Glidden Company | Atlanta | 0.4 | 0.4 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Glidden Durkee | Cleveland | 1.8 | 1.4 | 16 | 11 | 0 | 0 | 0.5 | 0.4 | 0.9 | 0.7 |
| Glidden Durkee | Huron | 2.6 | 2.0 | 8 | 5 | 0 | 0 | 0 | 0 | 3.2 | 2.6 |
| Hallmark Chemical | Oklahoma City | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Hallmark Chemical | Richardson | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Hell Ohio | Houston | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.6 |
| Hollingsworth & Vose | W. Groton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.8 |
| Hooker Chemical | Niagara Falls | 7.9 | 5.8 | 32 | 20 | 0 | 0 | 0 | 0 | 14.0 | 9.5 |
| Hysol Corporation | Olean | 0.7 | 0.6 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.9 |
| Industrial Plastics | Baton Rouge | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.6 | 0.5 |
| Inmont Corp. | Morganton | 0.3 | 0.2 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 1.6 | 1.4 |
| Invader Corporation | Giddings | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Isochem Resins | Lincoln | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.6 |
| I.W. Industries | Houston | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.2 |
| Jones Chemical | Dallas | 0.3 | 0.3 | 0 | 0 | 0.1 | 0.1 | 0 | 0 | 0.3 | 0.3 |
| Karnak Chemical | Clark | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.8 |
| Koppers | Bridgeville | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Koppers | Petrolia | 2.1 | 1.5 | 0 | 0 | 0 | 0 | 0 | 0 | 10.2 | 7.0 |
| D. S. Lahmers | Dover | 4.2 | 3.3 | 4 | 3 | 0.7 | 0.6 | 0 | 0 | 4.2 | 3.4 |
| Levingston Armadillo | Owentown | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| MCP | Bridge City | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Magnolia Plastics | Atlanta | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Marco Chemical | Bartow | 35.7 | 23.0 | 40 | 26 | 18.2 | 10.4 | 0 | 0 | 90.3 | 54.1 |
| Marco Chemical | Linden | 7.0 | 5.1 | 16 | 10 | 0 | 0 | 0 | 0 | 3.2 | 2.5 |
| Master Mechanics | Cleveland | 0 | 0 | 0 | 0 | 0.6 | 0.5 | 0.5 | 0.4 | 2.2 | 1.9 |
| Matcote Company | Houston | 3.1 | 2.4 | 4 | 3 | 0.7 | 0.6 | 0 | 0 | 2.8 | 2.2 |
| McCreary Industrial | Indiana | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Metal Cladding | N. Tonawanda | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0 | 0 | 0.4 | 0.3 |
| Metalcrete | Cleveland | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- | 0.1 | 0.1 |

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Calidria ASBESTOS Sales Report

Product: RG-244

Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Micro-Fab | Mobile | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Monsey Products | Kimberton | 0.9 | 0.7 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Napko | Houston | 0.2 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 1.7 | 1.4 |
| National Starch | Bloomfield | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 1.3 |
| National Terrazzo | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Niggel Associates | Columbia | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Novaguard Corp. | Trenton | 0.1 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 3.5 | 2.9 |
| Ohio Sealer | Midvale | 1.1 | 0.7 | 20 | 13 | 4.2 | 2.9 | 4.2 | 2.9 | 41.3 | 27.7 |
| Owens Corning | Anderson | 38.2 | 27.3 | 60 | 37 | 6.0 | 4.0 | 6.0 | 4.0 | 55.3 | 38.2 |
| Permaglie Corp. | Plainview | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | --- | --- |
| Phillips Polymer | Easley | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Phorson Polymers | Hackensack | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.1 |
| Pierce-Stevens | Buffalo | 4.1 | 3.2 | 6 | 4 | 0.5 | 0.4 | 0 | 0 | 1.6 | 1.2 |
| Pigment Dispersions | Edison | 0.2 | 0.2 | 0 | 0 | 0 | 0 | 0 | 0 | 1.1 | 0.8 |
| PPG Industries | Springdale | 0.4 | 0.4 | 6 | 4 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Polyfibre Associates | Bound Brook | 0.8 | 0.7 | 0 | 0 | 0.4 | 0.3 | 0 | 0 | 1.3 | 1.1 |
| Post Marine | Mays Landing | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Products Research | Gloucester | 2.6 | 2.1 | 4 | 3 | 0 | 0 | 0.4 | 0.3 | 2.1 | 1.7 |
| RCI | Elizabeth | 1.7 | 1.3 | 12 | 9 | 0.6 | 0.5 | 1.1 | 0.9 | 5.9 | 4.7 |
| RCI | Jacksonville | 2.6 | 1.9 | 40 | 28 | 0 | 0 | 0 | 0 | 4.2 | 3.0 |
| Royston Labs. | Pittsburgh | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Rubber & Pls. | Mobile | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.1 | 0.1 |
| J. T. Ryerson | Houston | 3.5 | 2.7 | 4 | 3 | 0 | 0 | 0 | 0 | 1.8 | 1.4 |
| Seal Rite | Brooklyn | 0.4 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Shell Chemical | Deer Park | 0 | 0 | 0 | 0 | 0.2 | 0.2 | 0 | 0 | 0.6 | 0.5 |
| Sherwin Williams | Cleveland | 2.0 | 1.6 | 0 | 0 | 0 | 0 | 0 | 0 | 4.6 | 3.4 |
| Sherwin Williams | Newark | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Signet Co. | High Point | 1.1 | 0.8 | 0 | 0 | 2.1 | 1.6 | 0 | 0 | 5.3 | 4.1 |
| Southern Imperial | New Orleans | 0.2 | --- | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Southwest Terrazzo | Wheatland | 2.9 | 2.2 | 4 | 3 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Spartan Colors | Houston | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Std. Paint & Varnish | Harvey | 15.2 | 11.3 | 10 | 8 | 0 | 0 | 0 | 0 | 10.5 | 7.5 |
| Stebbins Eng. & Mfg. | Watertown | 1.8 | 1.4 | 0 | 0 | 0 | 0 | 0 | 0 | 2.1 | 1.7 |
| Tallix Ink | Peek Skill | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Terco Inc. | New York | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |
| Thompson Roofing | Niagara Falls | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.4 | 0.3 |

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Calidria asbestos Sales Report

Product: RG-244
Region: H. B. Rhodes

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Thorson Polymers | Hackensack | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| Tremco Mfg. | Cleveland | 53.1 | 36.3 | 90 | 54 | 0 | 0 | 0 | 0 | 72.8 | 41.6 |
| Unifilm Corp. | Somerville | 0.3 | 0.2 | 0 | 0 | 0 | 0 | 0.1 | 0.1 | 0.3 | 0.3 |
| Whittaker Corp. | Lenoir | 29.8 | 14.2 | 50 | 30 | 6.0 | 4.0 | 0 | 0 | 35.7 | 23.4 |
| Xerox Corp. | Webster | 0.1 | 0.1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | 0.1 |
| Zeston Inc. | Edison | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.1 | --- |
| Midwest Rubber | Barberton | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.2 | 0.2 |
| | | | | | | 46.4 | 30.8 | 21.6 | 15.4 | 549.9 | 371.4 |

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Calidria asbestos

Sales Report

Product: RG-444

Region: R. E. Byrne

Through December 1972

| Customer Name | Location | Total 1971 | | 1972 Plan | | November | | December | | Year To Date | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | M# | M$ | M# | M$ | M# | M$ | M# | M$ | M# | M$ |
| Intercoastal | Union City | 0 | 0 | 0 | 0 | 1.6 | 0.4 | 0 | 0 | 1.6 | 0.4 |
| | | | | | | 1.6 | 0.4 | | | 1.6 | 0.4 |

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Sales Report

DISTRIBUTORS

Through December 1972

| Customer | Location | Product | Total 1971 M# | Total 1971 M$ | 1972 Plan M# | 1972 Plan M$ | November M# | November M$ | December M# | December M$ | Year To Date M# | Year To Date M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Allied Resin | E. Weymouth | RG-144 | 11.4 | 2.3 | 0 | 0 | 2.8 | 0.6 | 0 | 0 | 20.0 | 3.8 |
| | | RG-244 | 15.4 | 9.9 | 86 | 47 | 23.8 | 15.0 | 0 | 0 | 77.0 | 45.4 |
| AMSCO | Kansas City | RG-144 | 0 | 20 | 20 | 2 | 0 | 0 | 0 | 0 | 16.2 | 2.3 |
| | | RG-244 | 0 | 0 | 10 | 6 | 1.4 | 0.8 | 1.1 | 0.6 | 9.5 | 5.4 |
| Hamblet & Hayes | Salem | T-135-P | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2.0 | 0.3 |
| H&C | California | HPP | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6.0 | 0.3 |
| | | HPO | 0 | 0 | 0 | 0 | 0 | 0 | 1.6 | 0.1 | 1.6 | 0.1 |
| | | RG-110 | 11.6 | 0.6 | 40 | 2 | 0 | 0 | 5.3 | 0.3 | 51.5 | 2.7 |
| | | RG-144 | 26.0 | 3.0 | 50 | 6 | 0 | 0 | 11.2 | 1.3 | 53.2 | 5.7 |
| | | RG-244 | 41.8 | 22.6 | 72 | 44 | 0 | 0 | 16.9 | 8.6 | 142.9 | 75.4 |
| Harwick | Akron | HPP | 0 | 0 | 0 | 0 | 0.2 | --- | 0 | 0 | 0.4 | --- |
| | | RG-244 | 0 | 0 | 0 | 0 | 0.4 | 0.3 | 0 | 0 | 0.4 | 0.3 |
| Montello | Sand Springs | Visbestos | 1499.1 | 45.0 | 1000 | 30 | 133.7 | 4.0 | 170.0 | 5.1 | 1284.7 | 38.5 |
| | | S-V | 3342.5 | 127.7 | 3600 | 144 | 126.3 | 5.1 | 185.0 | 7.4 | 2349.8 | 94.2 |
| | | Oilbestos | 76.4 | 11.9 | 0 | 0 | 0 | 0 | 0 | 0 | 9.3 | 1.9 |
| Permutit | Paramus | HPP | 0 | 0 | 0 | 0 | 117.0 | 6.6 | 0 | 0 | 117.0 | 6.6 |
| Plas-Tex | Ft. Worth | RG-244 | 1.8 | 1.2 | 0 | 0 | 0.4 | 0.3 | 0 | 0 | 2.1 | 1.5 |
| Technical Petroleum | Chicago | RG-144 | 9.8 | 1.3 | 20 | 2 | 0 | 0 | 0 | 0 | 21.0 | 2.8 |
| | | RG-244 | 3.5 | 2.0 | 14 | 8 | 0 | 0 | 0 | 0 | 6.6 | 3.8 |
| Western Chemical | Los Angeles | SG-130 | 228.0 | 7.2 | 300 | 10 | 0 | 0 | 28.0 | 0.9 | 316.0 | 10.0 |
| | | RG-144 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.2 | 1.4 | 0.2 |
| | | RG-244 | 0 | 0 | 0 | 0 | 0 | 0 | 0.7 | 0.4 | 0.7 | 0.4 |
| Wonderstate Ind. | Little Rock | RG-144 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1.4 | 0.2 |
| | | RG-244 | 1.1 | 0.8 | 0 | 0 | 0 | 0 | 0 | 0 | 6.0 | 4.0 |
| | | | | | | | 406.0 | 32.7 | 421.2 | 24.9 | 4496.7 | 305.1 |

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Calidria ASBESTOS Sales for January 1973

| Product | DOMESTIC $ | % Budg | EXPORT $ | % Budg | TOTAL $ | % Budg | DOMESTIC M# | % Budg | EXPORT M# | % Budg | TOTAL M# | % Bud |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| SG-100 | 27,000 | 900 | 0 | --- | 27,000 | 900 | 1,080 | 771 | 0 | --- | 1,080 | 771 |
| SG-101 | 6,240 | 78 | 0 | --- | 6,240 | 78 | 240 | 75 | 0 | --- | 240 | 75 |
| SG-102 | 36,660 | 229 | 0 | --- | 36,660 | 229 | 1,528 | 239 | 0 | --- | 1,528 | 239 |
| SG-104 | 0 | --- | 0 | --- | 0 | --- | 0 | --- | 0 | --- | 0 | --- |
| Total | 69,900 | 170 | 0 | --- | 69,900 | 170 | 2,848 | 168 | 0 | --- | 2,848 | 168 |
| SG-130 | 1,043 | 104 | 0 | --- | 1,043 | 104 | 29 | 112 | 0 | --- | 29 | 112 |
| SG-210 | 22,317 | 159 | 0 | --- | 22,317 | 159 | 492 | 164 | 0 | --- | 492 | 164 |
| HPP | 18,290 | 114 | 17,550 | 88 | 35,840 | 99 | 292 | 104 | 338 | 85 | 630 | 93 |
| HPO | 1,279 | 128 | 1,029 | 51 | 2,308 | 77 | 12 | 120 | 17 | 50 | 29 | 66 |
| T-135-P | 0 | --- | 23,044 | 288 | 23,044 | 256 | 0 | --- | 188 | 313 | 188 | 285 |
| T-135-0 | 6,568 | 131 | 0 | --- | 6,568 | 73 | 32 | 123 | 0 | --- | 32 | 57 |
| RG-110 | 8,262 | 207 | 0 | --- | 8,262 | 207 | 127 | 192 | 0 | --- | 127 | 192 |
| RG-144 | 13,150 | 164 | 4,031 | 202 | 17,181 | 172 | 74 | 185 | 33 | 206 | 107 | 191 |
| SX-14 | 0 | --- | 988 | + | 988 | + | 0 | --- | 6 | + | 6 | + |
| RG-244 | 67,779 | 113 | 6,143 | 102 | 73,922 | 112 | 101 | 115 | 11 | 110 | 112 | 114 |
| SX-24 | 0 | --- | 1,581 | 16 | 1,581 | 16 | 0 | --- | 3 | 15 | 3 | 15 |
| Visbestos | 5,700 | + | 0 | --- | 5,700 | + | 180 | + | 0 | --- | 180 | + |
| S-V | 6,360 | 127 | 0 | --- | 6,360 | 127 | 159 | 133 | 0 | --- | 159 | 133 |
| TOTAL | 220,648 | 143 | 54,366 | 99 | 275,014 | 132 | 4,346 | 172 | 596 | 84 | 4,942 | 152 |
| Budget | 154,000 | | 55,000 | | 209,000 | | 2,532 | | 710 | | 3,242 | |

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SALES IN DOLLARS THROUGH MARCH 1973 (Revised 5/2/73)

| PRODUCT | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | MARCH | | YEAR TO DATE | | MARCH | | YEAR TO DATE | | MARCH | | YEAR TO DATE | |
| | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUD |
| SG-100 | 400 | 10 | 27,450 | 250 | 0 | --- | 0 | --- | 400 | 10 | 27,450 | 2 |
| SG-101 | 4,160 | 42 | 16,350 | 65 | 0 | --- | 0 | --- | 4,160 | 42 | 16,350 | |
| SG-102 | 40,800 | 204 | 110,700 | 221 | 0 | --- | 0 | --- | 40,800 | 204 | 110,700 | 2 |
| SG-104 | 21,238 | 106 | 41,348 | 77 | 0 | --- | 0 | --- | 21,238 | 106 | 41,348 | |
| Total | 66,598 | 123 | 195,848 | 140 | 0 | --- | 0 | --- | 66,598 | 123 | 195,848 | 1 |
| SG-130 | 3,906 | 195 | 5,313 | 106 | 0 | --- | 0 | --- | 3,906 | 195 | 5,313 | 1 |
| SG-210 | 36,550 | 166 | 87,683 | 162 | 0 | --- | 0 | --- | 36,550 | 166 | 87,683 | 1 |
| HPP | 21,598 | 120 | 53,544 | 107 | 42,849 | 204 | 96,917 | 156 | 64,447 | 165 | 150,461 | 1 |
| HPO | 2,238 | 224 | 4,317 | 108 | 2,705 | 135 | 4,252 | 70 | 4,943 | 164 | 8,569 | |
| T-135-P | 0 | --- | 470 | 16 | 4,609 | 58 | 27,653 | 111 | 4,609 | 11 | 28,123 | 1 |
| T-135-O | 8,996 | 180 | 22,206 | 148 | 3,427 | 69 | 3,427 | 26 | 12,423 | 182 | 25,633 | |
| RG-101X | 0 | --- | 1,200 | 40 | 0 | --- | 0 | --- | 0 | --- | 1,200 | |
| RG-110 | 8,599 | 215 | 27,017 | 225 | 0 | --- | 0 | --- | 8,599 | 215 | 27,017 | 2 |
| RG-144 | 14,388 | 160 | 38,074 | 152 | 3,826 | 128 | 9,139 | 117 | 18,214 | 152 | 47,213 | 1 |
| SX-14 | 0 | --- | 0 | --- | 1,030 | 26 | 2,018 | 50 | 1,030 | 26 | 2,018 | |
| RG-244 | 77,369 | 103 | 200,411 | 98 | 31,515 | 263 | 65,168 | 272 | 108,884 | 125 | 265,579 | 1 |
| SX-24 | 0 | --- | 0 | --- | 17,376 | 174 | 18,957 | 63 | 17,376 | 174 | 18,957 | |
| Visbestos | 5,400 | + | 14,460 | --- | 0 | --- | 0 | --- | 5,400 | + | 14,460 | -- |
| S-V | 4,940 | 49 | 16,180 | 65 | 0 | --- | 0 | --- | 4,940 | 49 | 16,180 | |
| TOTAL | 250,582 | 127 | 666,723 | 126 | 107,337 | 156 | 227,531 | 124 | 357,919 | 134 | 894,254 | 1 |
| BUDGET | 198,000 | | 530,000 | | 69,000 | | 183,000 | | 267,000 | | 713,000 | |

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Calidria Asbestos SALES IN M# THROUGH MARCH 1973 (Revised 5/2/73)

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | MARCH | | YEAR TO DATE | | MARCH | | YEAR TO DATE | | MARCH | | YEAR TO DAT | |
| PRODUCT | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUD |
| SG-100 | 16 | 9 | 1,098 | 220 | 0 | --- | 0 | --- | 16 | 9 | 1,098 | 22 |
| SG-101 | 160 | 40 | 638 | 64 | 0 | --- | 0 | --- | 160 | 40 | 638 | 6 |
| SG-102 | 1,700 | 118 | 4,613 | 231 | 0 | --- | 0 | --- | 1,700 | 118 | 4,613 | 23 |
| SG-104 | 944 | 105 | 1,838 | 77 | 0 | --- | 0 | --- | 944 | 105 | 1,838 | 7 |
| Total | 2,820 | 124 | 8,187 | 139 | 0 | --- | 0 | --- | 2,820 | 124 | 8,187 | 13 |
| SG-130 | 124 | 238 | 158 | 122 | 0 | --- | 0 | --- | 124 | 238 | 158 | 12 |
| SG-210 | 780 | 156 | 1,874 | 156 | 0 | --- | 0 | --- | 780 | 156 | 1,874 | 15 |
| HPP | 386 | 125 | 934 | 107 | 870 | 218 | 1,905 | 159 | 1,256 | 177 | 2,839 | 1 |
| HPO | 23 | 230 | 44 | 100 | 37 | 116 | 60 | 60 | 60 | 143 | 104 | |
| T-135-P | 0 | --- | 4 | 20 | 38 | 63 | 225 | 113 | 38 | 56 | 229 | 10 |
| T-135-O | 52 | 200 | 124 | 155 | 22 | 55 | 22 | 22 | 74 | 112 | 146 | 8 |
| RG-101X | 0 | --- | 12 | 40 | 0 | --- | 0 | --- | 0 | --- | 12 | |
| RG-110 | 132 | 200 | 418 | 209 | 0 | --- | 0 | --- | 132 | 200 | 418 | 20 |
| RG-144 | 74 | 148 | 204 | 157 | 32 | 145 | 73 | 122 | 180 | 250 | 277 | 14 |
| SX-14 | 0 | --- | 0 | --- | 7 | 23 | 13 | 43 | 7 | 23 | 13 | |
| RG-244 | 121 | 108 | 306 | 102 | 52 | 26 | 107 | 268 | 173 | 99 | 413 | 1 |
| SX-24 | 0 | --- | 0 | --- | 37 | 185 | 40 | 66 | 37 | 185 | 40 | |
| Visbestos | 180 | --- | 482 | --- | 0 | --- | 0 | --- | 180 | --- | 482 | --- |
| S-V | 123 | 51 | 405 | 68 | 0 | --- | 0 | --- | 123 | 51 | 405 | |
| TOTAL | 4,815 | 138 | 13,152 | 146 | 1,095 | 137 | 2,445 | 107 | 8,804 | 205 | 15,597 | 1 |
| BUDGET | 3,484 | | 9,004 | | 804 | | 2,290 | | 4,288 | | 11,294 | |

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | APRIL | | YEAR TO DATE | | APRIL | | YEAR TO DATE | | APRIL | | YEAR TO DATE | |
| | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUD |
| SG-100 | 0 | --- | 27,450 | 136 | 0 | --- | 0 | --- | 0 | --- | 27,450 | 13 |
| SG-101 | 5,080 | 169 | 21,430 | 63 | 0 | --- | 0 | --- | 5,080 | 169 | 21,430 | 6 |
| SG-102 | 39,120 | 261 | 149,820 | 230 | 0 | --- | 0 | --- | 39,120 | 261 | 149,820 | 23 |
| SG-104 | 12,610 | 70 | 53,958 | 75 | 0 | --- | 0 | --- | 12,610 | 70 | 53,958 | 7 |
| Total | 56,810 | 126 | 252,658 | 137 | 0 | --- | 0 | --- | 56,810 | 126 | 252,658 | 13 |
| SG-130 | 1,470 | 73 | 6,783 | 97 | 0 | --- | 0 | --- | 1,470 | 73 | 6,783 | 9 |
| SG-200 | 0 | --- | 0 | --- | 4,275 | + | 4,275 | + | 4,275 | + | 4,275 | + |
| SG-210 | 26,239 | 104 | 113,922 | 144 | 0 | --- | 0 | --- | 26,239 | 104 | 113,922 | 14 |
| HPP | 6,737 | 42 | 60,281 | 91 | 30,240 | 121 | 127,157 | 146 | 36,977 | 30 | 187,438 | 12 |
| HPO | 2,542 | 254 | 6,859 | 137 | 518 | 26 | 4,770 | 60 | 3,060 | 102 | 11,629 | 8 |
| T-135-P | 0 | --- | 470 | 12 | 0 | --- | 27,653 | 84 | 0 | --- | 28,123 | 7 |
| T-135-O | 12,528 | 251 | 34,734 | 174 | 0 | --- | 3,427 | 18 | 12,528 | 114 | 38,161 | 9 |
| RG-100 | 1,200 | 120 | 2,400 | 60 | 0 | --- | 0 | --- | 1,200 | 120 | 2,400 | 6 |
| RG-110 | 7,535 | 188 | 34,552 | 216 | 0 | --- | 0 | --- | 7,535 | 188 | 34,552 | 21 |
| RG-144 | 21,613 | 240 | 59,687 | 176 | 1,525 | 38 | 10,664 | 89 | 23,138 | 178 | 70,351 | 15 |
| SX-14 | 0 | --- | 0 | --- | 503 | --- | 2,521 | 63 | 503 | --- | 2,521 | 6 |
| RG-244 | 47,998 | 80 | 248,409 | 94 | 5,410 | 45 | 70,578 | 196 | 53,408 | 74 | 318,987 | 10 |
| SX-24 | 0 | --- | 0 | --- | 4,343 | 43 | 23,300 | 58 | 4,343 | 43 | 23,300 | 5 |
| Visbestos | 3,327 | 124 | 17,787 | 123 | 0 | --- | 0 | --- | 3,327 | 124 | 17,787 | 12 |
| S-V | 12,814 | | 28,994 | | 0 | --- | 0 | --- | 12,814 | | 28,994 | |
| TOTAL | 200,813 | 112 | 8 ,536 | 122 | 46,814 | 67 | 274,345 | 108 | 247,627 | 99 | 1,141,881 | 11 |
| BUDGET | 179,000 | | 709,000 | | 70,000 | | 253,000 | | 249,000 | | 962,000 | |

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Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | APRIL | | YEAR TO DATE | | APRIL | | YEAR TO DATE | | APRIL | | YEAR TO DAT | |
| | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUD |
| SG- | 0 | --- | 1,098 | 172 | 0 | --- | 0 | --- | 0 | --- | 1,098 | 17 |
| SG-1( | 200 | 56 | 838 | 62 | 0 | --- | 0 | --- | 200 | 56 | 838 | 6 |
| SG-102 | 1,630 | 272 | 6,243 | 240 | 0 | --- | 0 | --- | 1,630 | 272 | 6,243 | 24 |
| SG-104 | 562 | 70 | 2,400 | 75 | 0 | --- | 0 | --- | 562 | 70 | 2,400 | 7 |
| Total | 2,392 | 126 | 10,579 | 136 | 0 | --- | 0 | --- | 2,392 | 126 | 10,579 | 13 |
| SG-130 | 43 | 83 | 201 | 110 | 0 | --- | 0 | --- | 43 | 83 | 201 | 11 |
| SG-200 | 0 | --- | 0 | --- | 113 | + | 113 | + | 113 | + | 113 | + |
| SG-210 | 515 | 95 | 2,389 | 123 | 0 | --- | 0 | --- | 515 | 95 | 2,389 | 12 |
| HPP | 124 | 43 | 1,058 | 91 | 570 | 119 | 2,475 | 147 | 694 | 90 | 3,533 | 12 |
| HPO | 32 | 320 | 76 | 141 | 6 | 18 | 67 | 146 | 38 | 86 | 143 | 7 |
| T-135-P | 0 | --- | 4 | 14 | 0 | --- | 225 | 87 | 0 | --- | 229 | 8 |
| T-135-O | 72 | 277 | 196 | 185 | 0 | --- | 22 | 16 | 72 | 109 | 218 | 8 |
| RG-100 | 10 | 100 | 22 | 55 | 0 | --- | 0 | --- | 10 | 100 | 22 | 5 |
| RG-110 | 112 | 170 | 530 | 199 | 0 | --- | 0 | --- | 112 | 170 | 530 | 19 |
| RG-144 | 122 | 244 | 326 | 181 | 9 | 35 | 82 | 95 | 131 | 172 | 408 | 15 |
| SX-14 | 0 | --- | 0 | --- | 5 | --- | 17 | 57 | 5 | --- | 17 | 5 |
| RG-244 | 66 | 75 | 327 | 96 | 8 | 40 | 115 | 192 | 74 | 69 | 487 | 10 |
| SX-24 | 0 | --- | 0 | --- | 8 | 40 | 48 | 60 | 8 | 40 | 48 | 6 |
| Visbestos | 111 | 135 | 593 | 143 | 0 | --- | 0 | --- | 111 | 135 | 593 | 14 |
| S-V | 320 | | 725 | | 0 | --- | 0 | --- | 320 | | 725 | |
| TOTAL | 3,919 | 122 | 17,071 | 140 | 719 | 88 | 3,164 | 102 | 4,638 | 115 | 20,235 | 13 |
| BUDGET | 3,220 | | 12,224 | | 820 | | 3,110 | | 4,040 | | 15,334 | |

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WM. C. THURBER

# SALES IN DOLLARS THROUGH MAY 1973

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | MAY | | YEAR TO DATE | | MAY | | YEAR TO DATE | | MAY | | YEAR TO DAT | |
| PRODUCT | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUD |
| SG-100 | 0 | --- | 27,450 | + | 0 | --- | 0 | --- | 0 | --- | 27,450 | 15 |
| SG-101 | 7,080 | 101 | 28,510 | 70 | 0 | --- | 0 | --- | 7,080 | 101 | 28,510 | 7 |
| SG-102 | 36,006 | 240 | 185,826 | 232 | 0 | --- | 0 | --- | 36,006 | 240 | 185,826 | 23 |
| SG-104 | 17,062 | 95 | 71,020 | 79 | 0 | --- | 0 | --- | 17,062 | 95 | 71,020 | 7 |
| Sub Total | 60,148 | 150 | 312,806 | 148 | 0 | --- | 0 | --- | 60,148 | 137 | 312,806 | 13 |
| SG-130 | 1,627 | 163 | 8,410 | 105 | 0 | --- | 0 | --- | 1,627 | 163 | 8,410 | 10 |
| SG-144 | 1,632 | + | 1,632 | + | 0 | --- | 0 | --- | 1,632 | + | 1,632 | + |
| SG-200 | 2,094 | + | 2,094 | + | 0 | --- | 4,275 | + | 2,094 | + | 6,369 | + |
| SG-210 | 41,422 | 138 | 155,344 | 143 | 0 | --- | 0 | --- | 41,422 | 138 | 155,344 | 14 |
| HPP | 22,605 | 138 | 82,886 | 101 | 38,971 | 156 | 166,128 | 148 | 61,576 | 150 | 249,014 | 12 |
| HPO | 3,781 | 189 | 10,640 | 152 | 0 | --- | 4,770 | 48 | 3,781 | 95 | 15,410 | 10 |
| T-135-P | 0 | --- | 470 | 9 | 45,000 | 500 | 72,653 | 173 | 45,000 | 450 | 73,123 | 15 |
| T-135-O | 8,370 | 167 | 43,104 | 172 | 7,344 | 122 | 10,771 | 43 | 15,714 | 143 | 53,875 | 10 |
| RG-100 | 0 | --- | 2,400 | 48 | 0 | --- | 0 | --- | 0 | --- | 2,400 | 4 |
| RG-110 | 6,789 | 170 | 41,341 | 207 | 0 | --- | 0 | --- | 6,789 | 170 | 41,341 | 20 |
| RG-144 | 17,694 | 111 | 77,381 | 184 | 1,906 | 64 | 12,570 | 84 | 19,600 | 178 | 89,951 | 15 |
| SX-14 | 0 | --- | 0 | --- | 363 | 7 | 2,884 | 32 | 363 | 7 | 2,884 | 3 |
| RG-244 | 65,662 | 94 | 314,071 | 94 | 19,544 | 163 | 90,122 | 188 | 85,206 | 104 | 404,193 | 10 |
| SX-24 | 0 | --- | 0 | --- | 19,000 | 190 | 42,300 | 85 | 19,000 | 190 | 42,300 | 8 |
| Visbestos | 3,769 | 132 | 21,583 | 125 | 0 | --- | 0 | --- | 3,769 | 132 | 21,583 | 12 |
| S-V | 12,080 | | 41,074 | | 0 | --- | 0 | --- | 12,080 | | 41,074 | |
| TOTAL | 247,673 | 130 | 1,116,046 | 124 | 132,128 | 174 | 406,473 | 124 | 379,801 | 143 | 1,522,519 | 12 |
| BUDGET | 190,000 | | 899,000 | | 76,000 | | 329,000 | | 266,000 | | 1,228,000 | |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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# SALES IN M# THROUGH MAY 1973

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | MAY | | YEAR TO DATE | | MAY | | YEAR TO DATE | | MAY | | YEAR TO DATE | |
| PRODUCT | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG |
| SG-100 | 0 | --- | 1,098 | + | 0 | --- | 0 | --- | 0 | --- | 1,098 | 13 |
| SG-101 | 236 | 84 | 1,074 | 65 | 0 | --- | 0 | --- | 236 | 84 | 1,074 | 6 |
| SG-102 | 1,500 | 250 | 7,743 | 242 | 0 | --- | 0 | --- | 1,500 | 250 | 7,743 | 24 |
| SG-104 | 761 | 95 | 3,161 | 79 | 0 | --- | 0 | --- | 761 | 95 | 3,161 | 7 |
| Sub Total | 2,497 | 149 | 13,076 | 148 | 0 | --- | 0 | --- | 2,497 | 134 | 13,076 | 13 |
| SG-130 | 46 | 177 | 247 | 119 | 0 | --- | 0 | --- | 46 | 177 | 247 | 11 |
| SG-144 | 27 | + | 27 | + | 0 | --- | 0 | --- | 27 | + | 27 | + |
| SG-200 | 51 | + | 51 | + | 0 | --- | 112 | + | 51 | + | 163 | + |
| SG-210 | 815 | 125 | 3,204 | 134 | 0 | --- | 0 | --- | 815 | 125 | 3,204 | 13 |
| HPP | 394 | 136 | 1,452 | 100 | 749 | 156 | 3,224 | 149 | 1,143 | 148 | 4,676 | 13 |
| HPO | 44 | 183 | 120 | 154 | 0 | --- | 67 | 40 | 44 | 76 | 187 | 7 |
| T-135-P | 0 | --- | 7 | 226 | 300 | 375 | 525 | 154 | 300 | 349 | 532 | 14 |
| T-135-O | 48 | 171 | 244 | 182 | 48 | 120 | 70 | 39 | 96 | 141 | 314 | 10 |
| RG-100 | 0 | --- | 22 | 44 | 0 | --- | 0 | --- | 0 | --- | 22 | 4 |
| RG-110 | 105 | 154 | 634 | 190 | 0 | --- | 0 | --- | 105 | 154 | 634 | 19 |
| RG-144 | 108 | 270 | 434 | 197 | 11 | 50 | 93 | 82 | 119 | 192 | 527 | 16 |
| SX-14 | 0 | --- | 0 | --- | 3 | 7 | 20 | 29 | 3 | 7 | 20 | 2 |
| RG-244 | 96 | 96 | 468 | 96 | 31 | 155 | 146 | 182 | 127 | 106 | 614 | 10 |
| SX-24 | 0 | --- | 0 | --- | 39 | 195 | 87 | 87 | 39 | 195 | 87 | 8 |
| Visbestos | 127 | 151 | 719 | 145 | 0 | --- | 0 | --- | 127 | 151 | 719 | 14 |
| S-V | 297 | | 1,022 | | 0 | --- | 0 | --- | 297 | | 1,022 | |
| TOTAL | 4,655 | 145 | 21,727 | 141 | 1,181 | 129 | 4,344 | 108 | 5,836 | 142 | 26,071 | 13 |
| BUDGET | 3,202 | | 15,426 | | 916 | | 4,026 | | 4,118 | | 19,452 | |

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SALES IN DOLLARS THROUGH JUNE 1973

JUL 2 3 1973
WM. C. THURBER

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | JUNE | | YEAR TO DATE | | JUNE | | YEAR TO DATE | | JUNE | | YEAR TO DATE | |
| PRODUCT | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG |
| SG-100 | 0 | --- | 27,450 | + | 0 | --- | 0 | --- | 0 | --- | 27,450 | 124 |
| SG-101 | 7,200 | 80 | 35,710 | 71 | 0 | --- | 0 | --- | 7,200 | 80 | 35,710 | 71 |
| SG-102 | 32,520 | 325 | 218,346 | 242 | 0 | --- | 0 | --- | 32,520 | 325 | 218,346 | 242 |
| SG-104 | 26,148 | 145 | 97,168 | 89 | 0 | --- | 0 | --- | 26,148 | 145 | 97,168 | 89 |
| S. Total | 65,868 | 178 | 378,674 | 152 | 0 | --- | 0 | --- | 65,868 | 160 | 378,674 | 140 |
| SG-130 | 128 | 6 | 8,538 | 85 | 0 | --- | 0 | --- | 128 | 6 | 8,538 | 85 |
| SG-144 | 0 | --- | 1,632 | + | 0 | --- | 0 | --- | 0 | --- | 1,632 | + |
| SG-200 | 0 | --- | 2,094 | + | 0 | --- | 4,275 | + | 0 | --- | 6,369 | + |
| SG-210 | 30,011 | 107 | 184,124 | 134 | 0 | --- | 0 | --- | 30,011 | 107 | 184,124 | 134 |
| HPP | 13,353 | 83 | 96,239 | 98 | 11,700 | 50 | 177,828 | 131 | 25,053 | 64 | 274,067 | 117 |
| HPO | 1,166 | 116 | 11,806 | 147 | 2,981 | 149 | 7,751 | 64 | 4,147 | 138 | 19,557 | 97 |
| T-135-P | 0 | --- | 470 | 7 | 0 | --- | 72,653 | 145 | 0 | --- | 73,123 | 130 |
| T-135-O | 10,216 | 204 | 53,320 | 177 | 408 | 6 | 11,179 | 36 | 10,624 | 96 | 64,499 | 105 |
| RG-100 | 2,400 | 240 | 4,800 | 80 | 0 | --- | 0 | --- | 2,400 | 240 | 4,800 | 80 |
| RG-110 | 964 | 24 | 42,305 | 176 | 0 | --- | 0 | --- | 964 | 24 | 42,305 | 176 |
| RG-144 | 11,827 | 147 | 89,208 | 178 | 7,704 | 256 | 20,274 | 112 | 19,531 | 177 | 109,482 | 161 |
| SX-14 | 0 | --- | 0 | --- | -11 | - | 2,873 | 31 | -11 | - | 2,873 | 31 |
| RG-244 | 62,266 | 83 | 376,337 | 91 | 32,185 | 268 | 122,307 | 203 | 94,451 | 108 | 498,644 | 105 |
| SX-24 | 0 | --- | 0 | --- | 0 | --- | 42,300 | 70 | 0 | --- | 42,300 | 70 |
| Visbestos | 5,136 | 154 | 26,719 | 132 | 0 | --- | 0 | --- | 5,136 | 154 | 26,719 | 132 |
| S-V | 21,100 | | 62,174 | | 0 | | 0 | | 21,100 | | 62,174 | |
| TOTAL | 224,435 | 115 | 1,338,440 | 122 | 54,967 | 80 | 461,440 | 116 | 279,402 | 106 | 1,799,880 | 120 |
| BUDGET | 195,000 | | 1,094,000 | | 68,000 | | 397,000 | | 263,000 | | 1,491,000 | |

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SALES IN M# THROUGH JUNE 1973

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | JUNE | | YEAR TO DATE | | JUNE | | YEAR TO DATE | | JUNE | | YEAR TO DATE | |
| PRODUCT | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG |
| SG-100 | 0 | --- | 1,098 | + | 0 | --- | 0 | --- | 0 | --- | 1,098 | 109 |
| SG-101 | 240 | 66 | 1,314 | 65 | 0 | --- | 0 | --- | 240 | 66 | 1,314 | 65 |
| SG-102 | 1,355 | 338 | 9,097 | 252 | 0 | --- | 0 | --- | 1,355 | 338 | 9,097 | 252 |
| SG-104 | 1,162 | 145 | 4,323 | 90 | 0 | --- | 0 | --- | 1,162 | 145 | 4,323 | 90 |
| S. Total | 2,757 | 176 | 15,832 | 152 | 0 | --- | 0 | --- | 2,757 | 158 | 15,832 | 138 |
| SG-130 | 2 | 3 | 249 | 95 | 0 | --- | 0 | --- | 2 | 3 | 249 | 95 |
| SG-144 | 0 | --- | 27 | + | 0 | --- | 0 | --- | 0 | --- | 27 | + |
| SG-200 | 0 | --- | 51 | + | 0 | --- | 112 | + | 0 | --- | 163 | + |
| SG-210 | 603 | 98 | 3,789 | 126 | 0 | --- | 0 | --- | 603 | 98 | 3,789 | 126 |
| HPP | 253 | 87 | 1,706 | 98 | 225 | 51 | 3,449 | 132 | 478 | 65 | 5,155 | 118 |
| HPO | 11 | 110 | 131 | 148 | 38 | 118 | 105 | 52 | 49 | 116 | 236 | 81 |
| T-135-P | 0 | --- | 4 | 10 | 0 | --- | 525 | 131 | 0 | --- | 529 | 120 |
| T-135-O | 54 | 207 | 299 | 186 | 2 | 5 | 72 | 32 | 56 | 84 | 371 | 97 |
| RG-100 | 24 | 240 | 46 | 76 | 0 | --- | 0 | --- | 24 | 240 | 46 | 76 |
| RG-110 | 10 | 15 | 644 | 161 | 0 | --- | 0 | --- | 10 | 15 | 644 | 161 |
| RG-144 | 57 | 142 | 491 | 188 | 65 | 295 | 157 | 120 | 122 | 196 | 648 | 166 |
| SX-14 | 0 | --- | 0 | --- | 0 | --- | 20 | 28 | 0 | --- | 20 | 28 |
| RG-244 | 93 | 83 | 561 | 93 | 53 | 265 | 199 | 199 | 146 | 110 | 76[illegible] | 108 |
| SX-24 | 0 | --- | 0 | --- | 0 | --- | 87 | 72 | 0 | --- | | 72 |
| Visbestos | 171 | 174 | 891 | 152 | 0 | --- | 0 | --- | 171 | 174 | | |
| S-V | 527 | | 1,549 | | 0 | --- | 0 | --- | 527 | | | |
| TOTAL | 4,562 | 143 | 26,270 | 141 | 383 | 47 | 4,726 | 97 | 4,945 | 1[illegible] | | |
| BUDGET | 3,182 | | 18,608 | | 814 | | 4,840 | | 3,996 | | | |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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Calidria asbestos SALES IN DOLLARS THROUGH JULY 1973

| PRODUCT | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | JULY | | YEAR TO DATE | | JULY | | YEAR TO DATE | | JULY | | YEAR TO DATE | |
| | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG | $ | % BUDG |
| SG-100 | 0 | --- | 27,450 | + | 0 | --- | 0 | --- | 0 | --- | 27,450 | 110 |
| SG-101 | 3,600 | 51 | 39,310 | 69 | 0 | --- | 0 | --- | 3,600 | 51 | 39,310 | 69 |
| SG-102 | 37,284 | 266 | 255,630 | 246 | 0 | --- | 0 | --- | 37,284 | 266 | 255,630 | 246 |
| SG-104 | 9,904 | 37 | 107,072 | 79 | 0 | --- | 0 | --- | 9,904 | 37 | 107,072 | 79 |
| S. Total | 50,788 | 106 | 429,462 | 145 | 0 | --- | 0 | --- | 50,788 | 100 | 429,462 | 134 |
| SG-130 | 2,895 | 145 | 11,433 | 95 | 0 | --- | 0 | --- | 2,895 | 145 | 11,433 | 95 |
| SG-144 | 0 | --- | 1,632 | + | 0 | --- | 0 | --- | 0 | --- | 1,632 | + |
| SG-200 | 0 | --- | 2,094 | + | 0 | --- | 4,275 | + | 0 | --- | 6,369 | + |
| AS-200 | 0 | --- | 0 | --- | 18,000 | + | 18,000 | + | 18,000 | + | 18,000 | + |
| SG-210 | 41,109 | 164 | 225,233 | 139 | 0 | --- | 0 | --- | 41,109 | 164 | 225,233 | 139 |
| HPP | 13,560 | 85 | 109,799 | 96 | 16,388 | 55 | 194,216 | 118 | 29,948 | 65 | 304,015 | 109 |
| HPO | 606 | 61 | 12,412 | 138 | 3,228 | 161 | 10,979 | 78 | 3,834 | 128 | 23,391 | 102 |
| T-135-P | 0 | --- | 470 | 7 | 0 | --- | 72,653 | 125 | 0 | --- | 73,123 | 112 |
| T-135-O | 6,768 | 135 | 60,088 | 172 | 5,888 | 98 | 17,067 | 46 | 12,656 | 115 | 77,155 | 124 |
| RG-100 | 0 | --- | 4,800 | 69 | 0 | --- | 0 | --- | 0 | --- | 4,800 | 69 |
| RG-110 | 7,930 | 198 | 50,235 | 179 | 6,170 | + | 6,170 | + | 14,100 | 353 | 56,405 | 201 |
| RG-144 | 10,112 | 126 | 99,320 | 171 | 4,751 | 119 | 25,025 | 114 | 14,863 | 124 | 124,345 | 155 |
| SX-14 | 0 | --- | 0 | --- | 4,975 | + | 7,696 | 86 | 4,975 | + | 7,696 | 86 |
| RG-244 | 79,031 | 132 | 455,368 | 97 | 9,628 | 80 | 131,935 | 183 | 88,659 | 123 | 587,303 | 108 |
| SX-24 | 0 | --- | 0 | --- | 29,206 | 292 | 71,506 | 72 | 29,206 | 292 | 71,506 | 72 |
| Visbestos | 2,850 | | 10,282 | | 0 | --- | 0 | --- | 2,850 | | 10,282 | |
| IMCO | 4,650 | 119 | 23,937 | 130 | 0 | --- | 0 | --- | 4,650 | 119 | 23,937 | 130 |
| S-V | 9,910 | | 40,390 | | 0 | --- | 0 | --- | 9,910 | | 40,390 | |
| NGSV | 2,800 | | 34,294 | | 0 | --- | 0 | --- | 2,800 | | 34,294 | |
| TOTAL | 233,009 | 124 | 1,571,249 | 123 | 98,234 | 131 | 559,674 | 119 | 331,243 | 126 | 2,131,443 | 122 |
| BUDGET | 188,000 | | 1,282,000 | | 75,000 | | 472,000 | | 263,000 | | 1,754,000 | |

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Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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Calidria ASBESTOS SALES IN M# THROUGH JULY

| | DOMESTIC | | | | EXPORT | | | | TOTAL | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | JULY | | YEAR TO DATE | | JULY | | YEAR TO DATE | | JULY | | YEAR TO DATE | |
| PRODUCT | M# | % BUDG | M# | % BUDG | M# | $ BUDG | M# | % BUDG | M# | % BUDG | M# | % BUDG |
| G-100 | 0 | --- | 1,098 | + | 0 | --- | 0 | --- | 0 | --- | 1,098 | 96 |
| G-101 | 120 | 43 | 1,434 | 63 | 0 | --- | 0 | --- | 120 | 43 | 1,434 | 63 |
| G-102 | 1,566 | 280 | 10,663 | 256 | 0 | --- | 0 | --- | 1,566 | 280 | 10,663 | 256 |
| G-104 | 440 | 37 | 4,763 | 79 | 0 | --- | 0 | --- | 440 | 37 | 4,763 | 79 |
| . Total | 2,126 | 104 | 17,958 | 144 | 0 | --- | 0 | --- | 2,126 | 98 | 17,958 | 132 |
| G-130 | 71 | 137 | 320 | 103 | 0 | --- | 0 | --- | 71 | 137 | 320 | 103 |
| G-144 | 0 | --- | 27 | + | 0 | --- | 0 | --- | 0 | --- | 27 | + |
| G-200 | 0 | --- | 51 | + | 0 | --- | 112 | + | 0 | --- | 163 | + |
| S-200 | 0 | --- | 0 | --- | 450 | + | 450 | + | 450 | + | 450 | + |
| G-210 | 818 | 151 | 4,607 | 130 | 0 | --- | 0 | --- | 818 | 151 | 4,607 | 130 |
| P | 240 | 86 | 1,946 | 96 | 310 | 53 | 3,759 | 118 | 550 | 64 | 5,705 | 110 |
| O | 6 | 60 | 137 | 140 | 54 | 159 | 159 | 68 | 60 | 136 | 296 | 89 |
| -135-P | 0 | --- | 4 | 9 | 0 | --- | 525 | 114 | 0 | --- | 529 | 105 |
| -135-O | 34 | 131 | 332 | 170 | 37 | 93 | 109 | 84 | 71 | 108 | 441 | 99 |
| G-100 | 0 | --- | 46 | 66 | 0 | --- | 0 | --- | 0 | --- | 46 | 66 |
| G-110 | 119 | 175 | 763 | 173 | 95 | + | 95 | + | 214 | 324 | 858 | 184 |
| G-144 | 49 | 123 | 539 | 180 | 37 | 142 | 194 | 124 | 86 | 130 | 733 | 161 |
| (-14 | 0 | --- | 0 | --- | 30 | + | 50 | + | 30 | + | 50 | 71 |
| G-244 | 120 | 136 | 682 | 99 | 16 | 80 | 215 | 179 | 136 | 126 | 897 | 111 |
| (-24 | 0 | --- | 0 | --- | 60 | 300 | 147 | 105 | 60 | 300 | 147 | 105 |
| sbestos | 95 | | 343 | | 0 | --- | 0 | --- | 95 | | 343 | |
| ICO | 150 | | 793 | | 0 | --- | 0 | --- | 150 | | 793 | |
| V | 245 | 140 | 1,007 | 150 | 0 | --- | 0 | --- | 245 | 140 | 1,007 | 150 |
| SV | 70 | | 857 | | 0 | --- | 0 | --- | 70 | | 857 | |
| TAL | 4,143 | 116 | 30,412 | 137 | 1,089 | 118 | 5,815 | 101 | 5,232 | 117 | 36,227 | 130 |
| DGET | 3,558 | | 22,166 | | 920 | | 5,760 | | 4,478 | | 27,926 | |

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

P. O. BOX 579, NIAGARA FALL

To Name: R. E. Byrne
Division: G. L. Dickson
Location: B. L. Ingalls
J. L. Myers
H. B. Rhodes
T. P. Norris
Copies to: W. C. Thurber
J. E. Walsh

Date May 14, 1974

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject Monthly Sales Summary

Attached is the sales report for April. In addition to setting a new record, there are some other things this month worth noting.

The export printout totals are somewhat larger than the typed front pa summary sheet. This is due to a mix-up last month which has been corrected. Year-to-date totals are accurate.

Approximately $41,000 worth of domestic invoices arrived at Marietta too late for processing in April. In order to keep our domestic total at the correct level of $248,000, sales were "assigned" to some floor tile companies. These will be "backed-out" next month and the late arriving April numbers will b added making May's year-to-date correct. This month, however, some customers to are less than they should be and some product totals are also deficient.

Objectives appear for the first time this month. Individual customers objectives and percent achieved are calculated in tons. Most totals, whether pr or customers are based on dollars. Please note that the objectives are expresse only in the year-to-date section. There is no "By Month" objectives on the repo

Some salesmen assignments on the report are erroneous. Please check t report and if you know of a mis-assigned customer, please let me know and I will endeavor to correct it this month.

A new method of distributing the report is being tried this month. Ea person on the distribution will receive only those reports which are pertinent t his responsibilities. The salesmen will only receive their individual salesmen printouts, the area managers will receive printouts from each of their salesmen plus the total summary and so on. Every one will, of course, receive the typed monthly and year-to-date summaries. Please let me know if this is not satisfact We are trying this method in order to eliminate the large amount of Xeroxing that has been done in previous months.

As always, your comments will be appreciated.

E. J. Kleber

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MAY 22 1974

EJK:mlv

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
ACL Doc 16471 · Page 91 of 198

# "CALIDRIA" ASBESTOS MONTHLY SALES SUMMARY

## APRIL 1974

| | DOMESTIC | | | EXPORT | | | TOTAL | | |
|---|---|---|---|---|---|---|---|---|---|
| PRODUCT | TONS | $M | % BUDG | TONS | $M | % BUDG | TONS | $M | % BUDG |
| SG-101 | 60 | 4 | 100 | ---- | ---- | ---- | 60 | 4 | 100 |
| SG-102 | 688 | 34 | 189 | ---- | ---- | ---- | 688 | 34 | 189 |
| SG-104 | 529 | 24 | 120 | ---- | ---- | ---- | 529 | 24 | 120 |
| S. Total | 1817 | 62 | 148 | ---- | ---- | ---- | 1817 | 62 | 148 |
| SG-130 | 1 | 0 | 0 | ---- | ---- | ---- | 1 | 0 | 0 |
| SG-200 | 1 | 0 | 0 | ---- | ---- | ---- | 1 | 0 | 0 |
| AS-200 | ---- | ---- | ---- | 225 | 18 | 200 | 225 | 18 | 200 |
| SG-210 | 321 | 34 | 85 | ---- | ---- | ---- | 321 | 34 | 85 |
| HPP | 126 | 14 | 78 | 483 | 53 | 147 | 609 | 67 | 124 |
| HPO | 17 | 2 | 100 | 92 | 11 | 367 | 109 | 13 | 260 |
| HPO-J | ---- | ---- | ---- | 0 | 0 | 0 | 0 | 0 | 0 |
| T-135-P | ---- | ---- | ---- | 75 | 26 | 217 | 75 | 26 | 217 |
| T-135-O | 8 | 3 | 100 | 0 | 0 | 0 | 8 | 3 | 100 |
| CG-135-O | 48 | 21 | 1050 | ---- | ---- | ---- | 48 | 21 | 1050 |
| RG-100 | 0 | 0 | 0 | ---- | ---- | ---- | 0 | 0 | 0 |
| RG-110 | 7 | 1 | 17 | 32 | 4 | 133 | 39 | 5 | 59 |
| RG-144 | 24 | 9 | 70 | 22 | 6 | 150 | 46 | 15 | 88 |
| SX-14 | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- |
| RG-244 | 56 | 71 | 113 | 60 | 73 | 235 | 116 | 144 | 153 |
| SX-24 | ---- | ---- | ---- | 0 | 0 | 0 | 0 | 0 | 0 |
| Visbestos | 103 | 7 | 350 | ---- | ---- | ---- | 103 | 7 | 350 |
| IMCO | 100 | 7 | 100 | ---- | ---- | ---- | 100 | 7 | 100 |
| CSV | 301 | 25 | 278 | ---- | ---- | ---- | 301 | 25 | 278 |
| NCSV | 0 | 0 | 0 | ---- | ---- | ---- | 0 | 0 | 0 |
| TOTAL | 2390 | 248 | 113 | 989 | 191 | 155 | 3379 | 439 | 128 |

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THROUGH APRIL, 1974

| | DOMESTIC | | | EXPORT | | | TOTAL | | |
|---|---|---|---|---|---|---|---|---|---|
| | TONS | $M | % BUDG | TONS | $M | % BUDG | TONS | $M | % BUDG |
| SG-101 | 240 | 14 | 96 | ---- | ---- | ---- | 240 | 14 | 96 |
| SG-102 | 1596 | 77 | 106 | ---- | ---- | ---- | 1596 | 77 | 106 |
| SG-104 | 1851 | 84 | 103 | ---- | ---- | ---- | 1851 | 84 | 103 |
| S. Total | 3687 | 175 | 104 | ---- | ---- | ---- | 3687 | 175 | 104 |
| SG-130 | 109 | 8 | 99 | ---- | ---- | ---- | 109 | 8 | 99 |
| SG-200 | 18 | 2 | 10 | ---- | ---- | ---- | 18 | 2 | 10 |
| AS-200 | ---- | ---- | ---- | 900 | 72 | 195 | 900 | 72 | 195 |
| SG-210 | 1401 | 143 | 89 | ---- | ---- | ---- | 1401 | 143 | 89 |
| HPP | 626 | 71 | 104 | 1843 | 201 | 140 | 2469 | 272 | 129 |
| HPO | 44 | 7 | 93 | 205 | 26 | 292 | 249 | 33 | 194 |
| HPO-J | ---- | ---- | ---- | 18 | 2 | 22 | 18 | 2 | 22 |
| T-135-P | ---- | ---- | ---- | 75 | 26 | 53 | 75 | 26 | 53 |
| T-135-O | 19 | 7 | 53 | 28 | 10 | 74 | 47 | 17 | 61 |
| CG-135-O | 48 | 21 | 263 | ---- | ---- | ---- | 48 | 21 | 263 |
| RG-100 | 1 | 0 | 0 | ---- | ---- | ---- | 1 | 0 | 0 |
| RG-110 | 107 | 14 | 55 | 160 | 21 | 149 | 267 | 35 | 87 |
| RG-144 | 127 | 46 | 87 | 106 | 28 | 173 | 233 | 74 | 107 |
| SX-14 | ---- | ---- | ---- | 28 | 7 | 75 | 28 | 7 | 75 |
| RG-244 | 194 | 258 | 103 | 159 | 189 | 151 | 353 | 447 | 118 |
| SX-24 | ---- | ---- | ---- | 44 | 46 | 66 | 44 | 46 | 66 |
| Visbestos | 194 | 13 | 189 | ---- | ---- | ---- | 194 | 13 | 189 |
| IMCO | 325 | 22 | 75 | ---- | ---- | ---- | 325 | 22 | 75 |
| CSV | 943 | 78 | 204 | ---- | ---- | ---- | 943 | 78 | 204 |
| NCSV | 12 | 1 | 10 | ---- | ---- | ---- | 12 | 1 | 10 |
| TOTAL | 7855 | 868 | 102 | 3566 | 628 | 127 | 11,421 | 1496 | 109 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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UC 149-2

UNION CARBIDE

**INTERNAL CORRESPONDENCE**

RECEI

JUL 23 19,

**METALS DIVISION** • P.O. BOX 579 - 4625 ROYAL AVE., NIAGARA FALLS, NEW

| | | | |
|---|---|---|---|
| To (Name) | Mr. R. L. Schult | Date | July 20, 1976 |
| Division | UCC - Metals Division | | |
| Location | 39th Floor<br>270 Park Avenue<br>New York, NY 10017 | Originating Dept. | "Calidria" Asbestos |
| | | Answering letter date | |
| Copy to | Messrs. R. E. Byrne, Jr.<br>H. B. Rhodes<br>W. C. Thurber<br>File | Subject | UDR Comments |

Through the efforts of a few of our west coast customers and associates, ably assisted on technical matters by Dr. H. B. Rhodes, the Presley Bill was enacted in the State of California. The Bill passed both legislative houses and became law automatically when Governor Brown failed to veto it. This Bill amends the Marks Bill, passed last year, which could have prohibited the use of RG-244 and other asbestos products in some sprayed formulations.

Asbestos sales through June were 97% of budgeted dollars but only 80% of budgeted tons, and the plant has been reduced from 21 to 15 shifts per week. Efforts are being concentrated on increasing volume sales to preclude excessive inventory build-up, but two of our markets are very depressed. Floor tile production is only 50-60% of capacity and there are no signs of improvement. Increased housing starts are not a reliable indicator for vinyl asbestos tile since they now include mobile homes. In addition, tile requirements lag housing starts by at least 6-9 months. Our sales for drilling mud are only 65% of budget in spite of indications and forecasts that the number of operating wells will reach earlier predictions. Several factors are adversely affecting our sales: wells are shallower, OSHA activity in Texas and Wyoming, competitive product from JM.

One bright note is that RG-244 sales are 147% of budget and through June they are equivalent to total 1975 sales. This and favorable plant variances have resulted in a net income for the asbestos SPU which is 160% of budget through June, and 79% of the annual budget.

John L. Myers

JLM:dal

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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# "CALIDRIA" ASBESTOS MONTHLY SALES SUMMARY

FOR 12/74

WCI

| PRODUCT | DOMESTIC TONS | DOMESTIC $M | DOMESTIC % BUDG (T) | DOMESTIC % BUDG ($) | EXPORT TONS | EXPORT $M | EXPORT % BUDG (T) | EXPORT % BUDG ($) | TOTAL TONS | TOTAL $M | TOTAL % BUDG (T) | TOTAL % BUDG ($) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| SG-101 | | | | | | | | | | | | |
| SG-102 | | | | | | | | | | | | |
| SG-104 | 553 | 32 | 123 | 133 | | | | | 553 | 32 | 123 | 133 |
| SG-130 | 14 | 1 | 54 | 50 | | | | | 14 | 1 | 54 | 50 |
| SG-200 | | | | | | | | | | | | |
| AS-200 | | | | | | | | | | | | |
| SG-210 | 241 | 30 | 60 | 75 | | | | | 241 | 30 | 60 | 75 |
| HPP | 21 | 4 | 14 | 25 | | | | | 21 | 4 | 4 | 8 |
| HPO | 27 | 4 | 225 | 200 | | | | | 27 | 4 | 117 | 133 |
| HPO-J | | | | | | | | | | | | |
| T-135-P | | | | | | | | | | | | |
| T-135-O | | | | | 22 | 10 | 244 | 250 | 22 | 10 | 105 | 143 |
| CG-135-P | 47 | 21 | 1175 | 1050 | | | | | 47 | 21 | 1175 | 1050 |
| CG-135-O | | | | | | | | | | | | |
| RG-100 | | | | | | | | | | | | |
| RG-110 | 3.60 | - | 6 | - | | | | | 3.60 | - | 4 | - |
| RG-144 | 11 | 4 | 28 | 29 | .09 | - | - | - | 11.09 | 4 | 19 | 27 |
| SX-14 | | | | | 1.98 | 1 | 40 | 100 | 1.98 | 1 | 40 | 100 |
| RG-244 | 24 | 31 | 50 | 46 | | | | | 24 | 31 | 33 | 30 |
| SX-24 | | | | | 1.73 | 2 | 8 | 9 | 1.73 | 2 | 8 | 9 |
| RG-600 | | | | | .07 | - | - | - | .07 | - | - | - |
| Visbestos | 64 | 5 | 213 | 250 | | | | | 64 | 5 | 213 | 250 |
| IMCO | 113 | 10 | 94 | 143 | | | | | 113 | 10 | 94 | 143 |
| CSV | 358 | 33 | 320 | 367 | | | | | 358 | 33 | 320 | 367 |
| NGSV | | | | | | | | | | | | |
| TOTAL | 1,477 | 176 | 73 | 76 | 26 | 13 | 4 | 10 | 1,503 | 188 | 57 | 57 |

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UC 149-L

UNION CARBIDE

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

P. O. BOX 579, NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. L. Myers
Division UCC Metals
Location Niagara Falls, NY 14302

Date May 22, 1975

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Messrs. T. P. Norris
W. C. Thurber
File

Subject

Attached are listings of our sales performance in the western states for 1972-1974, key prospects for the future, and comments on the prospects. These were submitted by Tom Norris in support of his conclusion that we would benefit substantially from having a full-time salesman, namely Tom Norris, in residence.

As you know, our three distributors in the area do a reasonable job of servicing existing business, but seem to lack the capability to generate new business. Tom would be better motivated and equipped to spend most of his time in developing new accounts and would be better able to oversee and coordinate the efforts of the distributors.

Our 1975 plan for that area is an ambitious one which has already benefited from Tom's focused attention and will, undoubtedly, progress even more rapidly as the location question is resolved.

Tom and I agree that optimism and prudence have been balanced in the list of prospects. We will probably not sell them all, but, by the same token, we probably have not uncovered them all. As new prospects are uncovered, our own man in the west would be situated to prosecute them with vigor. Our considered opinion is that we can anticipate an annual growth rate of about 11% with sales in 1980 of about $880M on the west coast.

I agree with Tom that we should strive to complete his move as rapidly as practicable. I recommend that he be established in the UCC office in either Los Angeles or San Francisco, with a slight preference for Los Angeles. If you concur, please take the necessary steps to implement his move.

R. E. Byrne, Jr.

REB:cjb
Attachments

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## SALES PERFORMANCE

| CUSTOMER | 1972 TONS | 1972 $M | 1973 TONS | 1973 $M | 1974 TONS | 1974 $M | 1975 TONS | 1975 $M | REMARKS |
|---|---|---|---|---|---|---|---|---|---|
| West Chemical | 158 | 10.0 | 265 | 18.1 | 185 | 13.0 | 200 | 18 | |
| Peck Mfg. | 0 | 0 | 0 | 0 | 0 | 0 | 60 | 6 | |
| H&C | 0 | 0 | 0 | 0 | 36 | 3.0 | 450 | 36 | |
| Asphalt Maint. | 2 | 0.2 | 2 | 0.2 | 0 | 0 | 0 | 0 | |
| Beadex | 12 | 1.1 | 2 | 0.2 | 4 | 0.6 | 0 | 0 | |
| Chemware | 0 | 0 | 1 | 0.1 | 0 | 0 | 0 | 0 | |
| Custom Coating | 10 | 1.1 | 1 | 0.1 | 0 | 0 | 0 | 0 | H&C |
| Gilsonite | 0 | 0 | 20 | 2.1 | 0 | 0 | 0 | 0 | H&C |
| H&C | 0 | 0 | 282 | 27.3 | 878 | 92.0 | 1,000 | 131 | |
| Intercoastal | 73 | 6.6 | 84 | 8.2 | 0 | 0 | 0 | 0 | H&C |
| James Lee | 0 | 0 | 8 | 0.9 | 0 | 0 | 0 | 0 | Closed |
| Kaiser Gypsum | 21 | 2.1 | 26 | 2.6 | 11 | 1.0 | 10 | 1 | Disc. |
| " " | 6 | 0.6 | 9 | 1.0 | 7 | 1.0 | 0 | 0 | " |
| " " | 36 | 3.2 | 58 | 5.5 | 0 | 0 | 0 | 0 | " |
| M&B Products | 3 | 0.3 | 0 | 0 | 0 | 0 | 0 | 0 | Closed |
| National Gyp. | 109 | 9.8 | 54 | 5.5 | 0 | 0 | 0 | 0 | H&C |
| Norris P&V | 21 | 2.1 | 15 | 1.4 | 13 | 1.0 | 10 | 1 | |
| Paco | 87 | 7.8 | 42 | 4.0 | 0 | 0 | 0 | 0 | H&C |
| Mud Corporation | 0 | 0 | 0 | 0 | 11 | 1.0 | 0 | 0 | Closed |
| Rich Tex | 68 | 6.8 | 73 | 7.2 | 21 | 2.0 | 20 | 2 | |
| U.S. Gypsum | 563 | 50.7 | 330 | 30.9 | 0 | 0 | 0 | 0 | H&C |
| H&C | 3 | 0.3 | 8 | 1.4 | 13 | 2.0 | 100 | 13 | |
| H&C | 0 | 0 | 30 | 3.7 | 25 | 3.0 | 150 | 22 | |
| Republic | 0 | 0 | 0 | 0 | 32 | 5.0 | 27 | 4 | |
| H&C | 0 | 0 | 2 | 0.5 | 0 | 0 | 0 | 0 | |
| H&C | 0 | 0 | 30 | 9.3 | 18 | 7.0 | 275 | 139 | |
| U.S. Gypsum | 35 | 10.0 | 6 | 1.6 | 0 | 0 | 0 | 0 | |
| H&C | 0 | 0 | 0 | 0 | 169 | 75.0 | 0 | 0 | |
| Major Paint | 40 | 16.0 | 13 | 5.2 | 87 | 38.0 | 75 | 30 | |
| Daubert-Dock | 206 | 25.0 | 127 | 15.3 | 0 | 0 | 0 | 0 | |
| Daubert, CA | 0 | 0 | 8 | 1.1 | 0 | 0 | 0 | 0 | |
| H&C | 26 | 2.7 | 37 | 4.0 | 32 | 4.0 | 70 | 10 | |
| Phil Dostal | 2 | 0.8 | 3 | 1.3 | 0 | 0 | 4 | 2 | |
| H&C | 26 | 5.7 | 39 | 8.5 | 32 | 8.0 | 42 | 18 | |
| Steele & Son | 1 | 0.8 | 4 | 1.6 | 0 | 0 | 0 | 0 | |
| West Chemical | 0 | 0.2 | 1 | 0.3 | 5 | 1.0 | 0 | 0 | |
| Broadway Metal | 0 | 0 | 1 | 1.1 | 0 | 0 | 0 | 0 | |
| H&C | 71 | 75.0 | 24 | 26.0 | 29 | 31.0 | 60 | 75 | |
| Hastings | 2 | 3.5 | 6 | 10.6 | 4 | 9.0 | 4 | 9 | |
| West Chemical | 0 | 0.4 | 1 | 1.7 | 1 | 1.0 | 0 | 0 | |
| Kinetics | 0 | 0 | 0 | 0 | 3 | 2.0 | 3 | 4 | |
| H&C, Vancouver | 0 | 0 | 0 | 0 | 3 | 3.0 | 0 | 0 | |
| | 1,581 | 242.8 | 1,612 | 208.5 | 1,619 | 303.6 | 2,560 | 521 | |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Letter...
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# PROSPECT LIST

| PRODUCT | COMPETITION | APPLICATION | CUSTOMER | LOCATION | TONS | $M |
|---|---|---|---|---|---|---|
| HPO | 7RF3 | Polybutene Tapes | Mobil Trim | California | 1,000 | 130.0 |
| | 7TF1 | | Elixir Industries | Georgia | 1,000 | 130.0 |
| | 7TF1 | | Elixir Industries | Indiana | 600 | 78.0 |
| | | Oil & Butyl Caulks | DAP | California | 100 | 15.0 |
| | | Adhesives, Sealers, Roof Coatings | W. W. Henry Co. | California<br>Ohio<br>Illinois | 400 | 60.0 |
| HPO-HPP | 7MF5 | Asphaltic Emulsion Driveway Coatings | Sim J. Harris | California | 100 | 15.0 |
| HPO-RG-110 | 7M | Roof Coatings | Gibson-Homans | California | 360 | 54.0 |
| | | | Asphalt Products | California | 100 | 15.0 |
| HPP | 7M | Driveway Coatings | Bay Slurry Seal | California | 200 | 28.0 |
| SG-130 | | Asphalt Topping | Santa Maria Public Airport | California | 30 | 3.0 |
| " | 7R05 | Driveway Coatings | Douglas Oil | California | 100 | 9.0 |
| SG-130 - HPO - SG-210 | | Adhesives, Roof Coatings | Flintkote Company plus various | California | 600 | 70.0 |
| RG-244 | Cabot M 5 | Polyesters | American Cyanamid | California | 10 | 16.6 |
| | | | Reichhold 3 plants | California | 100 | 136.0 |
| | | | Cargill | California | 20 | 33.2 |
| | | | Marco | California | 20 | 33.2 |
| | | | Ashland | California | 20 | 33.2 |
| | | | Silmar | California | 20 | 33.2 |
| | | | Alpha | California | 20 | 33.2 |
| | | | | | 4,800 | 925.6 |

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# COMMENTS ON PROSPECT LIST

## Gibson-Homans

They would like a local source on the west coast, and not be dependent on cross-country, 3,000-mile rail service. They have purchased pallet sample of HPO - RG-110 for evaluation. Provided we can replace their longer fiber and be competitive, we would expect to maintain this business.

## DAP

HPO is going into a new revised line of caulks, both oil-base and butyl. They have made up samples which have passed their rigid quality control standards, with the exception of the butyl caulk. In this grade, the HPO shows poor slump and they are currently trying to overcome this problem. In the meantime, they have purchased 65 tons of HPO for extended production runs at their Baltimore and Dayton plants.

## Sim J. Harris

If we can solve their mixing problems, the potential for 100 tons of HPP is realistic; if not, HPO samples have been sent as a means to overcome problems and same the business potential. In the meantime, they have gone back to the Canadian fiber.

## Bay Slurry Seal

They have tested HPP, can disperse the pellets, and are now awaiting installation of a screw conveyer prior to ordering. Potential here is around 200 tons of HPP at a quoted price of $130 per ton, FOB King City.

## Santa Maria

Their project is an asphalt topping compound for resurfacing existing asphalt roads or runways. A trial has indicated that SG-130 will work and this could open a new application field for our products. Bids have been let and we should know soon.

## Asphalt Products

They have evaluated the HPO - RG-110 versus 7M and found it takes about 25% more of our grades than existing formulations now use. We would have to work closely here and offer them technical service to get this business.

## Douglas Oil

They are attempting to equate SG-130 with 7R05 on a pound-for-pound basis. Their desire is to have us as a second source. To date, his tests indicate we are not a pound-for-pound replacement in all formulations. Testing will continue.

## W. W. Henry

Although this represents a large potential, they are known in the trade as being extremely tough to sell. Close and continued follow-up is necessary.

Flintkote

We have just begun sampling them with SG-130, SG-210, and HPO. It is hoped that one or two of these grades will work in their varied applications. They do enjoy a 10% intermine discount with their various suppliers and so we must plan on being competitive as well as having success in their R&D labs. Continued follow-up is required.

Mobil Trim and Elixir Industries

They are strong potentials because of the strike, and the fact that we are quoting an off-schedule price of $130 per ton on HPO to get the business. The California location has ordered a T/L and is currently running various trials to perfect their formulation. Both the Indiana and Georgia locations have also received 800-pound samples for evaluation. On 5/14, the Indiana plant ordered 1,600 pounds for an extended run. Provided we remain competitive, and they can replace the longer Canadian fiber, we would expect to retain this business once the strike ends.

Polyester Producers

They all appear to be waiting for each other to make the first move using RG-244. They are really gun-shy. What is necessary is for one to break the ice and the others will slowly and perhaps reluctantly follow. Silmar has produced a few drums and has sampled several customers with five-gallon samples of a new resin containing RG-244. Cargill, since the recent faborable dust count, has also sampled various customers with five-gallon samples of resin containing RG-244. American Cyanamid appears to be hung up on toxicology at their eastern headquarters and are reluctant to authorize its use on the west coast.

Reichhold

Latest report from Reichhold indicates that to date nothing has been started. Bob Walker apologized for their slowness but claims more pressing problems have been occupying his time. He said his sales and marketing people do not want to push a resin containing RG-244, and that this is an internal bottleneck he must first address himself,too. He may just bypass the Seattle plant altogether and attempt to get something started at their Azusa plant, but he quickly pointed out it would not happen soon.

Marco Chemical

Had a pleasant luncheon with Cal Hall last week. He was greatly impressed with their potential savings of about 1¢/lb. on their resin cost, and promised to get back with their Linden people.

Alpha Chemical

They requested 70 pounds of RG-244 to run a trial. With the successful sales in their Florida location, it is hoped some of their goodwill will rub off at their Perris, CA plant.

Ashland

Progress at Ashland is dismal. Fred Fox, Technical Director, has retired. George Wolf appears negative to ever using RG-244. Joint sales calls are planned at their Columbus, OH headquarters to determine what, if anything, we are doing wrong.

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION — 4625 ROYAL AVE., P.O. BOX 67, NIAGARA FALLS, NEW YORK 14302

To: Mr. W. C. Thurber
Metals Division
UCC
New York, NY

Date: July 29, 1975

Originating Dept. — TECHNOLOGY DEPARTMENT

Answering letter date

Subject: "Calidria" Asbestos - Marketing
1975 Domestic Customer Size Analysis (numbers through April multiplied by 3)

cc: Messrs. R. E. Byrne, Jr.
T. P. Norris
R. L. Schult
J. E. Walsh
NF - File
KC - File

Per your request, the tables below summarize size analyses of our domestic customers by sales dollars and by tons.

| 1975 Purchases, $ | Customers No. | Customers % Total | NIFS Represented $M | NIFS Represented % Total |
|---|---|---|---|---|
| <1,000 | 61 | 27.1 | 26.5 | 1.1 |
| 1-2,000 | 38 | 16.9 | 47.5 | 1.9 |
| 2-5,000 | 42 | 18.7 | 120.2 | 4.9 |
| 5-10,000 | 22 | 9.8 | 151.3 | 6.2 |
| 10-25,000 | 38 | 16.9 | 578.1 | 23.5 |
| 25-50,000 | 16 | 7.1 | 537.3 | 21.8 |
| 50-100,000 | 5 | 2.2 | 387.1 | 15.8 |
| 100-200,000 | 1 | .4 | 112.2 | 4.6 |
| >200,000 | 2 | .9 | 494.5 | 20.1 |
| | 225 | 100.0 | 2454.7 | 100.0 |

| 1975 Purchases, Tons | Customers No. | Customers % Total | NIFS Represented $M | NIFS Represented % Total |
|---|---|---|---|---|
| <0.5 | 30 | 13.3 | 9.2 | .4 |
| 0.5-1 | 35 | 15.6 | 33.7 | 1.4 |
| 1-5 | 70 | 31.1 | 158.1 | 6.4 |
| 5-50 | 50 | 22.2 | 656.7 | 26.8 |
| 50-250 | 28 | 12.4 | 510.0 | 20.8 |
| 250-500 | 6 | 2.7 | 226.4 | 9.2 |
| 500-1500 | 2 | .9 | 155.5 | 6.3 |
| >1500 | 4 | 1.8 | 705.1 | 28.7 |
| | 225 | 100.0 | 2454.7 | 100.0 |

Please advise if you have any questions.

John L. Myers

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION — 4625 ROYAL AVE., P. O. BOX 878, NIAGARA FALLS, NEW YORK 14302

Mr. W. C. Thurber
Metals Division
UCC
New York, NY

Date: July 29, 1975

Originating Dept. - TECHNOLOGY DEPARTMENT

Answering letter date:

Subject: "Calidria" Asbestos - Marketing
1974 Domestic Customer Size Analysis

Messrs. R. E. Byrne, Jr.
T. P. Norris
R. L. Schult
J. E. Walsh
NF - File
KC - File

Per your request, the tables below summarize size analyses of our domestic customers by sales dollars and by tons.

| 1974 Purchases, $ | Customers No. | Customers % Total | NIFS Represented $M | NIFS Represented % Total |
|---|---|---|---|---|
| <1,000 | 233 | 56.8 | 73.1 | 3.0 |
| 1-2,000 | 37 | 9.0 | 54.1 | 2.2 |
| 2-5,000 | 58 | 14.2 | 190.5 | 7.8 |
| 5-10,000 | 31 | 7.6 | 232.8 | 9.6 |
| 10-25,000 | 28 | 6.8 | 439.4 | 18.1 |
| 25-50,000 | 14 | 3.4 | 507.0 | 20.9 |
| 50-100,000 | 7 | 1.7 | 469.8 | 19.3 |
| 100-200,000 | 0 | - | - | - |
| >200,000 | 2 | .5 | 462.9 | 19.1 |
| | 410 | 100.0 | 2429.6 | 100.0 |

| 1974 Purchases, Tons | Customers No. | Customers % Total | NIFS Represented $M | NIFS Represented % Total |
|---|---|---|---|---|
| <0.5 | 141 | 34.4 | 29.2 | 1.2 |
| 0.5-1 | 63 | 15.4 | 35.2 | 1.4 |
| 1-5 | 82 | 20.0 | 140.5 | 5.8 |
| 5-50 | 83 | 20.3 | 881.9 | 36.3 |
| 50-250 | 30 | 7.3 | 449.4 | 18.5 |
| 250-500 | 5 | 1.2 | 174.5 | 7.2 |
| 500-1500 | 3 | .7 | 173.8 | 7.2 |
| >1500 | 3 | .7 | 545.1 | 22.4 |
| | 410 | 100.0 | 2429.6 | 100.0 |

Please advise if you have any questions.

John L. Myers
/pcr


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UC 1332

INTERNAL CORRESPONDENCE

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FEB 20 1976

METALS DIVISION

• 4915 ROYAL AVE. P.O. BOX 849, NIAGARA FALLS

To (Name) Messrs. R. E. Byrne, Jr.
G. L. Dickson
E. J. Kleber
T. P. Norris
J. E. Walsh

Division

Location

Copy to Messrs. B. L. Ingalls
H. B. Rhodes
R. L. Schult
W. C. Thurber
KC - File
File

Date February 18, 1976

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject 1975 Sales Results

Attached is the final sales report summary for 1975. This was a year of mixed blessings, emotions, responsibilities, happenings, etc., etc., etc.

Congratulations on a very successful year. Domestic sales were 105% of budget with two of our best products, RG-144 and RG-244, at 114% and 105%, respectively.

Export sales were a dismal 50% of budget and really hurt our overall performance. If we had been able to supply during the strike, rather than divert most of our production to domestic customers, we would have had a great year. Our RG-244/SX-24 problems toward the end of the year also hurt as we were some 70 tons behind on shipments to WRG.

To make 1976 a success and keep "Calidria" going in the future, we must sell a lot more RG-244 and develop some RG-600 sales (you may have heard this once or twice before). Needless to say, your efforts should be directed to this end.

Thanks again for the good performance and I'll try to do better on export this year.

John L. Myers

JLM:dal
Attach.

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...
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## "CALIDRIA" ASBESTOS MONTHLY SALES SUMMARY FOR Dec. 1975

| | DOMESTIC | | % Budget | | EXPORT | | % Budget | | TOTAL | | % Budget | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Product | Tons | $M | (T) | ($) | Tons | $M | (T) | ($) | Tons | $M | (T) | ($) |
| ;G-100 | - | - | - | - | 188 | 15 | - | - | 188 | 15 | - | - |
| ;G-101 | - | - | - | - | - | - | - | - | - | - | - | - |
| ;G-102 | 130 | 11 | 22 | 28 | 130 | 11 | - | - | 130 | 11 | 22 | 28 |
| ;G-103 | - | - | - | - | - | - | - | - | - | - | - | - |
| ;G-104 | 785 | 57 | 181 | 219 | - | - | - | - | 785 | 57 | 181 | 219 |
| ;G-144 | - | - | - | - | - | - | - | - | - | - | - | - |
| ;G-130 | 13 | 1 | 38 | 33 | - | - | - | - | 13 | 1 | 38 | 33 |
| \S-200 | - | - | - | - | 113 | 11 | 68 | 65 | 113 | 11 | 68 | 65 |
| ;G-200 | - | - | - | - | - | - | - | - | - | - | - | - |
| ;G-210 | 201 | 29 | 60 | 66 | 1 | - | - | - | 202 | 29 | 60 | 66 |
| ;G-225 | - | - | - | - | - | - | - | - | - | - | - | - |
| IPP | - | - | - | - | 113 | 14 | 33 | 34 | 113 | 14 | 28 | 28 |
| IPO | 310 | 46 | 2583 | 1533 | 18 | 3 | 53 | 60 | 328 | 49 | 713 | 612 |
| IPO-J | (27) | (3) | - | - | - | - | - | - | (27) | (3) | - | - |
| '-135-P | - | - | - | - | - | - | - | - | - | - | - | - |
| '-135-0 | - | 3 | - | 11 | - | - | - | - | - | 3 | - | 9 |
| ;G-135-P | 51 | 7 | - | - | - | - | - | - | 51 | 7 | - | - |
| !G-100 | - | - | - | - | - | - | - | - | - | - | - | - |
| !G-110 | 17 | 2 | 44 | 29 | - | - | - | - | 17 | 2 | 29 | 18 |
| !G-144 | 54 | 20 | 129 | 100 | 25 | 8 | 104 | 114 | 79 | 28 | 120 | 104 |
| ;X-14 | - | - | - | - | - | - | - | - | - | - | - | - |
| !G-244 | 42 | 77 | 100 | 122 | 23 | 35 | 55 | 61 | 65 | 112 | 77 | 93 |
| ;X-24 | - | - | - | - | 2 | 3 | 10 | 12 | 2 | 3 | 10 | 12 |
| ırcovis | - | - | - | - | | | | | | | | |
| 'isbestos | - | - | - | - | | | | | | | | |
| ;SV | 472 | 49 | 236 | 272 | TOTAL MONTELLO | | | | 612 | 63 | 193 | 210 |
| ;IMC | 140 | 14 | 187 | 200 | | | | | | | | |
| IGSV | - | - | - | - | | | | | | | | |
| !G-444 | (13) | (2) | - | - | - | - | - | - | (13) | (2) | - | - |
| OTAL | 2175 | 312 | 105 | 110 | 483 | 89 | 67 | 49 | 2658 | 401 | 96 | 86 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...
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# "CALIDRIA" ASBESTOS YEAR TO DATE SALES SUMMARY THROUGH Dec. 1975

| | DOMESTIC | | % Budget | | EXPORT | | % Budget | | TOTAL | | % Budget | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Product | Tons | $M | (T) | ($) | Tons | $M | (T) | ($) | Tons | $M | (T) | ($) |
| G-100 | - | - | - | - | 673 | 50 | - | - | 673 | 50 | - | - |
| G-101 | 1836 | 128 | 170 | 169 | - | - | - | - | 1836 | 128 | 170 | 169 |
| G-102 | 1890 | 127 | 27 | 27 | 745 | 51 | - | - | 2635 | 178 | 38 | 38 |
| G-103 | 127 | 8 | - | - | - | - | - | - | 127 | 8 | - | - |
| G-104 | 6564 | 401 | 126 | 133 | 91 | 6 | - | - | 6655 | 407 | 128 | 135 |
| G-144 | 40 | 3 | - | - | - | - | - | - | 40 | 3 | - | - |
| G-130 | 461 | 38 | 125 | 116 | 74 | 7 | - | - | 535 | 45 | 145 | 136 |
| S-200 | - | - | - | - | 760 | 72 | 38 | 37 | 760 | 72 | 38 | 37 |
| G-200 | 278 | 23 | - | - | - | - | - | - | 278 | 23 | - | - |
| G-210 | 3926 | 518 | 98 | 100 | 60 | 8 | - | - | 3986 | 526 | 100 | 101 |
| G-225 | 492 | 56 | - | - | - | - | - | - | 492 | 56 | - | - |
| PP | 136 | 18 | 18 | 16 | 1500 | 180 | 45 | 45 | 1636 | 198 | 40 | 39 |
| PO | 2182 | 332 | 1515 | 1328 | 224 | 32 | 57 | 55 | 2406 | 364 | 450 | 438 |
| PO-J | - | - | - | - | - | - | - | - | - | - | - | - |
| -135-P | - | - | - | - | 220 | 101 | 55 | 55 | 220 | 101 | 55 | 55 |
| -135-0 | 225 | 124 | 32 | 37 | 6 | 4 | 6 | 7 | 231 | 128 | 29 | 33 |
| 3-135-P | 108 | 15 | - | - | - | - | - | - | 108 | 15 | - | - |
| 3-100 | 2 | 1 | 3 | 6 | - | - | - | - | 2 | 1 | 3 | 6 |
| 3-110 | 876 | 138 | 191 | 187 | 199 | 32 | 83 | 83 | 1075 | 170 | 154 | 152 |
| 3-144 | 672 | 263 | 134 | 114 | 149 | 46 | 74 | 79 | 821 | 309 | 117 | 107 |
| (-14 | - | - | - | - | 44 | 13 | 22 | 25 | 44 | 13 | 22 | 25 |
| 3-244 | 474 | 788 | 95 | 105 | 106 | 153 | 30 | 32 | 580 | 941 | 68 | 77 |
| (-24 | - | - | - | - | 134 | 155 | 56 | 54 | 134 | 155 | 56 | 54 |
| covis | 9 | 4 | - | - | | | | | | | | |
| isbestos | 199 | 16 | 88 | 100 | | | | | | | | |
| V | 3784 | 355 | 158 | 164 | TOTAL MONTELLO | | | | 4807 | 448 | 126 | 131 |
| MC | 833 | 76 | 93 | 94 | | | | | | | | |
| SV | (18) | (3) | - | - | | | | | | | | |
| TAL | 25096 | 3432 | 102 | 105 | 4985 | 910 | 66 | 50 | 30081 | 4342 | 94 | 85 |

UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

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

To (Name) Mr. W. C. Thurber
Division UCC - Metals Division
Location 38th Floor
270 Park Avenue
New York, NY 10017

Date May 6, 1976

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject April Sales

Copy to Messrs. R. E. Byrne, Jr.
F. H. Larrison
H. B. Rhodes
R. L. Schult
File

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Attached is a comparison of unofficial April sales figures with first quarter actual and 2Q Forecast II monthly averages.

Export sales were $20M above Forecast II and domestic sales were $54M below. Uvalde took one less car of SG-104 than expected and Winburn will not take a car until June. The two main short falls were Montello and RG-244. Montello was $41M under budget and Ken Campbell sees no sign of improvement. Their phone isn't ringing for other materials and business is just down, not lost to others. Export sales are also nil and he does not know the reason-unless the whole world is waiting on a change in U.S. Policy and the November election.

RG-244 sales were limited by availability of product, as we had orders for over $50,000 Domestic and $60,000 Export which could not be shipped as requested. The attached sheets summarize the status of SX-24/RG-244 orders and shipments.

John L. Myers

JLM:dal
Attachs.

# "Calidria" Sales - 1976

| | Actual 16 Mo. Ave | | Fcst II 20 mo. Ave | | April | | Actual MAY | | June | |
|---|---|---|---|---|---|---|---|---|---|---|
| Domestic | T | $M | T | $M | T | $M | T | $M | T | $M |
| SG-102 | 87 | 8 | 65 | 6 | 195 | 18 | | | | |
| -103 | 0 | 0 | 137 | 13 | 0 | 0 | | | | |
| -104 | 542 | 40 | 823 | 58 | 627 | 46 | | | | |
| -130 | 20 | 2 | 20 | 2 | 0 | 0 | | | | |
| -200 | 60 | 6 | 40 | 4 | 0 | 0 | | | | |
| -210 | 227 | 34 | 147 | 22 | 173 | 26 | | | | |
| HPP | 5 | 1 | 32 | 4 | 2 | - | | | | |
| HPO | 196 | 30 | 201 | 30 | 332 | 51 | | | | |
| T-135-0 | 2 | 2 | 5 | 3 | 12 | 7 | | | | |
| RG-100 | - | - | 0 | 0 | 3 | 1 | | | | |
| -110 | 57 | 9 | 57 | 9 | 5 | 1 | | | | |
| -144 | 49 | 20 | 39 | 14 | 84 | 33 | | | | |
| -244 | 52 | 91 | 56 | 101 | 41 | 73 | | | | |
| Vis6 | 20 | 2 | 20 | 2 | | | | | | |
| CSV | 336 | 37 | 333 | 36 | 79 | 8 | | | | |
| SHUR | 100 | 11 | 100 | 11 | | | | | | |
| CG-135-P | 0 | 0 | 17 | 3 | 0 | 0 | | | | |
| TOTAL DOM. | 1753 | 293 | 2092 | 318 | 1553 | 264 | | | | |
| EXPORT | | | | | | | | | | |
| SG-100 | 81 | 7 | 60 | 5 | 169 | 15 | | | 0 | |
| SG-130 | 25 | 3 | 0 | 0 | 0 | 0 | | | 0 | |
| AS-200 | 75 | 8 | 80 | 8 | 169 | 17 | | | 2 | |
| HPP | 213 | 27 | 154 | 20 | 244 | 32 | | | 22 | |
| HPO | 6654 | 8 10 | 29 | 4 | 46 | 7 | | | 37 | |
| T-135-P | 13 | 6 | 13 | 6 | 16 | 8 | | | 3C | |
| RG-110 | 45 | 8 | 33 | 6 | 33 | 6 | | | | |
| 144 | 22 | 8 | 9 | 3 | 0 | 0 | | | | |
| SX-14 | 16 | 5 | 10 | 3 | 23 | 7 | | | | |
| RG-244 | 23 | 37 | 10 | 16 | 9 | 14 | | | | |
| SX-24 | 57 | 70 | 46 | 57 | 37 | 48 | | | | |
| | | Less | Credit | for | WRG | — | - 6 | | | |
| TOTAL EXP | 636 | 189 | 444 | 128 | 746 | 148 | | | | |
| TOTAL | 2389 | 482 | 2536 | 446 | 2299 | 412 | | | | |
| Forecast II | | | | | | | 2536 | 445 | 2542 | 451 |
| % Budget To Date | → | | | | 84 | 101 | | | | |
| | | | | | | | | | JLM | |

# RG-244 Domestic Status

5/5/76

| Date Ent. | Order No. | For shpmt | Customer | Loc. | lbs. | Value | Cumulative lbs. | Cumulative Value | Remarks |
|---|---|---|---|---|---|---|---|---|---|
| 4/2 | 14466 | ASAP | Tech. Prod. | OH | 20800 | 14227 | | 14227 | [illegible] 5/19 |
| 4/19 | 37650 | " | Allied Resin | MA | 12000 | 9828 | | 24055 | [illegible] 5/19 |
| 4/21 | 1524031 | " | Amsco | KAN | 10400 | 7114 | | 31169 | Shipped 5/6 |
| 4 | 01196 | " | Thermoset | IN | 800 | 920 | | 32089 | ✓ |
| 4 | 8260 | " | Prairie | IL | 400 | 500 | | 32589 | ✓ |
| 4 | 3900 | " | Roart | MN | 400 | 500 | | 33089 | ✓ |
| 4/28 | 93826 | " | Hatco | FL | 7000 | 6370 | | 39459 | Ship 5/6 |
| 4/30 | 6915 | " | Whittaker | NC | 7000 | 6370 | | 45829 | Ship 5/6 |
| 5/3 | 2K12007 | " | OCF | SC | 7000 | 6370 | | 52199 | " 5/5 " |
| — | — | June | Intl Paint | NJ | 2400 | 2520 | | 54719 | |
| 5/5 | — | ASAP | Harwick | OH | 2000 | 2070 | 70,200 | 56789 | ✓ |
| — | Warehouse | | - Hammond | | 11600 | — | | — | Shipped 4/26 |
| — | | " | - Finderne | | 12000 | — | | — | Ship 5/6 |
| — | | " | - Atlanta | | 4800 | — | | — | |
| — | | " | - Houston | | 2400 | — | 101000 | — | |

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# SX-24/RG-244 Export Status 5/5/76

| Date Ent. | Order No. | For Shpmt | Cust. | Location | lbs. | Value | Cumulative lbs | Cumulative $ | |
|---|---|---|---|---|---|---|---|---|---|
| 2/12 | 8626 | 3 | TEC | Osaka | 9200 | 6992 | 9200 | 6992 | |
| 2/20 | 8630 | 3/12 | Ciba | Brazil | 2400 | 2321 | 11600 | 9313 | Letter of Credit expired before |
| 3/1 | 8632 | 3/15 | Resana | " | 13200 | 12767 | 24800 | 22080 | RG-244 was available |
| 3/15 | 8638-2 | 4 | TEC | Tokyo | 9200 | 6992 | 34000 | 29072 | |
| 3/16 | 8648 | ASAP | UCAL | Sydney | 4600 | 4105 | 38600 | 33177 | shipped |
| 3/30 | 8652 | ASAP | UCAL | Sydney | 9200 | 8210 | 47800 | 41387 | shipped 5/17 |
| 4/9 | 8656 | May | TEC | Tokyo | 9200 | 6992 | 57000 | 48379 | |
| 4/13 | 8658 | 4/26 | Joory | Brazil | 20,000 | 19344 | 77000 | 67723 | Ready, awaiting shipping instructions |
| 4/20 | 8665 | Immed | WRG | Parti. | 5060 | 3542 | 82060 | 71265 | Material Ready Shipping 5/14 |
| 2/9 | 8614-2 | 5/5 | WRG | Germi. | 30360 | 18975 | 112420 | 90240 | Released 5/5, 15,180# ready (all shipped 5/14) |
| " | " -3 | 5/26 | " | " | 30360 | 18975 | 142780 | 109215 | |
| " | " -4 | 6/16 | " | " | 30360 | 18975 | 173140 | 128190 | |

Should be by end of month if there are no problems

UC 149-2

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UNION CARBIDE

INTERNAL CORRESPONDENCE

METALS DIVISION • P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 1430

To (Name) Mr. R. E. Byrne, Jr.
Division UCC-Metals Division
Location Niagara Falls, NY 14302

Date January 24, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

Copy to Messrs. J. L. Myers
T. P. Norris
W. C. Thurber
J. E. Walsh
KC File
NF File

Subject "Calidria" Asbestos Midwest 1977 Summary

1977 proved to be a year full of surprises both bad and good. Although the total sales dollars for the midwest are almost exactly the same as in 1976, the product mix was significantly improved. Failures in both tape joint and floor tile markets were offset by substantial gains in the automotive industry.

Major Disappointments

1. Tape joint compounds - Action by the Consumer Product Safety Commission on spackling compounds caused a complete collapse of HPO and SG-210 sales to these markets. In 1976, we shipped 615 tons to the tape joint market. In 1977, this figure dropped to 341 tons and 1978 will almost certainly be zero.

2. Floor tile - The main problem in this area is Flintkote. They will not purchase SG-103 because of the cost differential between our material and Atlas. They have bought SG-104 from us but their Union will not handle our pellets because Flintkote does not have an automated transfer system. Therefore, the pellets must be transported in open tote bins and shoveled into the Banbury. These reasons, coupled with their insistance that pellets are difficult to break up in a Banbury pretty much rules out any business here in the foreseeable future.

Major Bright Spot

Automotive - Sales to the automobile companies and their suppliers jumped from 535 tons in 1976 to 671 tons in 1977. It should be noted that the vast majority of these products are the resin grade types, which have the best direct margins. The major reasons for this jump are that the auto industry had a good year, but more importantly it reflects wider acceptability of our products.


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1978 Emphasis

The major areas of emphasis for 1978 will be:

1. Automotive - We will continue to spend a great deal of time in the automotive area and concentrate our efforts at the following accounts:

Ford Motor - Continue to assist Ford in the development of a sprayable underbody sealer containing RG-144 and/or RG-244.

Allied Materials - Attempt to have Allied replace Canadian Grade 7 with SG-130 and get them to begin using RG-244.

Mortell Company - Work with their development lab on both replacing more of their Canadian/California Grade 7 usages with SG-130 and replace silica with RG-244.

Chrysler Corporation - Try to resolve very sensitive toxicology issue to the satisfaction of both Chrysler Chemical and the U.A.W.

Hughes Chemical - Hughes has some very large potential RG-244 uses. We must convince them that it can be used safely by them and their customers.

2. Floor Tile - Our major effort here will be at Kentile Floors, where we must convince them that Union Carbide's reliability should gain us a niche as their prime rather than secondary supplier.

3. Plastics - The following is a list of five potential accounts and where RG-600 evaluations stand:

Chrysler Corporation - Plaques of resin containing RG-600 have been prepared at Bound Brook, NJ, and will be presented to Chrysler for test.

Manchester Industries - An acrylic/RG-600 compound has been produced at Bound Brook and sent to Manchester for a customers evaluation. Upon completion, Manchester will advise us as to the degree of success. Manchester also plans a program of upgrading re-grind by additions of RG-600.

Michigan Plastic - Will evaluate RG-600/PS concentrate in large structural foam swimming pool in the spring when the mold is again used.

Phone-Ducs - Have molded parts for a customer in the waste water treatment industry and will advise when evaluation is complete.

Plastics Research - Are currently evaluating RG-600/HDPE in 102" racks for shipping auto parts We should know results by February 1, 1978.

Steelcase - Have successfully molded office furniture parts, but economics kept us from getting the business. They evaluated RG-600 in polypropylene vs. neat polystyrene. PS has begun to creep upward in price. If it goes to 34¢/lb. (as seems likely by June), it will be time to go back and ask Steelcase to recheck the economics.

To sum up, we have a good chance of greatly increasing business in the midwest in 1978. The major problem, as always, will be the asbestos/health question. It is a factor, to some degree, at every account or potential account we have. To overcome objections through product performance, customer service and the ability to competently handle toxicology questions remains our greatest challenge.

E. J. Kleber

EJK:dal
Attachment


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# 1977 SALES COMPARISON

| Product | 1977 Budget T | 1977 Budget M$ | 1977 Actual T | 1977 Actual M$ | % vs. Budget ($) | % vs. 1976 ($) |
|---|---|---|---|---|---|---|
| HPO | 460 | 69 | 367 | 59 | 86 | 91 |
| HPP | 0 | 0 | 19 | 3 | + | 100 |
| RG-110 | 282 | 47 | 312 | 58 | 123 | 118 |
| RG-144 | 156 | 63 | 197 | 94 | 149 | 121 |
| RG-244 | 222 | 424 | 173 | 346 | 82 | 134 |
| SG-103 | 600 | 60 | 80 | 8 | 13 | 133 |
| SG-104 | 2600 | 218 | 1113 | 94 | 43 | 54 |
| SG-210 | 466 | 69 | 239 | 42 | 61 | 63 |
| Super Visbestos | 78 | 8 | 56 | 7 | 88 | 100 |
| Total | 4864 | 958 | 2556 | 711 | 74 | 101 |

EJK:dal
1/24/78


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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. R. E. Byrne

Mr. J. F. Collins

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

Mr. W. C. Thurber

Mr. J. E. Walsh

KC - File

I-5

ASBESTOS SALES GROUP SUMMARY

| | November | | YTD | |
|---|---|---|---|---|
| | Tons | $M | Tons | $M |
| Asbestos | 2031 | 434 | 22836 | 4953 |
| Shotted Slag | 205 | 13 | 1699 | 111 |
| SiMn Slag | - | - | 168 | 41 |
| MnO Fert. | - | - | 46 | 3 |
| Std. Slag | - | - | 1318 | 59 |
| UCAR Silica | 61 | 9 | 477 | 56 |
| Submicron Silica | 3 | - | 16 | 1 |
| TOTALS | 2300 | 456 | 26560 | 5224 |

Date Issued 12/15/77

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR NOVEMBER 1977 | | | | THRU NOVEMBER 1977 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC SG-101 | - | - | - | - | 11 | 1 | - | - |
| SG-103 | 174 | 17 | 80 | 77 | 2515 | 252 | 105 | 107 |
| SG-104 | 184 | 15 | 28 | 27 | 5170 | 434 | 70 | 70 |
| SG-130 | - | - | - | - | 109 | 13 | 50 | 50 |
| SG-200 | 60 | 6 | 120 | 120 | 360 | 38 | 65 | 69 |
| SG-210 | 55 | 9 | 33 | 36 | 1386 | 229 | 76 | 83 |
| HPP | 2 | 1 | - | - | 106 | 19 | 252 | 271 |
| HPO | 43 | 8 | 22 | 27 | 1226 | 213 | 56 | 64 |
| T-135-0 | - | - | - | - | - | - | - | - |
| CG-135-P | 41 | 26 | 315 | 1300 | 80 | 51 | 55 | 232 |
| RG-100 | - | -1 | - | - | 262 | 96 | 557 | 533 |
| RG-110 | 74 | 13 | 200 | 217 | 419 | 78 | 104 | 118 |
| RG-144 | 23 | 13 | 55 | 76 | 534 | 246 | 117 | 134 |
| RG-244 | 30 | 70 | 53 | 64 | 501 | 1008 | 80 | 84 |
| VISB | - | - | - | - | 320 | 35 | 219 | 233 |
| CSV | 197 | 24 | 116 | 133 | 2059 | 247 | 110 | 123 |
| SHUR | 50 | 6 | 75 | 86 | 703 | 84 | 96 | 105 |
| SG-310 | - | - | - | - | 37 | 6 | - | - |
| | | | | | | | | |
| TOTAL DOMESTIC | 933 | 207 | 54 | 68 | 15798 | 3050 | 83 | 91 |
| EXPORT SG-210 | - | - | - | - | 42 | 7 | - | - |
| SG-100/102 | 478 | 47 | 382 | 392 | 1597 | 156 | 116 | 118 |
| SG-130 | 55 | 7 | 306 | 350 | 166 | 20 | 83 | 91 |
| AS-200 | 113 | 12 | 136 | 150 | 1013 | 110 | 111 | 121 |
| HPP-EX | 338 | 48 | 209 | 229 | 2349 | 328 | 132 | 142 |
| HPO-EX | 9 | 2 | 19 | 29 | 533 | 87 | 100 | 113 |
| T-135-P | - | - | - | - | 169 | 88 | 48 | 51 |
| RG-110-EX | 14 | 3 | 35 | 38 | 144 | 30 | 33 | 34 |
| RG-144 | 8 | 4 | 62 | 80 | 178 | 76 | 128 | 138 |
| SX-14 | 8 | 2 | 62 | 50 | 176 | 56 | 127 | 127 |
| RG-244 | 14 | 24 | 70 | 67 | 239 | 428 | 109 | 108 |
| SX-24 | 61 | 76 | 149 | 136 | 377 | 477 | 82 | 77 |
| T-135-0 | - | - | - | - | 55 | 39 | - | - |
| TOTAL EXPORT | 1098 | 225 | 184 | 129 | 7038 | 1902 | 107 | 99 |
| TOTAL SALES | 2031 | 434 | 88 | 90 | 22836 | 4953 | 89 | 94 |

UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

JA 57

METALS DIVISION

P. O. BOX 579 · 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. R. E. Byrne, Jr.
Division UCC-Metals Division
Location Niagara Falls, NY 14302

Date January 24, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

I-6

Copy to Messrs. J. L. Myers
T. P. Norris
W. C. Thurber
J. E. Walsh
KC File
NF File

Subject "Calidria" Asbestos Sales 1977
Summary Eastern Region

4th Quarter Activity

In compliance with recent division policy an attempt was made to reduce travel costs during this period. Unfortunately, this was somewhat negated by attendance at the National Coatings Convention in Houston, and holding "Calidria" seminars at UPACO (Nashua, NH) and for the new sales force at Technical Products (Calidria distributor) in Cleveland. Major sales effort was directed at increasing sales to tile companies with corporate offices in the east (GAF, Kentile, and American Biltrite), and servicing large existing RG-244 accounts. A modest number of calls were also made on potential resin grade customers who had recently requested samples and/or literature. Because of the decision to terminate the production of UCAR silica at our Alloy plant, it was necessary to advise our customers of this fact, and to assist them wherever possible during the phaseout period.

1977 Sales Summary

1977 sales for the eastern region were 100% of budget based on tons, and 110% on dollars (Refer attached table for detailed summary of 1976 and 1977 sales and 1978 budget). Although this represents only a 5% increase in dollar sales over 1976, the product mix was a considerable improvement over last year based on gross margins.

Tile Grade

Primarily, because of competition from the Canadian asbestos industry, we have in the past been unable to sell to tile manufacturers in the east. This year we appear to have broken through at American Biltrite (Trenton, NJ) with the likelyhood that this will be continuing business in 1978. Kentile (Brooklyn) ordered their first carload in December (50-lb. bags) and indicated that they also would be ordering at regular intervals in 1978. However, as


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we are not price competitive with Candian and Atlas fiber at the present time, our sales will depend largely on how well we service them during short supply periods and their willingness to pay a premium for a whiter asbestos.

SG-200 & SG-210

Poor budgeting resulted in obtaining only 63% of plan for SG-200. Only customer (RCA Rubber) is 100% "Calidria", and only an increase in their production will raise our SG-200 sales. SG-210 sales were adversely affected by the recent CPSC action regarding tape joint compounds coupled with drop-in demand for asbestos filled phenolic compounds. Both factors have been considered in the 1978 budget.

High Purity

High Purity sales, a relatively small portion of 1977 budget, exceeded expectations by about 12%. However, both HPP and HPO were also effected similarily to that of SG-210 which is reflected by a lower expected sales volume in 1978.

Resin Grade Products

These products performed well in 1977 and contributed to 78% of total sales. Excessive sales versus budget due primarily to demand by suppliers to the automotive industry, expecially NDM and Protective Treatments. Outlook for 1978 continues optimistic for these grades although forecasts by the automotive manufacturers indicate lower sales in 1978.

GL Dickson

G. L. Dickson

GLD:dal
Attachments

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...
ACL Doc 16471 · Page 117 of 198

# ANALYSIS OF 1977 SALES
## CALIDRIA ASBESTOS
## EASTERN REGION

| PRODUCT | 1976 Sales | | 1977 Budget | | 1977 Sales | | 1978 Budget | | % 1977 vs 1976 | | % 1977 vs Budget | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Tons | $M | Tons | $M | Tons | $M | Tons | $M | Tons | $M | Tons | $M |
| SG-101 | 0 | 0 | 0 | 0 | 11 | 1 | 0 | 0 | - | - | - | - |
| SG-103 | 0 | 0 | 0 | 0 | 403 | 40 | 400 | 40 | - | - | - | - |
| SG-200 | 360 | 35 | 600 | 60 | 360 | 38 | 360 | 39 | 100 | 109 | 60 | 63 |
| SG-210 | 629 | 95 | 420 | 64 | 127 | 26 | 70 | 11 | 20 | 27 | 30 | 41 |
| HPP | 78 | 13 | 38 | 6 | 81 | 14 | 40 | 7 | 104 | 108 | 213 | 233 |
| HPO | | | | | | | | | | | | |
| Domestic | 241 | 44 | 312 | 47 | 286 | 53 | 176 | 31 | 119 | 120 | 92 | 113 |
| Canadian | 46 | 7 | 40 | 5 | 31 | 5 | 50 | 8 | 67 | 71 | 78 | 100 |
| Total | 287 | 51 | 352 | 52 | 317 | 58 | 226 | 39 | 110 | 114 | 90 | 112 |
| RG-100 | 9 | 5 | 8 | 2 | 3 | 2 | 0 | 0 | 33 | 40 | 38 | 100 |
| RG-110 | 10 | 4 | 8 | 1 | 4 | 1 | 8 | 2 | 40 | 25 | 50 | 100 |
| RG-144 | | | | | | | | | | | | |
| Domestic | 179 | 81 | 114 | 45 | 209 | 103 | 228 | 102 | 117 | 127 | 183 | 229 |
| Canadian | 28 | 10 | 16 | 6 | 23 | 8 | 30 | 12 | 82 | 80 | 144 | 133 |
| Total | 207 | 91 | 130 | 51 | 232 | 111 | 258 | 114 | 112 | 122 | 178 | 218 |
| RG-244 | | | | | | | | | | | | |
| Domestic | 242 | 423 | 220 | 440 | 237 | 465 | 236 | 495 | 98 | 110 | 108 | 106 |
| Canadian | 46 | 70 | 42 | 76 | 42 | 68 | 40 | 65 | 91 | 97 | 100 | 89 |
| Total | 288 | 493 | 262 | 516 | 279 | 533 | 276 | 560 | 97 | 108 | 106 | 103 |
| All Products | 1868 | 785 | 1818 | 752 | 1810 | 824 | 1638 | 812 | 97 | 105 | 100 | 110 |

GLDickson 1/16/78

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## 1977 AUTOMOBILE EXPENSES
## EASTERN REGION

| | 1st Q | 2nd Q | 3rd Q | 4th Q | Total |
|---|---|---|---|---|---|
| Gasoline | 208.70 | 108.80 | 253.45 | 177.00 | 747.95 |
| Oil & Grease | 0 | 8.25 | 0 | 0 | 8.25 |
| Car Wash | 3.75 | 2.50 | 3.00 | 0 | 9.25 |
| Tolls | 23.30 | 3.00 | 28.20 | 8.55 | 63.05 |
| New Parts & Repairs | 0 | 7.28 | 0 | 0 | 7.28 |
| Miscellaneous | 1.05 | 36.00 | 0 | 2.05 | 39.10 |
| Total | 236.80 | 165.83 | 284.65 | 187.60 | 874.88 |

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1/24/78

## 1977 4th QUARTER TRAVEL EXPENSES
## EASTERN REGION

| Travel Expenses | October | November | December | 4th Quarter Total |
|---|---|---|---|---|
| Transportation | 379.98 | 410.00 | 253.00 | 1,042.98 |
| Local: Cab, Bus, etc. | 163.65 | 255.44 | 148.79 | 567.88 |
| Rooms | 61.63 | 186.15 | 112.12 | 359.90 |
| Meals | 145.70 | 80.70 | 128.60 | 355.00 |
| Business Meals | 91.68 | 265.85 | - - | 357.53 |
| Entertainment | - - | - - | - - | - - |
| Telephone | - - | - - | - - | - - |
| Miscellaneous | 86.10 | 99.45 | 31.20 | 216.75 |
| Total | 928.74 | 1,297.59 | 673.71 | 2,900.04 |

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UC-149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

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JUN 11 1979

F. J. SHORTSLEEVE

METALS DIVISION

P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14

To (Name) Dr. F. J. Shortsleeve
Division UCC-Metals Division
Location 38th Floor
270 Park Avenue
New York, NY 10017

Date June 7, 1979

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject 1979 Forecast III and Preliminary 1980 Sales Estimates

Copy to Messrs.
G. R. Adams
R. E. Byrne, Jr.
W. B. DeAtley
G. L. Dickson
B. L. Ingalls
E. J. Kleber
T. P. Norris
J. E. Walsh
File

The following sheets for "Calidria" Asbestos sales are attached for your information (Mrs. Nielsen has been sent copies via the telecopier):

1979 Sales Forecast III Details
1979 Sales Forecast III vs. Budget and Other Forecasts
1980 Preliminary Sales Estimate

Forecast III is 104% of budget but $187,000 less than Forecast II. Most of the "slippage" is in domestic RG-244 and the drilling mud products, due to health/regulatory factors. Concerted efforts are underway to regain the losses and we anticipate an improvement in Forecast IV.

John L. Myers

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Attachments


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## "CALIDRIA" SALES BUDGET - 1980 (At 1979 Prices)

| PRODUCT | T | $M |
|---|---|---|
| Domestic | | |
| SG-103 | 5000 | 590 |
| -104 | 9000 | 900 |
| -130 | 500 | 80 |
| -200 | 400 | 60 |
| -210 | 600 | 120 |
| HPP | 0 | 0 |
| HPO | 1200 | 240 |
| CG-135 | 100 | 75 |
| RG-100 | 300 | 165 |
| RG-110 | 400 | 90 |
| RG-144 | 600 | 330 |
| RG-244 | 500 | 1125 |
| CSV } or SG-200-X | 2500 | 350 |
| SHUR } | 1000 | 140 |
| Domestic Total | 22100 | 4265 |
| Export | | |
| SG-100-EX | 3000 | 360 |
| -102-EX | 500 | 60 |
| -130-EX | 300 | 45 |
| AS-200 | 1200 | 160 |
| HPP-EX | 3000 | 510 |
| HPO-EX | 700 | 145 |
| T-135-P-EX | 0 | 0 |
| RG-144-EX | 400 | 200 |
| SX-14 | 200 | 80 |
| RG-244-EX | 350 | 735 |
| SX-24 | 550 | 770 |
| Export Total | 10200 | 3065 |
| TOTAL | 32300 | 7330 |

JLM- 6/7/79

CALIDRIA ASBESTOS 6/6/79

1979 SALES BUDGET & FCSTS

| PRODUCT | Budget | | Fcst I | | Fcst II | | Fcst III | | Fcst IV | | Actual | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Domestic | Tons | M$ | Tons | M$ | Tons | M$ | Tons | M$ | Tons | M$ | Tons | M$ |
| SG-100/103 | 4025 | 451 | 4025 | 473 | 4500 | 531 | 4600 | 543 | | | | |
| SG-104 | 8700 | 336 | 8700 | 859 | 9000 | 880 | 9300 | 910 | | | | |
| SG-130 | 840 | 126 | 840 | 132 | 530 | 84 | 400 | 64 | | | | |
| SG-200 | 400 | 48 | 400 | 54 | 360 | 48 | 400 | 54 | | | | |
| SG-210 | 753 | 143 | 753 | 147 | 500 | 100 | 600 | 135 | | | | |
| HPP | 80 | 13 | 80 | 13 | 80 | 15 | 50 | 9 | | | | |
| HPO | 1284 | 246 | 1284 | 250 | 1300 | 260 | 1200 | 245 | | | | |
| CG-135-P | 200 | 144 | 200 | 150 | 100 | 75 | 50 | 37 | | | | |
| RG-100 | 192 | 79 | 192 | 86 | 250 | 113 | 300 | 140 | | | | |
| RG-110 | 445 | 93 | 445 | 98 | 400 | 88 | 400 | 87 | | | | |
| RG-144 | 504 | 232 | 504 | 252 | 504 | 252 | 600 | 330 | | | | |
| RG-244 | 595 | 1190 | 595 | 1309 | 595 | 1250 | 500 | 1123 | | | | |
| VISB | 400 | 50 | 400 | 56 | 0 | 0 | 0 | 0 | | | | |
| CSV | 2550 | 346 | 2550 | 364 | 2300 | 328 | 1500 | 212 | | | | |
| SHUR | 1042 | 142 | 1042 | 149 | 950 | 136 | 600 | 84 | | | | |
| SG-200X | -- | -- | -- | -- | -- | -- | 100 | 16 | | | | |
| SG-144 | 176 | 24 | 176 | 26 | 176 | 25 | 100 | 16 | | | | |
| Total Domestic | 22136 | 4163 | 22136 | 4418 | 21545 | 4186 | 20700 | 4005 | | | | |
| % Budget | -- | -- | 100 | 106 | 97 | 101 | 93 | 96 | | | | |
| Export | | | | | | | | | | | | |
| SG-100-EX | 1800 | 192 | 1800 | 212 | 2700 | 312 | 2700 | 315 | | | | |
| SG-102-EX | 1080 | 120 | 1080 | 125 | 800 | 96 | 250 | 30 | | | | |
| SG-130-EX | 84 | 12 | 84 | 13 | 150 | 22 | 250 | 38 | | | | |
| AS-200 | 1320 | 168 | 1320 | 174 | 1200 | 157 | 1000 | 132 | | | | |
| SG-210 | 144 | 24 | 144 | 25 | 100 | 13 | 0 | 1 | | | | |
| HPP-EX | 2400 | 384 | 2400 | 408 | 2800 | 474 | 2800 | 474 | | | | |
| HPO-EX | 720 | 132 | 720 | 147 | 670 | 135 | 619 | 127 | | | | |
| T-135-P-EX | 156 | 84 | 156 | 92 | 100 | 58 | 60 | 35 | | | | |
| T-135-O-EX | 60 | 36 | 60 | 38 | 0 | 0 | 0 | 0 | | | | |
| RG-110-EX | 204 | 48 | 204 | 52 | 0 | 0 | 1 | 0 | | | | |
| RG-144-EX | 264 | 120 | 264 | 132 | 300 | 150 | 370 | 188 | | | | |
| SX-14 | 108 | 36 | 108 | 39 | 200 | 72 | 200 | 75 | | | | |
| RG-244-EX | 276 | 516 | 276 | 574 | 300 | 628 | 330 | 694 | | | | |
| SX-24 | 408 | 528 | 408 | 564 | 515 | 724 | 520 | 731 | | | | |
| Total Export | 9024 | 2400 | 9024 | 2595 | 9835 | 2846 | 9100 | 2840 | | | | |
| % Budget | -- | -- | 100 | 108 | 109 | 119 | 101 | 118 | | | | |
| TOTAL | 31210 | 6563 | 31210 | 7013 | 31380 | 7032 | 29800 | 6845 | | | | |
| % Budget | -- | -- | 100 | 107 | 101 | 107 | 95 | 104 | | | | |

# CALIDRIA ASBESTOS SALES FCST III - 1979

6/6/79

| PRODUCT | Actual Thru April Tons | Actual Thru April M$ | May Est. Tons | May Est. M$ | June Est. Tons | June Est. M$ | 1st Half Est. Tons | 1st Half Est. M$ | 3rd Q Est. Tons | 3rd Q Est. M$ | 4th Q Est. Tons | 4th Q Est. M$ | Fcst. III Total Tons | Fcst. III Total M$ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Domestic | | | | | | | | | | | | | | |
| SG-100/103 | 1560 | 187 | 352 | 42 | 170 | 20 | 2082 | 249 | 1259 | 147 | 1259 | 147 | 4600 | 543 |
| SG-104 | 3029 | 296 | 918 | 90 | 650 | 64 | 4597 | 450 | 2350 | 230 | 2353 | 230 | 9300 | 910 |
| SG-130 | 152 | 24 | 17 | 3 | 31 | 5 | 200 | 32 | 100 | 16 | 100 | 16 | 400 | 64 |
| SG-200 | 180 | 24 | 0 | 0 | 60 | 8 | 240 | 32 | 80 | 11 | 80 | 11 | 400 | 54 |
| SG-210 | 161 | 35 | 61 | 15 | 40 | 9 | 262 | 59 | 169 | 38 | 169 | 38 | 600 | 135 |
| HPP | 1 | 0 | -- | -- | 5 | 1 | 6 | 1 | 22 | 4 | 22 | 4 | 50 | 9 |
| HPO | 352 | 70 | 59 | 14 | 75 | 15 | 486 | 99 | 357 | 73 | 357 | 73 | 1200 | 245 |
| CG-135-P | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 50 | 37 | 0 | 0 | 50 | 37 |
| RG-100 | 153 | 72 | 64 | 29 | 0 | 0 | 217 | 101 | 42 | 20 | 41 | 19 | 300 | 140 |
| RG-110 | 120 | 26 | 2 | 1 | 30 | 6 | 152 | 33 | 124 | 27 | 124 | 27 | 400 | 87 |
| RG-144 | 170 | 94 | 35 | 19 | 40 | 22 | 245 | 135 | 177 | 97 | 178 | 98 | 600 | 330 |
| RG-244 | 129 | 293 | 45 | 98 | 40 | 90 | 214 | 481 | 143 | 321 | 143 | 321 | 500 | 1123 |
| VISB | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| CSV | 449 | 62 | 0 | 0 | 100 | 14 | 549 | 76 | 475 | 68 | 476 | 68 | 1500 | 212 |
| SHUR | 181 | 25 | 0 | 0 | 50 | 7 | 231 | 32 | 184 | 26 | 185 | 26 | 600 | 84 |
| SG-200X | 50 | 8 | 0 | 0 | 0 | 0 | 50 | 8 | 50 | 8 | 0 | 0 | 100 | 16 |
| SG-144 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 50 | 8 | 50 | 8 | 100 | 16 |
| Total Domestic | 6687 | 1216 | 1553 | 311 | 1291 | 261 | 9531 | 1788 | 5632 | 1131 | 5537 | 1086 | 20700 | 4005 |
| Export | | | | | | | | | | | | | | |
| SG-100-EX | 806 | 87 | 450 | 54 | 263 | 32 | 1519 | 173 | 590 | 71 | 591 | 71 | 2700 | 315 |
| SG-102-EX | 0 | 0 | 0 | 0 | 86 | 10 | 86 | 10 | 82 | 10 | 82 | 10 | 250 | 30 |
| SG-130-EX | 46 | 7 | 46 | 7 | 55 | 8 | 147 | 22 | 51 | 8 | 52 | 8 | 250 | 33 |
| AS-200 | 281 | 37 | 112 | 15 | 0 | 0 | 393 | 52 | 303 | 40 | 304 | 40 | 1000 | 132 |
| SG-210 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| HPP-EX | 1233 | 209 | 225 | 38 | 113 | 19 | 1576 | 266 | 612 | 104 | 612 | 104 | 2800 | 474 |
| HPO-EX | 198 | 40 | 36 | 8 | 83 | 17 | 317 | 65 | 151 | 31 | 151 | 31 | 619 | 127 |
| T-135-P-EX | 0 | 0 | 0 | 0 | 19 | 11 | 19 | 11 | 20 | 12 | 21 | 12 | 60 | 35 |
| T-135-O-EX | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| RG-110-EX | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| RG-144-EX | 137 | 68 | 25 | 14 | 45 | 25 | 207 | 107 | 81 | 40 | 82 | 41 | 370 | 188 |
| SX-14 | 92 | 35 | 2 | 1 | 33 | 13 | 127 | 49 | 36 | 13 | 37 | 13 | 200 | 75 |
| RG-244-EX | 83 | 175 | 44 | 96 | 45 | 95 | 172 | 366 | 79 | 164 | 79 | 164 | 330 | 694 |
| SX-24 | 184 | 259 | 32 | 45 | 52 | 75 | 268 | 379 | 126 | 176 | 126 | 176 | 520 | 731 |
| Total Export | 3066 | 918 | 972 | 278 | 794 | 305 | 4832 | 1501 | 2131 | 669 | 2137 | 670 | 9100 | 2849 |

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...
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1978-79-80

UC-1332.


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"Calidria" Asbestos

Monthly Sales Report

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File I-6

Date Issued 7/15/81

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JUNE 1981 | | | | THRU JUNE 1981 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 63 | 8 | 50 | 47 | 1098 | 146 | 146 | 147 |
| SG-103-7 | 369 | 50 | 123 | 125 | 1870 | 252 | 104 | 106 |
| SG-103-9 | -- | -- | -- | -- | 263 | 33 | 29 | 30 |
| SG-104 | 997 | 116 | 115 | 117 | 5005 | 580 | 96 | 98 |
| SG-130 | -- | -- | -- | -- | 107 | 22 | 107 | 130 |
| SG-200 | 60 | 11 | 200 | 220 | 240 | 42 | 133 | 145 |
| SG-210 | 34 | 10 | 136 | 143 | 144 | 39 | 96 | 105 |
| HPP | -- | -- | -- | -- | 22 | 5 | 220 | 250 |
| HPO | 19 | 6 | 31 | 40 | 598 | 150 | 162 | 169 |
| RG-100 | 64 | 45 | 160 | 188 | 320 | 211 | 133 | 150 |
| RG-110 | 22 | 6 | 116 | 120 | 126 | 40 | 115 | 138 |
| RG-144 | 40 | 28 | 121 | 127 | 177 | 122 | 89 | 94 |
| RG-244 | 26 | 82 | 70 | 81 | 169 | 515 | 77 | 85 |
| UNIVIS | -- | -- | -- | -- | 91 | 16 | 36 | 36 |
| CSV | 150 | 27 | 55 | 54 | 1225 | 218 | 74 | 73 |
| SHUR | 60 | 11 | 63 | 65 | 240 | 43 | 42 | 42 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1904 | 399 | 90 | 92 | 11695 | 2434 | 92 | 95 |
| EXPORT | | | | | | | | |
| SG-100-EX | 244 | 32 | 94 | 94 | 1369 | 182 | 88 | 89 |
| SG-130-EX | -- | -- | -- | -- | 31 | 6 | 34 | 38 |
| AS-200 | -- | -- | -- | -- | 563 | 86 | 102 | 99 |
| SG-210 | -- | -- | -- | -- | 12 | 3 | -- | -- |
| HPP-EX | 113 | 23 | 52 | 52 | 731 | 145 | 56 | 55 |
| HPO-EX * | 36 | 9 | 90 | 90 | 151 | 36 | 63 | 62 |
| T-135-P-EX | -- | -- | -- | -- | 38 | 27 | 76 | 77 |
| RG-144-EX | 38 | 26 | 181 | 186 | 146 | 100 | 117 | 123 |
| SX-14 | -- | -- | -- | -- | 100 | 51 | 222 | 255 |
| RG-244-EX * | 60 | 185 | 176. | 205 | 186 | 550 | 93 | 102 |
| SX-24 | 48 | 83 | 100 | 97 | 304 | 525 | 107 | 102 |
| | | | | | | | | |
| TOTAL EXPORT | 539 | 358 | 72 | 117 | 3631 | 1709 | 82 | 94 |
| TOTAL SALES | 2443 | 757 | 85 | 102 | 15326 | 4143 | 89 | 94 |

*Correction made for error on Marietta scroll.


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"Calidria" Asbestos

Monthly Sales Report

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Mr. B. L. Ingalls

Mr. G. M. Lincoln

Mr. J. L. Myers - File

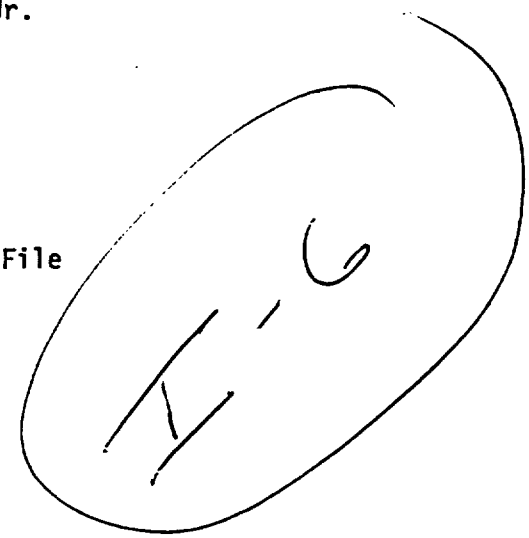
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Date Issued June 3, 1981


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR APRIL 1981 | | | | THRU APRIL 1981 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 212 | 28 | 170 | 165 | 781 | 104 | 156 | 158 |
| SG-103-7 | 254 | 34 | 85 | 87 | 1154 | 155 | 96 | 99 |
| SG-103-9 | -- | -- | -- | -- | 263 | 33 | 44 | 42 |
| SG-104 | 964 | 112 | 111 | 113 | 3161 | 366 | 91 | 93 |
| SG-130 | 39 | 8 | 244 | 267 | 107 | 22 | 162 | 200 |
| SG-200 | -- | -- | -- | -- | 120 | 21 | 100 | 110 |
| SG-210 | 13 | 4 | 52 | 67 | 98 | 26 | 98 | 108 |
| HPP | -- | -- | -- | -- | 20 | 4 | 400 | 400 |
| HPO | 83 | 23 | 136 | 153 | 479 | 121 | 195 | 205 |
| RG-100 | -- | -- | -- | -- | 192 | 122 | 120 | 131 |
| RG-110 | 15 | 5 | 83 | 100 | 82 | 25 | 112 | 132 |
| RG-144 | 30 | 21 | 91 | 100 | 102 | 71 | 77 | 83 |
| RG-244 | 33 | 104 | 92 | 103 | 114 | 338 | 78 | 84 |
| UNIVIS | -- | -- | -- | -- | 11 | 2 | 7 | 7 |
| CSV | 161 | 29 | 59 | 59 | 869 | 154 | 79 | 78 |
| SHUR | -- | -- | -- | -- | 120 | 22 | 32 | 32 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1804 | 368 | 85 | 86 | 7673 | 1586 | 91 | 93 |
| EXPORT | | | | | | | | |
| SG-100-EX | 244 | 32 | 95 | 94 | 863 | 114 | 84 | 84 |
| SG-130-EX | 21 | 4 | 140 | 200 | 31 | 6 | 52 | 60 |
| AS-200 | 113 | 18 | 124 | 129 | 450 | 68 | 123 | 119 |
| SG-210 | -- | -- | -- | -- | 12 | 3 | -- | -- |
| HPP-EX | 113 | 23 | 52 | 52 | 619 | 122 | 71 | 69 |
| HPO-EX | 7 | 2 | 18 | 22 | 97 | 22 | 61 | 58 |
| T-135-P-EX | -- | -- | -- | -- | 19 | 13 | 58 | 57 |
| RG-144-EX | 18 | 13 | 86 | 93 | 81 | 54 | 98 | 100 |
| SX-14 | 58 | 29 | 829 | 967 | 76 | 37 | 262 | 285 |
| RG-244-EX | 14 | 43 | 42 | 48 | 93 | 243 | 70 | 68 |
| SX-24 | 42 | 72 | 89 | 84 | 232 | 402 | 123 | 117 |
| | | | | | | | | |
| TOTAL EXPORT | 630 | 236 | 85 | 78 | 2573 | 1084 | 87 | 90 |
| TOTAL SALES | 2434 | 604 | 85 | 83 | 10246 | 2670 | 90 | 92 |

WCT

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

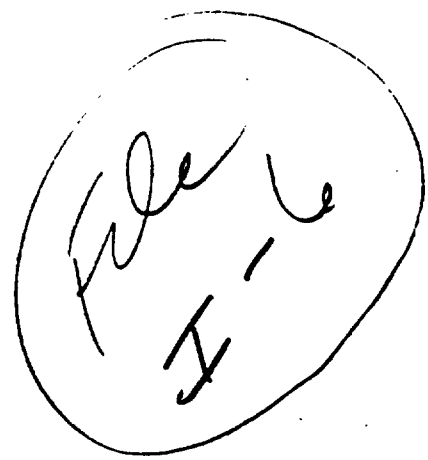
Mr. T. P. Norris

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## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR MARCH 1981 | | | | THRU MARCH 1981 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 84 | 11 | 67 | 65 | 569 | 75 | 152 | 154 |
| SG-103-7 | 256 | 35 | 85 | 88 | 901 | 121 | 100 | 103 |
| SG-103-9 | 0 | 0 | -- | -- | 263 | 33 | 59 | 55 |
| SG-104 | 819 | 95 | 94 | 96 | 2197 | 254 | 84 | 86 |
| SG-130 | 16 | 3 | 94 | 150 | 68 | 14 | 136 | 176 |
| SG-200 | 60 | 11 | 200 | 220 | 120 | 21 | 133 | 151 |
| SG-210 | 14 | 4 | 56 | 67 | 84 | 22 | 112 | 122 |
| HPP | 0 | 0 | -- | -- | 20 | 4 | 401 | 450 |
| HPO | 44 | 13 | 71 | 87 | 396 | 98 | 214 | 223 |
| RG-100 | 64 | 45 | 160 | 188 | 192 | 122 | 160 | 174 |
| RG-110 | 35 | 10 | 184 | 200 | 68 | 20 | 124 | 143 |
| RG-144 | 25 | 18 | 76 | 82 | 72 | 50 | 72 | 77 |
| RG-244 | 26 | 86 | 70 | 85 | 80 | 235 | 73 | 78 |
| UNIVIS | 0 | 0 | -- | -- | 11 | 2 | 9 | 9 |
| CSV | 229 | 41 | 83 | 82 | 708 | 125 | 86 | 85 |
| SHUR | 0 | 0 | -- | -- | 120 | 22 | 42 | 42 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1672 | 372 | 79 | 86 | 5869 | 1218 | 92 | 95 |
| EXPORT | | | | | | | | |
| SG-100-EX | 188 | 25 | 73 | 74 | 619 | 82 | 80 | 80 |
| SG-130-EX | 0 | 0 | -- | -- | 10 | 2 | 23 | 21 |
| AS-200 | 113 | 18 | 123 | 120 | 338 | 50 | 123 | 117 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | -- | -- |
| HPP-EX | 169 | 34 | 77 | 77 | 506 | 99 | 77 | 75 |
| HPO-EX | 27 | 7 | 68 | 70 | 89 | 21 | 75 | 72 |
| T-135-P-EX | 0 | 0 | -- | -- | 19 | 13 | 75 | 78 |
| RG-144-EX | 18 | 13 | 86 | 93 | 63 | 42 | 101 | 104 |
| SX-14 | 18 | 8 | 225 | 267 | 18 | 8 | 81 | 80 |
| RG-244-EX | 45 | 125 | 132 | 139 | 76 | 201 | 76 | 74 |
| SX-24 | 49 | 83 | 102 | 97 | 190 | 330 | 134 | 128 |
| | | | | | | | | |
| TOTAL EXPORT | 627 | 313 | 84 | 103 | 1940 | 850 | 87 | 94 |
| TOTAL SALES | 2299 | 685 | 80 | 93 | 7809 | 2068 | 91 | 94 |

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

Dr. F. J. Shortsleeve

Mr. J. E. Walsh

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Date Issued 3/17/81

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR FEBRUARY 1981 | | | | THRU FEBRUARY 1981 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 233 | 31 | 186 | 194 | 485 | 64 | 194 | 201 |
| SG-103-7 | 343 | 46 | 114 | 118 | 644 | 87 | 107 | 111 |
| SG-103-9 | 128 | 17 | 85 | 85 | 263 | 33 | 88 | 84 |
| SG-104 | 646 | 75 | 74 | 76 | 1377 | 159 | 79 | 81 |
| SG-130 | 30 | 6 | 176 | 200 | 52 | 11 | 158 | 182 |
| SG-200 | 0 | 0 | -- | -- | 60 | 11 | 100 | 117 |
| SG-210 | 38 | 10 | 152 | 167 | 71 | 18 | 142 | 150 |
| HPP | 0 | 0 | -- | -- | 20 | 4 | -- | -- |
| HPO | 110 | 28 | 177 | 187 | 352 | 85 | 286 | 293 |
| RG-100 | 64 | 45 | 160 | 196 | 128 | 77 | 160 | 167 |
| RG-110 | 12 | 4 | 67 | 80 | 33 | 10 | 92 | 111 |
| RG-144 | 17 | 13 | 50 | 59 | 47 | 31 | 70 | 72 |
| RG-244 | 9 | 36 | 24 | 36 | 54 | 149 | 74 | 74 |
| CSV | 184 | 33 | 67 | 67 | 479 | 84 | 87 | 86 |
| SHUR | 120 | 22 | 286 | 314 | 120 | 22 | 63 | 64 |
| UNIVIS | 0 | 0 | -- | -- | 11 | 2 | 13 | 14 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1934 | 366 | 91 | 86 | 4196 | 847 | 99 | 100 |
| EXPORT | | | | | | | | |
| SG-100-EX | 338 | 45 | 131 | 132 | 431 | 57 | 84 | 83 |
| SG-130-EX | 0 | 0 | -- | -- | 10 | 2 | 35 | 34 |
| AS-200 | 0 | 0 | -- | -- | 225 | 32 | 123 | 116 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | -- | -- |
| HPP-EX | 0 | 0 | -- | -- | 338 | 65 | 77 | 74 |
| HPO-EX | 18 | 5 | 45 | 50 | 62 | 14 | 78 | 74 |
| T-135-P-EX | 19 | 13 | 238 | 217 | 19 | 13 | 117 | 121 |
| RG-144-EX | 9 | 7 | 43 | 54 | 44 | 29 | 108 | 111 |
| SX-14 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-244-EX | 15 | 38 | 45 | 42 | 31 | 76 | 47 | 42 |
| *SX-24 | 134 | 229 | 285 | 266 | 142 | 247 | 151 | 145 |
| | | | | | | | | |
| TOTAL EXPORT | 530 | 337 | 72 | 111 | 1314 | 538 | 89 | 89 |
| TOTAL SALES | 2464 | 703 | 86 | 96 | 5510 | 1385 | 97 | 95 |

*High due to billing error -- to be corrected in March


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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

~~Dr. F. J. Shortsleeve~~

Mr. J. E. Walsh

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## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR DECEMBER 1980 | | | | THRU DECEMBER 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 252 | 31 | 144 | 155 | 1751 | 214 | 83 | 87 |
| SG-103-7 | 246 | 30 | 189 | 188 | 1605 | 196 | 103 | 107 |
| SG-103-9/102 | 4 | -- | 8 | -- | 948 | 114 | 474 | 475 |
| SG-104 | 507 | 53 | 65 | 67 | 10508 | 1101 | 112 | 117 |
| SG-130 | 0 | 0 | -- | -- | 136 | 23 | 24 | 26 |
| SG-200 | 0 | 0 | -- | -- | 360 | 52 | 100 | 106 |
| SG-210 | 23 | 5 | 47 | 100 | 298 | 72 | 50 | 60 |
| HPP | 0 | 0 | -- | -- | 26 | 5 | -- | -- |
| HPO | 46 | 10 | 43 | 45 | 709 | 166 | 56 | 65 |
| RG-100 | 0 | 0 | -- | -- | 315 | 159 | 98 | 110 |
| RG-110 | 1 | -- | -- | -- | 201 | 52 | 63 | 74 |
| RG-144 | 3 | 2 | 7 | 10 | 317 | 186 | 65 | 76 |
| RG-244 | 19 | 48 | 43 | 50 | 386 | 961 | 74 | 84 |
| UNIVIS | 0 | 0 | -- | -- | 96 | 15 | -- | -- |
| CSV | 168 | 27 | 112 | 129 | 2739 | 437 | 152 | 169 |
| SHUR | 60 | 10 | 120 | 143 | 746 | 119 | 124 | 138 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1329 | 216 | 78 | 66 | 21141 | 3872 | 105 | 100 |
| EXPORT | | | | | | | | |
| SG-100-EX | 169 | 21 | 65 | 68 | 3028 | 379 | 98 | 102 |
| SG-102-EX | 0 | 0 | -- | -- | 322 | 39 | 59 | 61 |
| SG-130-EX | 0 | 0 | -- | -- | 73 | 12 | 36 | 40 |
| AS-200 | 0 | 0 | -- | -- | 788 | 112 | 86 | 93 |
| HPP-EX | 225 | 41 | 92 | 98 | 2390 | 440 | 82 | 88 |
| HPO-EX | 18 | 4 | 32 | 33 | 684 | 150 | 103 | 111 |
| T-135-P | 0 | 0 | -- | -- | 112 | 72 | 102 | 112 |
| RG-144-EX | 27 | 15 | 108 | 115 | 252 | 141 | 84 | 96 |
| SX-14 | 0 | 0 | -- | -- | 111 | 49 | 85 | 104 |
| RG-244-EX | 48 | 114 | 155 | 178 | 398 | 931 | 108 | 122 |
| SX-24 | 34 | 66 | 76 | 105 | 625 | 976 | 116 | 129 |
| SG-210 | 0 | 0 | -- | -- | 24 | 5 | -- | -- |
| TOTAL EXPORT | 521 | 261 | 64 | 102 | 8807 | 3306 | 90 | 110 |
| TOTAL SALES | 1850 | 477 | 73 | 82 | 29948 | 7178 | 100 | 105 |

JAN 5 1981

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

~~Dr. E. J. Shortsleeve~~

Mr. J. E. Walsh

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR NOVEMBER 1980 | | | | THRU NOVEMBER 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 257 | 31 | 147 | 148 | 1499 | 183 | 78 | 81 |
| SG-103-7 | 163 | 20 | 125 | 133 | 1359 | 166 | 95 | 99 |
| SG-103-9/102 | 108 | 13 | -- | -- | 944 | 113 | 629 | 628 |
| SG-104 | 828 | 86 | 106 | 110 | 10001 | 1047 | 116 | 122 |
| SG-130 | 15 | 3 | 32 | 43 | 136 | 23 | 26 | 29 |
| SG-200 | 60 | 9 | 200 | 225 | 360 | 52 | 109 | 116 |
| SG-210 | 1 | 1 | 2 | 10 | 275 | 66 | 50 | 61 |
| HPP | 0 | 0 | -- | -- | 26 | 5 | NB | NB |
| HPO | 64 | 2 | 60 | 10 | 662 | 156 | 57 | 67 |
| RG-100 | 0 | 0 | -- | -- | 315 | 159 | 107 | 120 |
| RG-110 | 17 | 4 | 63 | 67 | 200 | 52 | 68 | 81 |
| RG-144 | 38 | 21 | 93 | 100 | 313 | 184 | 70 | 82 |
| RG-244 | 54 | 129 | 126 | 136 | 366 | 912 | 77 | 87 |
| UNIVIS | 42 | 7 | NB | NB | 96 | 15 | NB | NB |
| CSV | 176 | 28 | 117 | 127 | 2571 | 411 | 156 | 173 |
| SHUR | 0 | 0 | -- | -- | 686 | 110 | 125 | 139 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1823 | 354 | 110 | 111 | 19809 | 3654 | 108 | 104 |
| EXPORT | | | | | | | | |
| SG-100-EX | 225 | 28 | 87 | 90 | 2859 | 358 | 101 | 105 |
| SG-102-EX | 0 | 0 | -- | -- | 323 | 39 | 64 | 67 |
| SG-130-EX | 0 | 0 | -- | -- | 73 | 12 | 40 | 44 |
| AS-200 | 0 | 0 | -- | -- | 788 | 112 | 93 | 102 |
| HPP-EX | 150 | 28 | 61 | 68 | 2165 | 398 | 81 | 87 |
| HPO-EX | 18 | 4 | 32 | 36 | 666 | 145 | 109 | 118 |
| T-135-P | 19 | 12 | 211 | 240 | 113 | 72 | 113 | 124 |
| RG-144-EX | 18 | 10 | 72 | 83 | 225 | 126 | 82 | 94 |
| SX-14 | -- | 1 | -- | 25 | 111 | 49 | 93 | 114 |
| RG-244-EX | 20 | 47 | 64 | 73 | 351 | 818 | 104 | 116 |
| SX-24 | 41 | 69 | 91 | 110 | 591 | 909 | 119 | 131 |
| SG-210 | 0 | 0 | -- | -- | 24 | 5 | NB | NB |
| TOTAL EXPORT | 491 | 199 | 60 | 80 | 8289 | 3043 | 92 | 111 |
| TOTAL SALES | 2314 | 553 | 93 | 97 | 28098 | 6697 | 103 | 107 |

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NOV 25 1980

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

[redacted]

Mr. J. E. Walsh

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Date Issued 11/21/80

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR OCTOBER 1980 | | | | THRU OCTOBER 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 63 | 8 | 36 | 38 | 1243 | 152 | 71 | 74 |
| SG-103-7 | 295 | 36 | 227 | 240 | 1196 | 146 | 92 | 95 |
| SG-103-9/102 | 463 | 54 | -- | -- | 836 | 100 | 557 | 556 |
| SG-104 | 1111 | 116 | 142 | 149 | 9172 | 961 | 117 | 123 |
| SG-130 | 0 | 0 | -- | -- | 121 | 21 | 26 | 29 |
| SG-200 | 0 | 0 | -- | -- | 300 | 43 | 100 | 105 |
| SG-210 | 6 | 2 | 12 | 20 | 274 | 66 | 55 | 67 |
| HPP | 0 | 0 | -- | -- | 26 | 5 | -- | -- |
| HPO | 60 | 14 | 57 | 67 | 596 | 153 | 56 | 73 |
| RG-100 | -1 | -1 | -- | -- | 314 | 158 | 118 | 132 |
| RG-110 | 26 | 6 | 96 | 100 | 183 | 47 | 69 | 81 |
| RG-144 | 12 | 7 | 29 | 33 | 275 | 163 | 67 | 80 |
| RG-244 | 36 | 87 | 84 | 92 | 313 | 784 | 72 | 82 |
| UNIVIS | 0 | 0 | -- | -- | 54 | 9 | -- | -- |
| CSV | 0 | 0 | -- | -- | 2396 | 382 | 160 | 177 |
| SHUR | 0 | 0 | -- | -- | 686 | 110 | 137 | 155 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 2071 | 329 | 125 | 103 | 17985 | 3300 | 108 | 103 |
| EXPORT | | | | | | | | |
| SG-100-EX | 263 | 33 | 102 | 106 | 2634 | 330 | 102 | 106 |
| SG-102-EX | 0 | 0 | -- | -- | 323 | 39 | 71 | 74 |
| SG-130-EX | 0 | 0 | -- | -- | 73 | 12 | 44 | 50 |
| AS-200 | 56 | 8 | 73 | 80 | 788 | 112 | 103 | 112 |
| HPP-EX | 281 | 52 | 115 | 124 | 2015 | 371 | 83 | 89 |
| HPO-EX | 9 | 2 | 16 | 18 | 648 | 141 | 117 | 126 |
| T-135-P | 19 | 12 | 211 | 240 | 94 | 60 | 103 | 113 |
| RG-144-EX | 18 | 10 | 72 | 83 | 207 | 116 | 83 | 95 |
| SX-14 | 5 | 5 | 45 | 125 | 111 | 48 | 103 | 123 |
| RG-244-EX | 33 | 76 | 106 | 119 | 331 | 771 | 107 | 121 |
| SX-24 | 41 | 72 | 91 | 114 | 550 | 840 | 122 | 133 |
| SG-210-EX | 0 | 0 | -- | -- | 24 | 5 | -- | -- |
| TOTAL EXPORT | 725 | 270 | 89 | 108 | 7798 | 2845 | 95 | 114 |
| TOTAL SALES | 2796 | 599 | 113 | 105 | 25783 | 6145 | 104 | 108 |

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

Dr. F. J. Shortsleeve

Mr. J. E. Walsh

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Date Issued 10/17/78


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"CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR SEPTEMBER 1978 | | | | THRU SEPTEMBER 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 556 | 61 | 335 | 381 | 6881 | 742 | 459 | 495 |
| SG-104 | 615 | 57 | 123 | 136 | 6028 | 553 | 134 | 146 |
| SG-130 | 104 | 16 | 520 | 800 | 732 | 106 | 407 | 503 |
| SG-200 | 20 | 3 | 67 | 75 | 340 | 41 | 126 | 142 |
| SG-210 | 50 | 11 | 49 | 69 | 543 | 114 | 59 | 76 |
| HPP | 20 | 3 | 400 | 300 | 75 | 15 | 167 | 216 |
| HPO | 121 | 25 | 220 | 278 | 1003 | 203 | 200 | 233 |
| CG-135-P | 0 | 0 | - | - | 97 | 68 | 74 | 83 |
| RG-100 | 0 | 0 | - | - | 269 | 108 | 90 | 90 |
| RG-110 | 104 | 22 | 289 | 314 | 540 | 112 | 164 | 178 |
| RG-144 | 73 | 35 | 146 | 159 | 499 | 249 | 111 | 126 |
| RG-244 | 50 | 84 | 100 | 80 | 428 | 855 | 95 | 90 |
| VISB | 0 | 0 | - | - | 96 | 12 | 23 | 26 |
| CSV | 124 | 17 | 65 | 74 | 2135 | 279 | 124 | 135 |
| SHUR | 21 | 3 | 39 | 43 | 575 | 75 | 118 | 130 |
| SG-144 | 0 | 0 | - | - | 89 | 12 | - | - |
| TOTAL DOMESTIC | 1858 | 338 | 137 | 120 | 20330 | 3543 | 167 | 140 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | - | - | 731 | 79 | 75 | 81 |
| SG-102-EX | 151 | 22 | 260 | 440 | 796 | 84 | 152 | 162 |
| SG-130-EX | 0 | 0 | - | - | 129 | 17 | 133 | 140 |
| AS-200 | 182 | 22 | 207 | 244 | 1101 | 132 | 140 | 152 |
| SG-210 | 28 | 5 | - | - | 84 | 15 | - | - |
| HPP-EX | 4 | 1 | 2 | 3 | 1749 | 267 | 97 | 105 |
| HPO-EX | 19 | 4 | 38 | 44 | 650 | 118 | 144 | 157 |
| T-135-P | 0 | 0 | - | - | 169 | 88 | 55 | 55 |
| T-135-O | 0 | 0 | - | - | 37 | 25 | | |
| RG-110-EX | 0 | 0 | - | - | 246 | 55 | 219 | 231 |
| RG-144-EX | 11 | 4 | 48 | 40 | 161 | 71 | 80 | 80 |
| SX-14 | 0 | 0 | - | - | 74 | 26 | 70 | 78 |
| RG-244-EX | 23 | 46 | 96 | 100 | 207 | 387 | 95 | 94 |
| SX-24 | 51 | 67 | 150 | 163 | 342 | 448 | 114 | 120 |
| TOTAL EXPORT | 469 | 170 | 71 | 90 | 6476 | 1812 | 109 | 106 |
| TOTAL SALES | 2327 | 508 | 116 | 108 | 26806 | 5355 | 148 | 126 |

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"Calidria" Asbestos

Monthly Sales Report

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Dr. F. J. Shortsleeve

Mr. J. E. Walsh

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## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR SEPTEMBER 1980 | | | | THRU SEPTEMBER 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 126 | 15 | 72 | 75 | 1180 | 144 | 75 | 78 |
| SG-103-7 | 210 | 26 | 161 | 163 | 900 | 110 | 77 | 80 |
| SG-103-9 | 0 | 0 | -- | -- | 373 | 45 | 249 | 250 |
| SG-104 | 974 | 102 | 124 | 129 | 8061 | 845 | 114 | 120 |
| SG-130 | 21 | 4 | 46 | 50 | 121 | 21 | 29 | 31 |
| SG-200 | 0 | 0 | -- | -- | 300 | 43 | 111 | 117 |
| SG-210 | 51 | 11 | 104 | 110 | 268 | 64 | 60 | 72 |
| HPP | 0 | 0 | -- | -- | 26 | 5 | -- | -- |
| HPO | 104 | 37 | 99 | 176 | 537 | 139 | 56 | 73 |
| RG-100 | 1 | 1 | 4 | 8 | 316 | 160 | 132 | 148 |
| RG-110 | 20 | 5 | 77 | 100 | 157 | 41 | 65 | 79 |
| RG-144 | 32 | 17 | 80 | 81 | 263 | 157 | 72 | 86 |
| RG-244 | 34 | 76 | 77 | 79 | 278 | 697 | 71 | 81 |
| UNIVIS | 0 | 0 | -- | -- | 54 | 9 | -- | -- |
| CSV | 195 | 31 | 130 | 148 | 2396 | 382 | 177 | 197 |
| SHUR | 0 | 0 | -- | -- | 686 | 110 | 153 | 172 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1768 | 325 | 104 | 99 | 15916 | 2972 | 106 | 103 |
| EXPORT | | | | | | | | |
| SG-100-EX | 244 | 30 | 94 | 97 | 2372 | 297 | 102 | 106 |
| SG-102-EX | 0 | 0 | -- | -- | 323 | 39 | 78 | 81 |
| SG-130-EX | 10 | 2 | 62 | 67 | 73 | 12 | 49 | 55 |
| AS-200 | 0 | 0 | -- | -- | 731 | 104 | 106 | 116 |
| HPP-EX | 113 | 21 | 46 | 50 | 1734 | 319 | 79 | 86 |
| HPO-EX | -17 | -9 | -- | -- | 638 | 140 | 128 | 138 |
| T-135-P | -- | -- | -- | -- | 75 | 48 | 91 | 99 |
| RG-144-EX | 17 | 9 | 68 | 69 | 189 | 106 | 84 | 96 |
| SX-14 | 17 | 6 | 170 | 150 | 106 | 43 | 109 | 123 |
| RG-244-EX | 20 | 50 | 67 | 79 | 298 | 695 | 108 | 121 |
| SX-24 | 51 | 78 | 113 | 124 | 509 | 768 | 126 | 135 |
| SG-210 | 12 | 3 | -- | -- | 24 | 5 | -- | -- |
| TOTAL EXPORT | 467 | 190 | 57 | 75 | 7072 | 2576 | 96 | 115 |
| TOTAL SALES | 2235 | 515 | 89 | 89 | 22988 | 5548 | 102 | 108 |

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. J. E. Walsh

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Date Issued 9/16/80


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR AUGUST 1980 | | | | THRU AUGUST 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 168 | 20 | 96 | 95 | 1054 | 129 | 75 | 78 |
| SG-103-7 | 82 | 10 | 63 | 67 | 691 | 84 | 66 | 69 |
| SG-103-9 | 34 | 4 | -- | -- | 373 | 45 | 373 | 375 |
| SG-104 | 991 | 104 | 127 | 133 | 7088 | 743 | 113 | 119 |
| SG-130 | 2 | -- | 4 | -- | 100 | 17 | 27 | 29 |
| SG-200 | 60 | 9 | 200 | 225 | 300 | 43 | 122 | 135 |
| SG-210 | 14 | 4 | 28 | 40 | 217 | 53 | 55 | 67 |
| HPP | 0 | 0 | -- | -- | 26 | 5 | -- | -- |
| HPO | 110 | 27 | 104 | 129 | 434 | 103 | 51 | 61 |
| RG-100 | 123 | 62 | 456 | 517 | 315 | 159 | 147 | 165 |
| RG-110 | 27 | 7 | 100 | 117 | 138 | 37 | 64 | 79 |
| RG-144 | 10 | 6 | 24 | 30 | 231 | 140 | 71 | 86 |
| RG-244 | 30 | 80 | 70 | 84 | 244 | 620 | 71 | 81 |
| SG-200-X | -- | -- | -- | -- | -- | -- | -- | -- |
| CSV | 246 | 39 | 164 | 177 | 2201 | 351 | 183 | 203 |
| SHUR | 120 | 19 | 240 | 271 | 686 | 110 | 172 | 193 |
| UNIVIS | | | | | 54 | 9 | -- | -- |
| | | | | | | | | |
| TOTAL DOMESTIC | 2017 | 392 | 122 | 123 | 14152 | 2646 | 106 | 103 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 2128 | 267 | 103 | 107 |
| SG-102-EX | 0 | 0 | -- | -- | 323 | 39 | 88 | 93 |
| SG-130-EX | 0 | 0 | -- | -- | 62 | 10 | 47 | 54 |
| AS-200 | 113 | 16 | 147 | 160 | 731 | 104 | 119 | 130 |
| HPP-EX | 0 | 0 | -- | -- | 1622 | 298 | 83 | 90 |
| HPO-EX * | 26 | 11 | 47 | 100 | 655 | 149 | 148 | 167 |
| T-135-P | 19 | 12 | 211 | 240 | 75 | 48 | 103 | 113 |
| RG-144-EX* | 9 | 5 | 36 | 42 | 172 | 97 | 86 | 99 |
| SX-14 | 26 | 10 | 236 | 250 | 88 | 37 | 102 | 118 |
| RG-244-EX | 15 | 35 | 48 | 55 | 278 | 645 | 113 | 126 |
| SX-24 | 85 | 124 | 189 | 197 | 459 | 690 | 127 | 137 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | -- | -- |
| TOTAL EXPORT | 293 | 213 | 36 | 86 | 6605 | 2385 | 101 | 120 |
| TOTAL SALES | 2310 | 605 | 93 | 107 | 20757 | 5031 | 104 | 110 |

*Print-out errors - to be corrected in September.

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

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Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

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Mr. J. E. Walsh

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Date Issued July 23, 1980


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JUNE 1980 | | | | THRU JUNE 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 0 | 0 | -- | -- | 718 | 88 | 68 | 72 |
| SG-103-7 | 93 | 11 | 72 | 69 | 539 | 66 | 69 | 72 |
| SG-103-9 | 23 | 3 | 46 | 50 | 293 | 36 | 293 | 300 |
| SG-104 | 377 | 40 | 48 | 51 | 5213 | 546 | 111 | 116 |
| SG-130 | 1 | 0 | -- | -- | 78 | 13 | 28 | 29 |
| SG-200 | 0 | 0 | -- | -- | 180 | 26 | 100 | 108 |
| SG-210 | 51 | 12 | 102 | 120 | 193 | 47 | 65 | 80 |
| HPP | 0 | 0 | -- | -- | 24 | 4 | -- | -- |
| HPO | 38 | 9 | 36 | 41 | 278 | 66 | 44 | 52 |
| RG-100 | 0 | 0 | -- | -- | 192 | 97 | 120 | 134 |
| RG-110 | 0 | 0 | -- | -- | 95 | 23 | 59 | 66 |
| RG-144 | -6 | -1 | -- | -- | 174 | 107 | 71 | 88 |
| RG-244 | 6 | 19 | 14 | 20 | 151 | 383 | 58 | 67 |
| SG-200-X | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 665 | 106 | 443 | 482 | 1811 | 289 | 201 | 224 |
| SHUR | 120 | 19 | 240 | 238 | 446 | 71 | 149 | 166 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1368 | 218 | 80 | 66 | 10385 | 1862 | 103 | 97 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 1453 | 182 | 94 | 98 |
| SG-102-EX | 0 | 0 | -- | -- | 323 | 39 | 117 | 123 |
| SG-130-EX | 10 | 2 | 62 | 100 | 62 | 10 | 62 | 68 |
| AS-200 | 169 | 24 | 222 | 240 | 619 | 88 | 135 | 146 |
| HPP-EX | 187 | 34 | 76 | 81 | 1247 | 229 | 85 | 92 |
| HPO-EX | 201 | 44 | 359 | 367 | 548 | 120 | 165 | 179 |
| T-135-P | 19 | 12 | 190 | 200 | 56 | 35 | 102 | 111 |
| RG-144-EX | 1 | 1 | 4 | 8 | 145 | 81 | 97 | 112 |
| SX-14 | 8 | 4 | 73 | 100 | 62 | 26 | 96 | 115 |
| RG-244-EX | 25 | 57 | 81 | 89 | 224 | 517 | 121 | 135 |
| SX-24 | 35 | 53 | 78 | 84 | 311 | 469 | 115 | 124 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | -- | -- |
| TOTAL EXPORT | 655 | 231 | 80 | 91 | 5062 | 1799 | 103 | 120 |
| TOTAL SALES | 2023 | 449 | 80 | 77 | 15447 | 3661 | 103 | 107 |

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Dr. [redacted]

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR APRIL 1980 | | | | THRU APRIL 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 188 | 23 | 107 | 115 | 529 | 64 | 76 | 78 |
| SG-103-7 | 157 | 19 | 121 | 127 | 446 | 54 | 86 | 88 |
| SG-103-9 | 46 | 6 | -- | -- | 270 | 33 | 540 | 550 |
| SG-104 | 1103 | 116 | 141 | 149 | 4070 | 426 | 130 | 136 |
| SG-130 | 35 | 6 | 75 | 86 | 67 | 11 | 36 | 38 |
| SG-200 | 0 | 0 | -- | -- | 120 | 17 | 100 | 106 |
| SG-210 | 38 | 9 | 78 | 90 | 103 | 26 | 52 | 67 |
| HPP | 20 | 4 | -- | -- | 22 | 4 | -- | -- |
| HPO | 63 | 16 | 59 | 76 | 230 | 52 | 54 | 62 |
| RG-100 | 64 | 32 | 246 | 267 | 192 | 97 | 181 | 201 |
| RG-110 | 0 | 0 | -- | -- | 87 | 21 | 82 | 91 |
| RG-144 | 22 | 14 | 54 | 70 | 120 | 75 | 74 | 93 |
| RG-244 | 21 | 53 | 49 | 56 | 108 | 274 | 62 | 72 |
| SG-200-X | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 128 | 20 | 85 | 95 | 879 | 140 | 146 | 165 |
| SHUR | 0 | 0 | -- | -- | 266 | 43 | 133 | 154 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1885 | 318 | 114 | 101 | 7509 | 1338 | 112 | 105 |
| EXPORT | | | | | | | | |
| SG-100-EX | 187 | 23 | 72 | 74 | 987 | 124 | 96 | 100 |
| SG-102-EX | 0 | 0 | -- | -- | 194 | 27 | 106 | 127 |
| SG-130-EX | 10 | 2 | 59 | 67 | 10 | 2 | 16 | 17 |
| AS-200 | 113 | 16 | 147 | 160 | 338 | 47 | 110 | 118 |
| HPP-EX | 188 | 35 | 77 | 85 | 759 | 140 | 78 | 85 |
| HPO-EX | 109 | 24 | 198 | 218 | 338 | 74 | 153 | 167 |
| T-135-P | 0 | 0 | -- | -- | 38 | 23 | 104 | 111 |
| RG-144-EX | 0 | 0 | -- | -- | 108 | 59 | 108 | 124 |
| SX-14 | 18 | 8 | 164 | 200 | 36 | 15 | 84 | 102 |
| RG-244-EX | 18 | 42 | 58 | 66 | 141 | 325 | 115 | 128 |
| SX-24 | 14 | 25 | 31 | 40 | 224 | 339 | 125 | 134 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | -- | -- |
| TOTAL EXPORT | 657 | 176 | 80 | 71 | 3185 | 1177 | 97 | 118 |
| TOTAL SALES | 2542 | 494 | 103 | 87 | 10694 | 2515 | 108 | 111 |


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Dr. [redacted]

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR MARCH 1980 | | | | THRU MARCH 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 63 | 8 | 36 | 38 | 340 | 42 | 65 | 68 |
| SG-103-7 | 143 | 18 | 110 | 112 | 289 | 35 | 74 | 76 |
| SG-103-9 | 162 | 20 | 324 | 333 | 224 | 27 | 448 | 450 |
| SG-104 | 829 | 86 | 106 | 109 | 2968 | 310 | 126 | 132 |
| SG-130 | -- | -- | -- | -- | 32 | 5 | 23 | 23 |
| SG-200 | 60 | 9 | 200 | 225 | 120 | 17 | 133 | 142 |
| SG-210 | 21 | 6 | 42 | 67 | 77 | 20 | 52 | 69 |
| HPP | 2 | -- | -- | -- | 2 | -- | -- | -- |
| HPO | 87 | 20 | 83 | 95 | 167 | 37 | 53 | 59 |
| RG-100 | 64 | 32 | 237 | 267 | 128 | 64 | 160 | 178 |
| RG-110 | 14 | 3 | 52 | 60 | 87 | 21 | 109 | 124 |
| RG-144 | 50 | 31 | 122 | 148 | 98 | 60 | 80 | 98 |
| RG-244 | 43 | 110 | 98 | 115 | 87 | 220 | 67 | 77 |
| SG-200-X | -- | -- | -- | -- | -- | -- | -- | -- |
| CSV | 380 | 61 | 253 | 277 | 751 | 119 | 167 | 186 |
| SHUR | 96 | 15 | 192 | 214 | 266 | 43 | 177 | 205 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 2014 | 419 | 118 | 128 | 5636 | 1020 | 112 | 106 |
| EXPORT | | | | | | | | |
| SG-100-EX | 369 | 49 | 142 | 158 | 800 | 101 | 103 | 109 |
| SG-102-EX | 64 | 9 | 139 | 150 | 194 | 27 | 142 | 169 |
| SG-130-EX | -- | -- | -- | -- | -- | -- | -- | -- |
| AS-200 | -- | -- | -- | -- | 225 | 31 | 98 | 103 |
| HPP-EX | 150 | 28 | 62 | 67 | 572 | 104 | 78 | 84 |
| HPO-EX | 55 | 13 | 98 | 118 | 229 | 50 | 138 | 152 |
| T-135-P | -- | -- | -- | -- | 38 | 23 | 141 | 144 |
| RG-144-EX | 25 | 14 | 100 | 117 | 108 | 60 | 144 | 167 |
| SX-14 | -- | -- | -- | -- | 18 | 7 | 56 | 64 |
| RG-244-EX | 37 | 128 | 123 | 203 | 124 | 283 | 135 | 148 |
| SX-24 | 78 | 117 | 173 | 186 | 211 | 314 | 156 | 166 |
| | | | | | | | | |
| TOTAL EXPORT | 778 | 358 | 95 | 143 | 2519 | 1000 | 103 | 134 |
| TOTAL SALES | 2792 | 777 | 111 | 135 | 8155 | 2020 | 109 | 118 |


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[redacted] Shortsleeve

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JANUARY 1980 | | | | THRU 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | (S) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 84 | 10 | 48 | 48 | | | | |
| SG-103-7 | 49 | 6 | 38 | 40 | | | | |
| SG-103-9 | -- | -- | -- | -- | | | | |
| SG-104 | 905 | 94 | 116 | 121 | | | | |
| SG-130 | 32 | 5 | 68 | 72 | | | | |
| SG-200 | -- | -- | -- | -- | | | | |
| SG-210 | 1 | 1 | 3 | 7 | | | | |
| HPP | -- | -- | -- | -- | | | | |
| HPO | 51 | 10 | 48 | 49 | | | | |
| RG-100 | 64 | 32 | 246 | 269 | | | | |
| RG-110 | 34 | 9 | 132 | 143 | | | | |
| RG-144 | 33 | 20 | 82 | 102 | | | | |
| RG-244 | 31 | 77 | 73 | 81 | | | | |
| SG-200-X | -- | -- | -- | -- | | | | |
| CSV | 227 | 36 | 151 | 169 | | | | |
| SHUR | 110 | 18 | 220 | 251 | | | | |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1621 | 317 | 98 | 100 | | | | |
| EXPORT | | | | | | | | |
| SG-100-EX | 356 | 43 | 138 | 138 | | | | |
| SG-102-EX | 65 | 9 | 143 | 184 | | | | |
| SG-130-EX | 0 | 0 | -- | -- | | | | |
| AS-200 | 113 | 15 | 146 | 149 | | | | |
| HPP-EX | 188 | 33 | 77 | 80 | | | | |
| HPO-EX | 138 | 29 | 250 | 263 | | | | |
| T-135-P | 19 | 11 | 208 | 221 | | | | |
| RG-144-EX | 30 | 16 | 122 | 132 | | | | |
| SX-14 | 0 | 0 | -- | -- | | | | |
| RG-244-EX | 51 | 62 | 166 | 97* | | | | |
| SX-24 | 60 | 95 | 134 | 151 | | | | |
| | | | | | | | | |
| TOTAL EXPORT | 1020 | 312 | 125 | 126 | | | | |
| TOTAL SALES | 2641 | 629 | 107 | 111 | | | | |

*Incorrect invoice price - to be adjusted in Feb.

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR FEBRUARY 1980 | | | | THRU FEBRUARY 1980 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-103-5 | 194 | 24 | 111 | 120 | 278 | 34 | 79 | 83 |
| SG-103-7 | 97 | 12 | 75 | 80 | 146 | 18 | 56 | 60 |
| SG-103-9 | 62 | 8 | -- | -- | 62 | 8 | -- | -- |
| SG-104 | 1233 | 128 | 157 | 164 | 2138 | 223 | 137 | 144 |
| SG-130 | 0 | 0 | -- | -- | 32 | 5 | 34 | 36 |
| SG-200 | 60 | 9 | 200 | 225 | 60 | 9 | 100 | 108 |
| SG-210 | 55 | 14 | 112 | 140 | 56 | 14 | 57 | 70 |
| HPP | -- | -- | -- | -- | -- | -- | -- | -- |
| HPO | 30 | 7 | 28 | 33 | 81 | 17 | 38 | 40 |
| RG-100 | 0 | 0 | -- | -- | 64 | 32 | 121 | 134 |
| RG-110 | 39 | 9 | 144 | 150 | 73 | 18 | 138 | 150 |
| RG-144 | 15 | 10 | 37 | 50 | 48 | 30 | 59 | 75 |
| RG-244 | 12 | 34 | 28 | 36 | 43 | 110 | 50 | 58 |
| SG-200-X | -- | -- | -- | -- | -- | -- | -- | -- |
| CSV | 144 | 22 | 96 | 105 | 371 | 59 | 124 | 139 |
| SHUR | 60 | 10 | 120 | 143 | 170 | 27 | 170 | 194 |
| | | | | | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 2001 | 287 | 121 | 91 | 3622 | 604 | 109 | 95 |
| EXPORT | | | | | | | | |
| SG-100-EX | 75 | 9 | 29 | 29 | 431 | 52 | 84 | 83 |
| SG-102-EX | 65 | 9 | 141 | 180 | 129 | 18 | 142 | 180 |
| SG-130-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| AS-200 | 113 | 16 | 147 | 160 | 225 | 31 | 146 | 155 |
| HPP-EX | 234 | 44 | 96 | 107 | 422 | 77 | 86 | 94 |
| HPO-EX | 36 | 8 | 65 | 73 | 174 | 37 | 158 | 168 |
| T-135-P | 19 | 12 | 211 | 240 | 38 | 23 | 208 | 232 |
| RG-144-EX | 53 | 30 | 212 | 250 | 83 | 46 | 166 | 191 |
| SX-14 | 18 | 6 | 164 | 150 | 18 | 6 | 81 | 80 |
| RG-244-EX | 35 | 93 | 113 | 145 | 87 | 155* | 140 | 121 |
| SX-24 | 73 | 102 | 162 | 162 | 133 | 197 | 148 | 157 |
| | | | | | | | | |
| TOTAL EXPORT | 721 | 329 | 88 | 132 | 1740 | 642 | 106 | 129 |
| TOTAL SALES | 2722 | 616 | 110 | 109 | 5362 | 1246 | 108 | 110 |

*IDD correction forthcoming

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Dr. H. B. Rhodes

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Mr. J. E. Walsh

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Date Issued 1/17/80

## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR DECEMBER 1979 | | | | THRU DECEMBER 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 173 | 20 | 52 | 53 | 4578 | 542 | 114 | 120 |
| SG-104 | 755 | 73 | 104 | 104 | 9311 | 909 | 107 | 109 |
| SG-130 | 15 | 2 | 21 | 18 | 276 | 43 | 33 | 34 |
| SG-200 | 60 | 8 | 176 | 200 | 420 | 57 | 105 | 118 |
| SG-210 | 60 | 13 | 95 | 108 | 470 | 106 | 62 | 74 |
| HPP | 20 | 4 | 286 | 200 | 45 | 8 | 57 | 63 |
| HPO | 72 | 14 | 67 | 67 | 953 | 199 | 74 | 81 |
| T-135-O | 5 | 0 | -- | -- | 5 | 0 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 218 | 101 | 114 | 128 |
| RG-110 | 45 | 10 | 118 | 125 | 263 | 60 | 59 | 65 |
| RG-144 | 51 | 26 | 121 | 130 | 459 | 256 | 91 | 110 |
| RG-244 | 26 | 62 | 52 | 63 | 431 | 962 | 72 | 81 |
| RG-600 | 0 | 0 | -- | -- | 10 | 6 | -- | -- |
| CSV | 42 | 6 | 20 | 21 | 1326 | 188 | 52 | 54 |
| SHUR | 0 | 0 | -- | -- | 633 | 90 | 61 | 63 |
| SG-144 | 48 | 7 | 320 | 350 | 48 | 7 | 27 | 30 |
| SG-200-X | 0 | 0 | -- | -- | 131 | 19 | -- | -- |
| TOTAL DOMESTIC | 1372 | 245 | 74 | 70 | 19577 | 3553 | 88 | 85 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 2398 | 278 | 133 | 145 |
| SG-102-EX | 0 | 0 | -- | -- | 516 | 58 | 48 | 48 |
| SG-130-EX | 0 | 0 | -- | -- | 322 | 48 | 383 | 403 |
| AS-200 | 113 | 15 | 103 | 107 | 900 | 119 | 68 | 71 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | 9 | 14 |
| HPP-EX | 169 | 29 | 85 | 91 | 2981 | 505 | 124 | 132 |
| HPO-EX | 66 | 13 | 110 | 118 | 602 | 123 | 84 | 93 |
| T-135-P | 0 | 0 | -- | -- | 94 | 55 | 60 | 66 |
| T-135-O | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 19 | 9 | 86 | 90 | 310 | 158 | 117 | 131 |
| SX-14 | 0 | 0 | -- | -- | 155 | 60 | 143 | 166 |
| RG-244-EX | 7 | 14 | 30 | 33 | 340 | 734 | 123 | 142 |
| SX-24 | 67 | 102 | 197 | 232 | 462 | 663 | 113 | 125 |
| TOTAL EXPORT | 441 | 182 | 59 | 91 | 9093 | 2804 | 101 | 117 |
| TOTAL SALES | 1813 | 427 | 70 | 77 | 28670 | 6357 | 92 | 97 |

JAN 8 1980

"Calidria" Asbestos

Monthly Sales Report

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Mr. J. E. Walsh

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Date Issued 12/20/79

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR NOVEMBER 1979 | | | | THRU NOVEMBER 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 594 | 69 | 177 | 182 | 4406 | 522 | 119 | 126 |
| SG-104 | 939 | 91 | 130 | 130 | 8556 | 836 | 107 | 109 |
| SG-130 | 9 | 1 | 13 | 9 | 261 | 41 | 34 | 36 |
| SG-200 | 0 | 0 | - | - | 360 | 49 | 98 | 110 |
| SG-210 | 49 | 10 | 78 | 83 | 410 | 93 | 59 | 71 |
| HPP | 1 | 0 | 14 | - | 25 | 5 | 35 | 38 |
| HPO | 55 | 12 | 51 | 57 | 881 | 185 | 75 | 82 |
| CG-135-P | 0 | 0 | - | - | 0 | 0 | - | - |
| RG-100 | 0 | 0 | - | - | 218 | 101 | 124 | 119 |
| RG-110 | 6 | 2 | 16 | 25 | 218 | 50 | 53 | 59 |
| RG-144 | 22 | 14 | 52 | 74 | 408 | 230 | 88 | 109 |
| RG-244 | 26 | 56 | 52 | 56 | 405 | 900 | 74 | 83 |
| RG-600 | 0 | 0 | - | - | 10 | 6 | - | - |
| CSV | 117 | 17 | 55 | 59 | 1284 | 182 | 55 | 57 |
| SHUR | 80 | 12 | 92 | 100 | 633 | 90 | 66 | 69 |
| SG-200-X | 13 | 2 | - | - | 131 | 19 | - | - |
| TOTAL DOMESTIC | 1911 | 286 | 103 | 82 | 18206 | 3307 | 90 | 87 |
| EXPORT | | | | | | | | |
| SG-100-EX | 223 | 27 | 149 | 169 | 2398 | 278 | 145 | 158 |
| SG-102-EX | 258 | 29 | 287 | 290 | 516 | 58 | 52 | 53 |
| SG-130-EX | 9 | 1 | 129 | 100 | 322 | 48 | 418 | 439 |
| AS-200 | 0 | 0 | - | - | 788 | 104 | 65 | 68 |
| SG-210 | 0 | 0 | - | - | 12 | 3 | 8 | 15 |
| HPP-EX | 281 | 48 | 140 | 150 | 2813 | 476 | 128 | 135 |
| HPO-EX | 82 | 17 | 137 | 154 | 536 | 110 | 81 | 91 |
| T-135-P | 19 | 11 | 146 | 157 | 94 | 55 | 66 | 72 |
| T-135-O | 0 | 0 | - | - | 0 | 0 | - | - |
| RG-110-EX | 0 | 0 | - | - | 1 | 0 | - | - |
| RG-144-EX | 0 | 0 | - | - | 291 | 148 | 120 | 135 |
| SX-14 | 10 | 5 | 111 | 167 | 155 | 60 | 158 | 181 |
| RG-244-EX | 34 | 72 | 148 | 167 | 333 | 720 | 132 | 152 |
| SX-24 | 38 | 56 | 112 | 127 | 396 | 561 | 106 | 116 |
| TOTAL EXPORT | 954 | 266 | 127 | 133 | 8655 | 2622 | 105 | 119 |
| TOTAL SALES | 2865 | 552 | 110 | 100 | 26861 | 5929 | 94 | 99 |

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Mr. T. P. Norris

Dr. H. B. Rhodes

~~Dr. F. J. Shantsleeve~~

Mr. J. E. Walsh

KC - File

Date Issued 11/13/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR OCTOBER 1979 | | | | THRU OCTOBER 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 567 | 66 | 169 | 178 | 3812 | 453 | 114 | 121 |
| SG-104 | 765 | 75 | 106 | 109 | 7616 | 744 | 105 | 107 |
| SG-130 | 0 | 0 | -- | -- | 252 | 40 | 36 | 37 |
| SG-200 | 60 | 8 | 182 | 200 | 360 | 49 | 107 | 120 |
| SG-210 | 34 | 9 | 54 | 75 | 362 | 83 | 58 | 70 |
| HPP | 0 | 0 | -- | -- | 24 | 4 | 36 | 39 |
| HPO | 73 | 15 | 68 | 75 | 825 | 173 | 76 | 84 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 1 | 1 | 6 | 17 | 218 | 101 | 136 | 155 |
| RG-110 | 7 | 3 | 19 | 38 | 211 | 48 | 56 | 61 |
| RG-144 | 42 | 22 | 100 | 116 | 386 | 217 | 91 | 111 |
| RG-244 | 44 | 94 | 90 | 95 | 379 | 843 | 76 | 84 |
| SG-200X | 0 | 0 | -- | -- | 119 | 17 | -- | -- |
| CSV | 158 | 23 | 75 | 79 | 1168 | 165 | 54 | 57 |
| SHUR | 121 | 17 | 139 | 142 | 553 | 78 | 63 | 65 |
| RG-600 | 0 | 0 | -- | -- | 10 | 6 | -- | -- |
| TOTAL DOMESTIC | 1872 | 333 | 102 | 97 | 16295 | 3021 | 88 | 87 |
| EXPORT | | | | | | | | |
| SG-100-EX | 656 | 79 | 437 | 494 | 2175 | 251 | 145 | 157 |
| SG-102-EX | 0 | 0 | -- | -- | 258 | 29 | 29 | 29 |
| SG-130-EX | 37 | 6 | 529 | 600 | 313 | 47 | 447 | 470 |
| AS-200 | 113 | 15 | 103 | 107 | 788 | 104 | 72 | 74 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | 10 | 15 |
| HPP-EX | 394 | 67 | 197 | 209 | 2531 | 428 | 127 | 134 |
| HPO-EX | 0 | 0 | -- | -- | 454 | 92 | 76 | 84 |
| T-135-P | 0 | 0 | -- | -- | 75 | 44 | 58 | 63 |
| T-135-0 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 9 | 4 | 53 | 40 | 291 | 148 | 132 | 148 |
| SX-14 | 0 | 0 | -- | -- | 145 | 55 | 161 | 183 |
| RG-244-EX | 20 | 42 | 87 | 98 | 300 | 648 | 130 | 151 |
| SX-24 | 39 | 54 | 115 | 123 | 358 | 504 | 105 | 114 |
| TOTAL EXPORT | 1268 | 267 | 169 | 134 | 7701 | 2353 | 102 | 118 |
| TOTAL SALES | 3140 | 600 | 121 | 110 | 23996 | 5374 | 92 | 98 |

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E. J. SHORTSLEEVE

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

Dr. F. J. Shortsleeve

Mr. J. E. Walsh

KC - File

Date Issued 10/15/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR SEPTEMBER 1979 | | | | THRU SEPTEMBER 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 723 | 85 | 215 | 224 | 3246 | 386 | 108 | 114 |
| SG-104 | 791 | 77 | 109 | 110 | 6851 | 670 | 104 | 106 |
| SG-130 | 33 | 5 | 47 | 45 | 252 | 40 | 40 | 42 |
| SG-200 | 60 | 8 | 176 | 200 | 300 | 41 | 100 | 113 |
| SG-210 | 6 | 3 | 10 | 25 | 327 | 74 | 58 | 69 |
| HPP | 1 | 0 | 14 | -- | 24 | 4 | 40 | 43 |
| HPO | 70 | 17 | 65 | 81 | 752 | 158 | 78 | 85 |
| RG-600 | 10 | 6 | -- | -- | 10 | 6 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 217 | 100 | 151 | 169 |
| RG-110 | 31 | 7 | 84 | 88 | 204 | 45 | 61 | 65 |
| RG-144 | 38 | 24 | 90 | 120 | 343 | 194 | 91 | 112 |
| RG-244 | 46 | 100 | 92 | 101 | 335 | 750 | 75 | 84 |
| SG-200-X | 48 | 7 | -- | -- | 119 | 17 | -- | -- |
| CSV | 102 | 15 | 48 | 52 | 1010 | 142 | 53 | 55 |
| SHUR | 50 | 7 | 57 | 58 | 436 | 61 | 55 | 57 |
| | | | | | | | | |
| TOTAL DOMESTIC | 2009 | 361 | 108 | 103 | 14426 | 2688 | 87 | 86 |
| EXPORT | | | | | | | | |
| SG-100-EX | 225 | 27 | 150 | 169 | 1519 | 172 | 113 | 120 |
| SG-102-EX | 86 | 9 | 96 | 90 | 258 | 29 | 32 | 33 |
| SG-130-EX | 37 | 6 | 529 | 600 | 276 | 41 | 438 | 460 |
| AS-200 | 0 | 0 | -- | -- | 675 | 89 | 68 | 71 |
| SG-210 | 0 | 0 | -- | -- | 12 | 3 | 10 | 18 |
| HPP-EX | 0 | 0 | -- | -- | 2138 | 362 | 119 | 126 |
| HPO-EX | 36 | 8 | 60 | 73 | 454 | 93 | 84 | 94 |
| T-135-P | 19 | 11 | 146 | 157 | 75 | 44 | 64 | 70 |
| T-135-O | 0 | 0 | -- | -- | | | | |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 18 | 9 | 82 | 90 | 283 | 144 | 143 | 160 |
| SX-14 | 8 | 3 | 89 | 100 | 145 | 55 | 179 | 203 |
| RG-244-EX | 34 | 72 | 148 | 167 | 280 | 607 | 135 | 157 |
| SX-24 | 14 | 19 | 41 | 43 | 319 | 450 | 104 | 114 |
| TOTAL EXPORT | 477 | 164 | 63 | 82 | 6435 | 2089 | 95 | 116 |
| TOTAL SALES | 2486 | 525 | 95 | 95 | 20861 | 4777 | 89 | 97 |


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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

[redacted]

Mr. J. E. Walsh

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Date Issued 8/24/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR July 1979 | | | | THRU July 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 182 | 21 | 54 | 57 | 2250 | 269 | 96 | 103 |
| SG-104 | 738 | 73 | 102 | 106 | 5172 | 506 | 101 | 103 |
| SG-130 | 20 | 3 | 29 | 30 | 202 | 32 | 41 | 44 |
| SG-200 | 60 | 8 | 182 | 200 | 240 | 32 | 103 | 116 |
| SG-210 | 18 | 5 | 29 | 42 | 263 | 60 | 60 | 72 |
| HPP | 1 | 0 | 16 | -- | 3 | 1 | 7 | 8 |
| HPO | 121 | 27 | 113 | 135 | 598 | 125 | 80 | 87 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 217 | 100 | 194 | 222 |
| RG-110 | 26 | 6 | 70 | 86 | 155 | 34 | 59 | 64 |
| RG-144 | 33 | 18 | 79 | 95 | 280 | 155 | 95 | 115 |
| RG-244 | 43 | 93 | 88 | 94 | 265 | 589 | 76 | 85 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 131 | 19 | 62 | 66 | 644 | 90 | 43 | 44 |
| SHUR | 50 | 7 | 57 | 58 | 281 | 39 | 46 | 47 |
| SG-200-X | 0 | 0 | -- | -- | 50 | 8 | -- | -- |
| TOTAL DOMESTIC | 1423 | 280 | 77 | 82 | 10620 | 2040 | 82 | 84 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 1294 | 145 | 123 | 130 |
| SG-102-EX | 86 | 10 | 96 | 100 | 86 | 10 | 14 | 14 |
| SG-130-EX | 37 | 6 | 529 | 600 | 184 | 28 | 376 | 394 |
| AS-200 | 0 | 0 | -- | -- | 394 | 52 | 51 | 53 |
| SG-210 | 0 | 0 | -- | -- | 0 | 1 | -- | 7 |
| HPP-EX | 225 | 38 | 112 | 119 | 1800 | 304 | 129 | 136 |
| HPO-EX | 25 | 5 | 42 | 45 | 331 | 67 | 79 | 87 |
| T-135-P | 19 | 11 | 146 | 157 | 38 | 22 | 41 | 45 |
| T-135-0 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-144-EX | 59 | 31 | 268 | 310 | 237 | 121 | 154 | 173 |
| SX-14 | 0 | 0 | -- | -- | 119 | 45 | 189 | 215 |
| RG-244-EX | 45 | 94 | 196 | 219 | 192 | 411 | 119 | 137 |
| SX-24 | 13 | 19 | 38 | 43 | 293 | 414 | 123 | 134 |
| TOTAL EXPORT | 509 | 214 | 68 | 107 | 4968 | 1620 | 94 | 116 |
| TOTAL SALES | 1932 | 494 | 74 | 91 | 15588 | 3660 | 86 | 96 |

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"Calidria" Asbestos
Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams
Mr. R. E. Byrne, Jr.
Mr. G. L. Dickson
Mr. B. L. Ingalls
Mr. E. J. Kleber
Mr. J. L. Myers - File
Mr. T. P. Norris
Dr. H. B. Rhodes
Dr. F. L. Shortsleeve
Mr. J. E. Walsh
KC - File

Date Issued 9/25/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR AUGUST 1979 | | | | THRU AUGUST 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 275 | 33 | 82 | 87 | 2524 | 301 | 94 | 100 |
| SG-104 | 887 | 87 | 122 | 124 | 6060 | 593 | 104 | 106 |
| SG-130 | 17 | 2 | 24 | 18 | 219 | 34 | 39 | 41 |
| SG-200 | 0 | 0 | -- | -- | 240 | 32 | 90 | 101 |
| SG-210 | 57 | 11 | 90 | 92 | 321 | 71 | 64 | 75 |
| HPP | 20 | 3 | 286 | 300 | 23 | 4 | 44 | 45 |
| HPO | 84 | 17 | 78 | 81 | 682 | 141 | 80 | 86 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 217 | 100 | 170 | 192 |
| RG-110 | 18 | 4 | 49 | 50 | 174 | 39 | 58 | 62 |
| RG-144 | 25 | 15 | 60 | 79 | 305 | 170 | 91 | 110 |
| RG-244 | 24 | 60 | 48 | 60 | 289 | 649 | 73 | 82 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 264 | 38 | 124 | 131 | 908 | 128 | 53 | 55 |
| SHUR | 100 | 14 | 115 | 117 | 381 | 54 | 55 | 56 |
| SG-200-X | 20 | 2 | -- | -- | 71 | 10 | -- | -- |
| TOTAL DOMESTIC | 1791 | 287 | 97 | 82 | 12414 | 2326 | 84 | 84 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 1294 | 145 | 108 | 114 |
| SG-102-EX | 86 | 10 | 96 | 100 | 172 | 20 | 24 | 25 |
| SG-130-EX | 55 | 8 | 786 | 800 | 239 | 36 | 427 | 449 |
| AS-200 | 281 | 37 | 255 | 264 | 675 | 89 | 77 | 80 |
| SG-210 | 12 | 2 | 100 | 100 | 12 | 3 | 11 | 20 |
| HPP-EX | 338 | 57 | 169 | 178 | 2138 | 362 | 134 | 141 |
| HPO-EX | 87 | 18 | 145 | 164 | 418 | 85 | 87 | 97 |
| T-135-P | 19 | 11 | 146 | 157 | 56 | 33 | 54 | 59 |
| T-135-O | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-144-EX | 28 | 14 | 127 | 140 | 265 | 135 | 151 | 169 |
| SX-14 | 18 | 7 | 200 | 233 | 137 | 52 | 191 | 217 |
| RG-244-EX | 54 | 123 | 235 | 286 | 246 | 534 | 134 | 155 |
| SX-24 | 12 | 17 | 35 | 39 | 306 | 431 | 112 | 122 |
| TOTAL EXPORT | 990 | 306 | 132 | 153 | 5958 | 1926 | 99 | 120 |
| TOTAL SALES | 2781 | 593 | 107 | 108 | 18372 | 4252 | 88 | 97 |

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

JUL 20 1979

Mr. G. R. Adams

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Mr. G. L. Dickson

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Dr. F. J. Shortsleeve

Mr. J. E. Walsh

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Date Issued 7/16/79

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JUNE 1979 | | | | THRU JUNE 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 157 | 18 | 47 | 47 | 2068 | 247 | 103 | 110 |
| SG-104 | 474 | 46 | 65 | 66 | 4434 | 433 | 102 | 104 |
| SG-130 | 13 | 2 | 19 | 18 | 182 | 29 | 43 | 47 |
| SG-200 | 0 | 0 | -- | -- | 180 | 24 | 90 | 100 |
| SG-210 | 18 | 5 | 29 | 42 | 245 | 55 | 65 | 77 |
| HPP | 1 | -- | 14 | -- | 2 | 1 | 5 | 17 |
| HPO | 66 | 14 | 62 | 67 | 477 | 98 | 74 | 80 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 217 | 101 | 226 | 259 |
| RG-110 | 7 | 1 | 19 | 12 | 130 | 28 | 59 | 61 |
| RG-144 | 42 | 24 | 100 | 120 | 247 | 137 | 98 | 118 |
| RG-244 | 48 | 106 | 96 | 107 | 222 | 497 | 75 | 84 |
| SG-200-X | 0 | 0 | -- | -- | 50 | 8 | -- | -- |
| CSV | 64 | 9 | 30 | 31 | 513 | 71 | 40 | 41 |
| SHUR | 50 | 7 | 57 | 58 | 231 | 32 | 44 | 46 |
| | | | | | | | | |
| TOTAL DOMESTIC | 940 | 232 | 51 | 66 | 9198 | 1761 | 83 | 85 |
| EXPORT | | | | | | | | |
| SG-100-EX | 38 | 4 | 25 | 25 | 1294 | 145 | 144 | 151 |
| SG-102-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-130-EX | 55 | 8 | 786 | 800 | 147 | 22 | 350 | 367 |
| AS-200 | 0 | 0 | -- | -- | 394 | 52 | 60 | 62 |
| SG-210 | 0 | 0 | -- | -- | 0 | 1 | -- | 8 |
| HPP-EX | 112 | 19 | 56 | 59 | 1575 | 266 | 131 | 138 |
| HPO-EX | 73 | 15 | 122 | 136 | 307 | 62 | 85 | 94 |
| T-135-P | 19 | 11 | 146 | 157 | 19 | 11 | 24 | 26 |
| T-135-0 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-144-EX | 18 | 9 | 82 | 90 | 178 | 90 | 135 | 150 |
| SX-14 | 25 | 9 | 278 | 300 | 119 | 45 | 220 | 250 |
| RG-244-EX | 20 | 45 | 87 | 105 | 147 | 317 | 106 | 123 |
| SX-24 | 65 | 91 | 191 | 207 | 281 | 395 | 138 | 150 |
| TOTAL EXPORT | 425 | 211 | 56 | 106 | 4461 | 1406 | 99 | 117 |
| TOTAL SALES | 1363 | 444 | 52 | 81 | 13659 | 3166 | 88 | 97 |

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. J. E. Walsh

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Date Issued 6/13/79

Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...
ACL Doc 16471 · Page 169 of 198
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asbestosclaims.law/library/16471/169

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR MAY 1979 | | | | THRU MAY 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 351 | 41 | 105 | 108 | 1911 | 230 | 114 | 123 |
| SG-104 | 931 | 91 | 128 | 130 | 3961 | 387 | 108 | 110 |
| SG-130 | 17 | 3 | 24 | 30 | 169 | 27 | 48 | 51 |
| SG-200 | 0 | 0 | -- | -- | 180 | 24 | 108 | 120 |
| SG-210 | 66 | 15 | 105 | 125 | 227 | 49 | 72 | 84 |
| HPP | 0 | 0 | -- | -- | 1 | -- | 4 | 7 |
| HPO | 59 | 14 | 55 | 70 | 412 | 84 | 77 | 83 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 64 | 29 | 400 | 414 | 217 | 100 | 271 | 312 |
| RG-110 | 2 | 1 | 5 | 12 | 123 | 27 | 66 | 69 |
| RG-144 | 35 | 19 | 83 | 100 | 205 | 113 | 98 | 118 |
| RG-244 | 45 | 98 | 90 | 99 | 174 | 391 | 70 | 79 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 0 | 0 | -- | -- | 449 | 62 | 42 | 43 |
| SHUR | 0 | 0 | -- | -- | 181 | 25 | 42 | 42 |
| SG-200-X | 0 | 0 | -- | -- | 50 | 8 | -- | -- |
| TOTAL DOMESTIC | 1570 | 311 | 85 | 90 | 8260 | 1527 | 89 | 89 |
| EXPORT | | | | | | | | |
| SG-100-EX | 450 | 54 | 300 | 338 | 1256 | 141 | 168 | 176 |
| SG-102-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-130-EX | 46 | 7 | 657 | 700 | 92 | 14 | 263 | 276 |
| AS-200 | 113 | 15 | 103 | 107 | 394 | 52 | 72 | 74 |
| SG-210 | 0 | 0 | -- | -- | 0 | 1 | -- | 10 |
| HPP-EX | 225 | 38 | 112 | 119 | 1463 | 247 | 142 | 154 |
| HPO-EX | 36 | 8 | 60 | 73 | 234 | 47 | 78 | 86 |
| T-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| T-135-O | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 25 | 14 | 114 | 140 | 161 | 81 | 146 | 163 |
| SX-14 | 2 | 1 | 22 | 33 | 94 | 36 | 208 | 240 |
| RG-244-EX | 44 | 97 | 191 | 226 | 127 | 272 | 111 | 126 |
| SX-24 | 32 | 45 | 94 | 102 | 216 | 304 | 127 | 138 |
| TOTAL EXPORT | 973 | 278 | 129 | 139 | 4038 | 1195 | 107 | 120 |
| TOTAL SALES | 2543 | 589 | 98 | 108 | 12298 | 2722 | 95 | 100 |


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F. L. SHORTSLEEVE

"Calidria" Asbestos

Monthly Sales Report

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Mr. J. E. Walsh

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Date Issued 5/17/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR APRIL 1979 | | | | THRU APRIL 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 333 | 39 | 99 | 105 | 1560 | 187 | 116 | 126 |
| SG-104 | 753 | 74 | 104 | 107 | 3029 | 296 | 103 | 105 |
| SG-130 | 13 | 2 | 19 | 20 | 152 | 24 | 54 | 59 |
| SG-200 | 60 | 8 | 182 | 200 | 180 | 24 | 135 | 152 |
| SG-210 | 60 | 12 | 97 | 100 | 161 | 35 | 64 | 74 |
| HPP | 1 | 0 | 17 | -- | 1 | 0 | 4 | -- |
| HPO | 128 | 25 | 120 | 125 | 352 | 70 | 82 | 85 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 0 | 0 | -- | -- | 153 | 72 | 239 | 288 |
| RG-110 | 45 | 10 | 122 | 143 | 120 | 26 | 81 | 84 |
| RG-144 | 19 | 14 | 45 | 74 | 170 | 94 | 101 | 122 |
| RG-244 | 39 | 88 | 80 | 89 | 129 | 293 | 65 | 74 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 108 | 16 | 51 | 57 | 449 | 62 | 53 | 54 |
| SHUR | 0 | 0 | -- | -- | 181 | 25 | 52 | 53 |
| SG-200X | 50 | 8 | -- | -- | 50 | 8 | -- | -- |
| TOTAL DOMESTIC | 1609 | 297 | 87 | 87 | 6687 | 1216 | 91 | 88 |
| EXPORT | | | | | | | | |
| SG-100-EX | 0 | 0 | -- | -- | 806 | 87 | 134 | 136 |
| SG-102-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-130-EX | 9 | 1 | 129 | 100 | 46 | 7 | 164 | 173 |
| AS-200 | 113 | 15 | 103 | 107 | 281 | 37 | 64 | 66 |
| SG-210 | 0 | 0 | -- | -- | 0 | 1 | -- | 12 |
| HPP-EX | 225 | 38 | 112 | 119 | 1238 | 209 | 155 | 163 |
| HPO-EX | 18 | 4 | 30 | 36 | 198 | 40 | 83 | 90 |
| T-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| T-135-0 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 26 | 13 | 118 | 130 | 137 | 68 | 155 | 169 |
| SX-14 | 27 | 11 | 300 | 367 | 92 | 35 | 254 | 289 |
| RG-244-EX | 13 | 29 | 57 | 67 | 83 | 175 | 90 | 102 |
| SX-24 | 59 | 87 | 174 | 198 | 184 | 259 | 135 | 147 |
| TOTAL EXPORT | 490 | 197 | 65 | 99 | 3066 | 917 | 102 | 115 |
| TOTAL SALES | 2099 | 494 | 81 | 91 | 9753 | 2133 | 94 | 98 |

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F. J. SHORTSLEEVE

APR 27 1979

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Dr. F. J. Shortsleeve

Mr. J. E. Walsh

KC - File

Date Issued 4/24/79

## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR MARCH 1979 | | | | THRU MARCH 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 438 | 57 | 130 | 150 | 1227 | 148 | 122 | 132 |
| SG-104 | 942 | 92 | 130 | 131 | 2277 | 222 | 103 | 105 |
| SG-130 | 37 | 6 | 53 | 54 | 139 | 22 | 66 | 71 |
| SG-200 | 60 | 8 | 176 | 200 | 120 | 16 | 120 | 135 |
| SG-210 | 89 | 20 | 141 | 167 | 102 | 23 | 54 | 65 |
| HPP | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| HPO | 36 | 8 | 34 | 38 | 225 | 45 | 70 | 72 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 66 | 31 | 412 | 443 | 153 | 72 | 319 | 379 |
| RG-110 | 0 | 0 | -- | -- | 76 | 16 | 68 | 71 |
| RG-144 | 72 | 39 | 171 | 195 | 151 | 80 | 120 | 138 |
| RG-244 | 33 | 75 | 66 | 76 | 90 | 204 | 60 | 69 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 20 | 3 | 9 | 10 | 341 | 46 | 54 | 53 |
| SHUR | 21 | 3 | 24 | 25 | 181 | 25 | 70 | 71 |
| SG-144 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| TOTAL DOMESTIC | 1814 | 341 | 98 | 97 | 5082 | 919 | 92 | 89 |
| EXPORT | | | | | | | | |
| SG-100-EX | 244 | 27 | 163 | 169 | 806 | 87 | 179 | 181 |
| SG-102-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-130-EX | 9 | 1 | 129 | 100 | 37 | 6 | 175 | 184 |
| AS-200 | 169 | 22 | 154 | 157 | 169 | 22 | 51 | 53 |
| SG-210 | 0 | 0 | -- | -- | 0 | 1 | -- | 17 |
| HPP-EX | 394 | 67 | 197 | 209 | 1013 | 170 | 169 | 177 |
| HPO-EX | 64 | 13 | 107 | 118 | 180 | 36 | 100 | 109 |
| T-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| T-135-O | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 1 | 0 | -- | -- |
| RG-144-EX | 45 | 22 | 204 | 220 | 111 | 54 | 168 | 182 |
| SX-14 | 21 | 9 | 233 | 300 | 65 | 24 | 240 | 267 |
| RG-244-EX | 25 | 53 | 109 | 123 | 70 | 147 | 116 | 114 |
| SX-24 | 43 | 60 | 126 | 136 | 125 | 172 | 123 | 131 |
| TOTAL EXPORT | 1014 | 274 | 135 | 137 | 2577 | 720 | 114 | 120 |
| TOTAL SALES | 2828 | 615 | 109 | 112 | 7659 | 1639 | 98 | 100 |


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MAR 2 19[illegible]

[illegible]

FEB 23 1979

[illegible]

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

[redacted]

Mr. J. E. Walsh

KC - File

Date Issued 2/22/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JANUARY 1979 | | | | THRU JANUARY 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | | | | | 287 | 33 | 86 | 89 |
| SG-104 | | | | | 941 | 92 | 128 | 131 |
| SG-130 | | | | | 69 | 11 | 99 | 109 |
| SG-200 | | | | | --- | --- | --- | --- |
| SG-210 | | | | | --- | --- | --- | --- |
| HPP | | | | | 0 | 0 | --- | --- |
| HPO | | | | | 85 | 16 | 79 | 82 |
| CG-135-P | | | | | --- | --- | --- | --- |
| RG-100 | | | | | 64 | 29 | 400 | 480 |
| RG-110 | | | | | 46 | 10 | 123 | 139 |
| RG-144 | | | | | 20 | 12 | 47 | 61 |
| RG-244 | | | | | 17 | 43 | 35 | 44 |
| VISB | | | | | --- | --- | --- | --- |
| CSV | | | | | 201 | 27 | 95 | 94 |
| SHUR | | | | | 110 | 15 | 128 | 136 |
| SG-144 | | | | | --- | --- | --- | --- |
| TOTAL DOMESTIC | | | | | 1840 | 288 | 100 | 84 |
| EXPORT | | | | | | | | |
| SG-100-EX | | | | | 300 | 30 | 200 | 188 |
| SG-102-EX | | | | | --- | --- | --- | --- |
| SG-130-EX | | | | | 28 | 4 | 394 | 414 |
| AS-200 | | | | | --- | --- | --- | --- |
| SG-210 | | | | | --- | --- | --- | --- |
| HPP-EX | | | | | 675 | 113 | 338 | 353 |
| HPO-EX | | | | | 116 | 23 | 193 | 211 |
| T-135-P | | | | | --- | --- | --- | --- |
| T-135-0 | | | | | --- | --- | --- | --- |
| RG-110-EX | | | | | 1 | --- | --- | --- |
| RG-144-EX | | | | | 50 | 23 | 228 | 234 |
| SX-14 | | | | | 1 | 1 | 15 | 25 |
| RG-244-EX | | | | | 39 | 80 | 170 | 187 |
| SX-24 | | | | | 51 | 52 | 151 | 119 |
| TOTAL EXPORT | | | | | 1261 | 328 | 168 | 164 |
| TOTAL SALES | | | | | 3101 | 616 | 120 | 114 |

Note: Export sales were actually $299. Order 60-9246 was double invoiced and 60-9074-4 was invoiced as SX-24.

Book file Ash Sales Yr End 1978

"Calidria" Asbestos

Monthly Sales Report

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Mr. J. E. Walsh

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Date Issued 1/17/79


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR DECEMBER 1978 | | | | THRU DECEMBER 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 384 | 43 | 231 | 269 | 8402 | 904 | 420 | 452 |
| SG-104 | 1130 | 105 | 226 | 250 | 8719 | 804 | 145 | 159 |
| SG-130 | 37 | 6 | 185 | 300 | 839 | 121 | 348 | 419 |
| SG-200 | - | - | - | - | 400 | 49 | 111 | 125 |
| SG-210 | 93 | 18 | 90 | 100 | 775 | 159 | 63 | 79 |
| HPP | -17 | -7 | - | - | 97 | 19 | 162 | 188 |
| HPO | 65 | 17 | 116 | 170 | 1336 | 273 | 199 | 235 |
| CG-135-P | -8 | -6 | - | - | 124 | 88 | 71 | 80 |
| RG-100 | 0 | 0 | - | - | 272 | 110 | 68 | 69 |
| RG-110 | 15 | 4 | 42 | 57 | 616 | 129 | 140 | 154 |
| RG-144 | 87 | 40 | 174 | 182 | 667 | 331 | 111 | 125 |
| RG-244 | 64 | 128 | 128 | 122 | 566 | 1169 | 94 | 93 |
| VISB | - | - | - | - | 96 | 12 | 17 | 20 |
| CSV | 43 | 5 | 22 | 22 | 2283 | 299 | 99 | 108 |
| SHUR | - | - | - | - | 625 | 82 | 96 | 105 |
| SG-144 | 48 | 7 | - | - | 137 | 19 | - | - |
| TOTAL DOMESTIC | 1941 | 360 | 143 | 127 | 25954 | 4568 | 159 | 135 |
| EXPORT SG-101 | - | - | - | - | 169 | 24 | - | - |
| SG-100-EX | 150 | 17 | 139 | 155 | 1556 | 170 | 120 | 131 |
| SG-102-EX | 0 | 0 | - | - | 796 | 84 | 114 | 120 |
| SG-130-EX | 18 | 3 | 164 | 150 | 147 | 19 | 113 | 121 |
| AS-200 | - | - | - | - | 1326 | 160 | 126 | 138 |
| SG-210 | - | - | - | - | 84 | 15 | - | - |
| HPP-EX | 338 | 55 | 169 | 190 | 2649 | 412 | 110 | 121 |
| HPO-EX | 157 | 30 | 314 | 333 | 913 | 168 | 152 | 168 |
| T-135-P | - | - | - | - | 169 | 88 | 41 | 41 |
| T-135-O | - | - | - | - | 37 | 25 | 61 | 61 |
| RG-110-EX | - | - | - | - | 318 | 73 | 212 | 227 |
| RG-144-EX | 16 | 7 | 70 | 70 | 248 | 110 | 92 | 94 |
| SX-14 | - | - | - | - | 112 | 39 | 80 | 90 |
| RG-244-EX | 23 | 44 | 96 | 96 | 287 | 548 | 98 | 99 |
| SX-24 | 70 | 91 | 206 | 222 | 496 | 653 | 124 | 131 |
| TOTAL EXPORT | 772 | 247 | 117 | 129 | 9305 | 2588 | 118 | 114 |
| TOTAL SALES | 2713 | 607 | 135 | 128 | 35259 | 7156 | 146 | 126 |

RWR

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. G. R. Adams

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Mr. T. P. Norris

Dr. H. B. Rhodes

[redacted]

Mr. J. E. Walsh

KC - File

Date Issued November 15, 1978

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR OCTOBER 1978 | | | | THRU OCTOBER 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 707 | 78 | 423 | 459 | 7528 | 815 | 452 | 488 |
| SG-104 | 732 | 69 | 146 | 164 | 6759 | 621 | 135 | 148 |
| SG-130 | 70 | 10 | 333 | 333 | 802 | 116 | 399 | 482 |
| SG-200 | -- | -- | -- | -- | 340 | 41 | 113 | 129 |
| SG-210 | 60 | 11 | 58 | 65 | 603 | 125 | 59 | 75 |
| HPP | 20 | 3 | 400 | 300 | 95 | 18 | 191 | 229 |
| HPO | 195 | 36 | 348 | 360 | 1198 | 239 | 215 | 246 |
| CG-135-P | 35 | 26 | 233 | 260 | 132 | 94 | 90 | 102 |
| RG-100 | 3 | 2 | 9 | 15 | 272 | 110 | 82 | 82 |
| RG-110 | 16 | 4 | 43 | 57 | 556 | 116 | 152 | 166 |
| RG-144 | 37 | 20 | 74 | 91 | 536 | 269 | 107 | 122 |
| RG-244 | 24 | 83 | 48 | 79 | 452 | 937 | 90 | 89 |
| VISB | -- | -- | -- | -- | 96 | 12 | 21 | 24 |
| CSV | 60 | 8 | 31 | 35 | 2195 | 288 | 115 | 125 |
| SHUR | 50 | 7 | 91 | 100 | 625 | 82 | 115 | 126 |
| SG-144 | - | - | - | - | 89 | 12 | - | - |
| TOTAL DOMESTIC | 2009 | 357 | 148 | 125 | 22279 | 3901 | 164 | 138 |
| EXPORT SG-101-EX | 169 | 24 | - | - | 169 | 24 | - | - |
| SG-100-EX | 525 | 58 | 486 | 527 | 1256 | 137 | 116 | 127 |
| SG-102-EX | -- | -- | -- | -- | 796 | 84 | 136 | 145 |
| SG-130-EX | -- | -- | -- | -- | 129 | 17 | 119 | 129 |
| AS-200 | 113 | 14 | 128 | 140 | 1213 | 146 | 139 | 151 |
| SG-210 | -- | -- | -- | -- | 84 | 15 | - | - |
| HPP-EX | 431 | 69 | 216 | 246 | 2181 | 336 | 109 | 119 |
| HPO-EX | 41 | 7 | 82 | 88 | 691 | 125 | 138 | 151 |
| T-135-P | -- | -- | -- | -- | 169 | 88 | 49 | 49 |
| T-135-O | -- | -- | -- | -- | 37 | 25 | 74 | 75 |
| RG-110-EX | 29 | 7 | 223 | 233 | 274 | 62 | 219 | 231 |
| RG-144-EX | 38 | T8 | 173 | 180 | 199 | 89 | 89 | 90 |
| SX-14 | 13 | 5 | 108 | 125 | 87 | 30 | 74 | 82 |
| RG-244-EX | 30 | 61 | 120 | 133 | 237 | 449 | 98 | 98 |
| SX-24 | 39 | 53 | 118 | 126 | 382 | 501 | 115 | 120 |
| TOTAL EXPORT | 1428 | 315 | 216 | 165 | 7904 | 2128 | 120 | 112 |
| TOTAL SALES | 3437 | 672 | 170 | 141 | 30183 | 6029 | 150 | 128 |

file Asb Sales
Bob, Note Export alt 1/2 of domestic

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

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Date Issued 9/20/78


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR AUGUST 1978 | | | | THRU AUGUST 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC SG-144 | -- | -- | -- | -- | 89 | 12 | -- | -- |
| SG-100/103 | 844 | 93 | 505 | 547 | 6325 | 680 | 474 | 507 |
| SG-104 | 739 | 70 | 148 | 167 | 5413 | 495 | 135 | 147 |
| SG-130 | 130 | 19 | 650 | 633 | 628 | 90 | 392 | 473 |
| SG-200 | 60 | 8 | 200 | 267 | 320 | 39 | 133 | 154 |
| SG-210 | 77 | 16 | 75 | 94 | 493 | 102 | 60 | 76 |
| HPP | 26 | 7 | 520 | 700 | 55 | 12 | 138 | 200 |
| HPO | 139 | 30 | 248 | 300 | 882 | 178 | 197 | 228 |
| CG-135-P | -- | -- | -- | -- | 97 | 68 | 83 | 93 |
| RG-100 | -- | -- | | | 268 | 107 | 100 | 101 |
| RG-110 | 88 | 18 | 238 | 257 | 436 | 90 | 148 | 161 |
| RG-144 | 28 | 15 | 56 | 68 | 426 | 214 | 107 | 122 |
| RG-244 | 22 | 54 | 44 | 51 | 377 | 771 | 94 | 92 |
| VISB | -- | -- | -- | -- | 96 | 12 | 26 | 30 |
| CSV | 247 | 33 | 129 | 143 | 2012 | 263 | 131 | 143 |
| SHUR | 60 | 8 | 111 | 133 | 554 | 72 | 128 | 142 |
| | | | | | | | | |
| TOTAL DOMESTIC | 2460 | 367 | 181 | 130 | 18471 | 3206 | 170 | 142 |
| EXPORT | | | | | | | | |
| SG-100-EX | 169 | 19 | 155 | 173 | 731 | 79 | 84 | 92 |
| SG-102-EX | 43 | 5 | 73 | 83 | 645 | 63 | 138 | 134 |
| SG-130-EX | 0 | 0 | -- | -- | 129 | 17 | 150 | 167 |
| AS-200 | 0 | 0 | -- | -- | 919 | 110 | 131 | 141 |
| SG-210 | 14 | 3 | -- | -- | 56 | 10 | -- | -- |
| HPP-EX | 152 | 24 | 76 | 86 | 1745 | 266 | 109 | 118 |
| HPO-EX | 3 | 1 | 6 | 12 | 631 | 114 | 158 | 173 |
| T-135-P | 0 | 0 | -- | -- | 169 | 88 | 62 | 62 |
| T-135-O | 0 | 0 | -- | -- | 37 | 25 | 92 | 94 |
| RG-110-EX | 0 | 0 | -- | -- | 246 | 55 | 248 | 264 |
| RG-144-EX | 0 | 0 | -- | -- | 151 | 67 | 84 | 85 |
| SX-14 | 0 | 0 | -- | -- | 74 | 26 | 78 | 89 |
| RG-244-EX | 8 | 16 | 33 | 35 | 183 | 341 | 95 | 93 |
| SX-24 | 37 | 50 | 112 | 119 | 291 | 381 | 109 | 114 |
| TOTAL EXPORT | 426 | 118 | 65 | 62 | 6007 | 1642 | 114 | 109 |
| TOTAL SALES | 2886 | 485 | 143 | 103 | 24478 | 4848 | 152 | 129 |



*Union Carbide trial exhibit UC-1332: Calidria Asbestos Sales Tables, Monthly Sales Reports and J. L. Myers Lett...* Published by AsbestosClaims.Law
ACL Doc 16471 · Page 182 of 198 asbestosclaims.law/library/16471/182

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR FEBRUARY 1979 | | | | THRU FEBRUARY 1979 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 501 | 59 | 150 | 160 | 788 | 92 | 118 | 124 |
| SG-104 | 394 | 38 | 54 | 54 | 1334 | 130 | 91 | 93 |
| SG-130 | 33 | 5 | 47 | 50 | 102 | 16 | 73 | 81 |
| SG-200 | 60 | 8 | 182 | 200 | 60 | 8 | 91 | 101 |
| SG-210 | 13 | 3 | 21 | 33 | 13 | 3 | 10 | 12 |
| HPP | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| HPO | 104 | 20 | 97 | 100 | 189 | 37 | 88 | 89 |
| CG-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-100 | 23 | 12 | 144 | 200 | 87 | 41 | 272 | 342 |
| RG-110 | 30 | 7 | 81 | 88 | 76 | 16 | 102 | 109 |
| RG-144 | 60 | 30 | 143 | 158 | 80 | 41 | 95 | 108 |
| RG-244 | 40 | 86 | 82 | 87 | 57 | 129 | 58 | 65 |
| VISB | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| CSV | 120 | 16 | 57 | 55 | 321 | 43 | 76 | 75 |
| SHUR | 50 | 7 | 57 | 58 | 160 | 22 | 92 | 95 |
| SG-144 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| TOTAL DOMESTIC | 1428 | 291 | 77 | 84 | 3267 | 578 | 88 | 84 |
| EXPORT | | | | | | | | |
| SG-100-EX | 263 | 29 | 175 | 181 | 563 | 60 | 188 | 186 |
| SG-102-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-130-EX | 0 | 0 | -- | -- | 28 | 4 | 197 | 207 |
| AS-200 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| SG-210 | 0 | 1 | -- | -- | 0 | 1 | -- | -- |
| * HPP-EX | (56) | (10) | -- | -- | 619 | 103 | 155 | 162 |
| HPO-EX | 0 | 0 | -- | -- | 116 | 23 | 97 | 106 |
| T-135-P | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| T-135-0 | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-110-EX | 0 | 0 | -- | -- | 0 | 0 | -- | -- |
| RG-144-EX | 16 | 9 | 73 | 90 | 66 | 32 | 150 | 162 |
| * SX-14 | 42 | 15 | 467 | 500 | 44 | 15 | 242 | 255 |
| RG-244-EX | 6 | 14 | 26 | 33 | 45 | 94 | 98 | 109 |
| * SX-24 | 31 | 60 | 91 | 136 | 82 | 113 | 121 | 128 |
| TOTAL EXPORT | 302 | 118 | 40 | 59 | 1563 | 446 | 104 | 111 |
| TOTAL SALES | 1730 | 409 | 67 | 75 | 4830 | 1024 | 93 | 94 |

*Corrected January errors in February.

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Dr. H. B. Rhodes

Dr. F. J. Shortsleeve

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Mr. J. E. Walsh

KC - File

I-6

Date Issued 9/20/78


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# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR AUGUST 1978 | | | | THRU AUGUST 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC SG-144 | -- | -- | -- | -- | 89 | 12 | -- | -- |
| SG-100/103 | 844 | 93 | 505 | 547 | 6325 | 680 | 474 | 507 |
| SG-104 | 739 | 70 | 148 | 167 | 5413 | 495 | 135 | 147 |
| SG-130 | 130 | 19 | 650 | 633 | 628 | 90 | 392 | 473 |
| SG-200 | 60 | 8 | 200 | 267 | 320 | 39 | 133 | 154 |
| SG-210 | 77 | 16 | 75 | 94 | 493 | 102 | 60 | 76 |
| HPP | 26 | 7 | 520 | 700 | 55 | 12 | 138 | 200 |
| HPO | 139 | 30 | 248 | 300 | 882 | 178 | 197 | 228 |
| CG-135-P | -- | -- | -- | -- | 97 | 68 | 83 | 93 |
| RG-100 | -- | -- | | | 268 | 107 | 100 | 101 |
| RG-110 | 88 | 18 | 238 | 257 | 436 | 90 | 148 | 161 |
| RG-144 | 28 | 15 | 56 | 68 | 426 | 214 | 107 | 122 |
| RG-244 | 22 | 54 | 44 | 51 | 377 | 771 | 94 | 92 |
| VISB | -- | -- | -- | -- | 96 | 12 | 26 | 30 |
| CSV | 247 | 33 | 129 | 143 | 2012 | 263 | 131 | 143 |
| SHUR | 60 | 8 | 111 | 133 | 554 | 72 | 128 | 142 |
| | | | | | | | | |
| TOTAL DOMESTIC | 2460 | 367 | 181 | 130 | 18471 | 3206 | 170 | 142 |
| EXPORT | | | | | | | | |
| SG-100-EX | 169 | 19 | 155 | 173 | 731 | 79 | 84 | 92 |
| SG-102-EX | 43 | 5 | 73 | 83 | 645 | 63 | 138 | 134 |
| SG-130-EX | 0 | 0 | -- | -- | 129 | 17 | 150 | 167 |
| AS-200 | 0 | 0 | -- | -- | 919 | 110 | 131 | 141 |
| SG-210 | 14 | 3 | -- | -- | 56 | 10 | -- | -- |
| HPP-EX | 152 | 24 | 76 | 86 | 1745 | 266 | 109 | 118 |
| HPO-EX | 3 | 1 | 6 | 12 | 631 | 114 | 158 | 173 |
| T-135-P | 0 | 0 | -- | -- | 169 | 88 | 62 | 62 |
| T-135-O | 0 | 0 | -- | -- | 37 | 25 | 92 | 94 |
| RG-110-EX | 0 | 0 | -- | -- | 246 | 55 | 248 | 264 |
| RG-144-EX | 0 | 0 | -- | -- | 151 | 67 | 84 | 85 |
| SX-14 | 0 | 0 | -- | -- | 74 | 26 | 78 | 89 |
| RG-244-EX | 8 | 16 | 33 | 35 | 183 | 341 | 95 | 93 |
| SX-24 | 37 | 50 | 112 | 119 | 291 | 381 | 109 | 114 |
| TOTAL EXPORT | 426 | 118 | 65 | 62 | 6007 | 1642 | 114 | 109 |
| TOTAL SALES | 2886 | 485 | 143 | 103 | 24478 | 4848 | 152 | 129 |

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

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Mr. E. J. Kleber

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Mr. T. P. Norris

Dr. H. B. Rhodes

[redacted]

Mr. J. E. Walsh

KC - File

Note: May export numbers for RG-144, RG-244 and HPP are incorrect. Hopefully they will be corrected next month. Total export sales are apparently correct.

Date Issued 6/20/78

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR MAY 1978 | | | | THRU MAY 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 765 | 81 | 458 | 476 | 3481 | 368 | 418 | 443 |
| SG-104 | 488 | 44 | 98 | 105 | 2925 | 263 | 117 | 125 |
| SG-130 | 93 | 13 | 465 | 650 | 358 | 50 | 358 | 452 |
| SG-200 | -- | -- | --- | --- | 200 | 23 | 133 | 156 |
| SG-210 | 76 | -6 | 74 | --- | 265 | 54 | 52 | 65 |
| HPP | 20 | 3 | 400 | 300 | 28 | 5 | 110 | 120 |
| HPO | 76 | 18 | 136 | 180 | 340 | 69 | 122 | 140 |
| CG-135-P | 47 | 32 | 313 | 356 | 47 | 32 | 65 | 71 |
| RG-100 | 64 | 25 | 194 | 192 | 267 | 106 | 161 | 161 |
| RG-110 | 67 | 15 | 181 | 214 | 174 | 37 | 95 | 105 |
| RG-144 | 36 | 19 | 72 | 86 | 230 | 115 | 92 | 104 |
| RG-244 | 62 | 127 | 124 | 121 | 232 | 465 | 93 | 89 |
| VISB | -- | --- | --- | --- | 96 | 12 | 42 | 48 |
| CSV | 310 | 40 | 161 | 174 | 1200 | 156 | 125 | 135 |
| SHUR | -- | --- | --- | --- | 363 | 47 | 134 | 147 |
| SG-144 | 44 | 6 | --- | --- | 89 | 12 | --- | --- |
| TOTAL DOMESTIC | 2148 | 417 | 160 | 148 | 10295 | 1814 | 152 | 129 |
| EXPORT | | | | | | | | |
| SG-100-EX | 94 | 10 | 86 | 91 | 394 | 42 | 47 | 50 |
| SG-102-EX | 108 | 11 | 183 | 183 | 409 | 37 | 140 | 128 |
| SG-130-EX | 37 | 5 | 336 | 500 | 92 | 12 | 170 | 199 |
| AS-200 | 394 | 47 | 448 | 470 | 731 | 88 | 167 | 183 |
| SG-210 | 14 | 2 | --- | --- | 28 | 5 | --- | --- |
| HPP-EX | 150 | 29 | 75 | 104 | 1219 | 185 | 122 | 131 |
| HPO-EX | 207 | 37 | 414 | 462 | 527 | 95 | 211 | 232 |
| T-135-P | 75 | 39 | 221 | 217 | 150 | 78 | 88 | 88 |
| T-135-O | -- | --- | --- | --- | 18 | 12 | 74 | 72 |
| RG-110-EX | 30 | 7 | 250 | 233 | 217 | 49 | 350 | 350 |
| RG-144-EX | 58 | 51 | 264 | 510 | 106 | 72 | 95 | 148 |
| SX-14 | 0 | 0 | --- | --- | 46 | 15 | 79 | 85 |
| RG-244-EX | 21 | 42 | 88 | 91 | 99 | 185 | 82 | 81 |
| SX-24 | 11 | 15 | 33 | 36 | 200 | 258 | 120 | 124 |
| TOTAL EXPORT | 1199 | 295 | 182 | 154 | 4236 | 1131 | 129 | 120 |
| TOTAL SALES | 3347 | 712 | 166 | 151 | 14531 | 2945 | 144 | 125 |


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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. G. R. Adams

Mr. R. E. Byrne, Jr.

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

Mr. T. P. Norris

Dr. H. B. Rhodes

Mr. W. C. Thurber ✓

Mr. J. E. Walsh

KC - File

You will find no sales summary attached since a large number of invoices were not included in the March printouts from Marietta. The sales summary for April will include March & April sales.

Record sales were established in March and were as follows:

| | March 1978 | Previous Record |
|---|---|---|
| Domestic | $485M | $391M (7/75) |
| Export | 256 | 243 (5/77) |
| TOTAL | $741M | $598 (10/77) |

Date Issued May 8, 1978


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"Calidria" Asbestos

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Mr. J. E. Walsh

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ASBESTOS SALES GROUP SUMMARY

| | February | | YTD | |
|---|---|---|---|---|
| | Tons | $M | Tons | $M |
| Asbestos | 2641 | 496 | 5036 | 974 |
| UCAR Silica | 11 | 2 | 23 | 3 |
| Shotted Slag | 65 | 5 | 132 | 10 |
| TOTAL | 2717 | $503 | 5191 | $987 |

Date Issued 3/20/78

## "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR FEBRUARY 1978 | | | | THRU FEBRUARY 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 798 | 84 | 478 | 494 | 1376 | 146 | 413 | 442 |
| SG-104 | 667 | 60 | 133 | 143 | 1224 | 110 | 122 | 131 |
| SG-130 | -- | -- | -- | -- | 21 | 3 | 53 | 72 |
| SG-200 | 60 | 7 | 200 | 233 | 60 | 7 | 100 | 117 |
| SG-210 | 4 | 1 | 4 | 6 | 67 | 13 | 33 | 39 |
| HPP | 21 | 0 | 420 | -- | 6 | 1 | 60 | 100 |
| HPO | 40 | 7 | 71 | 70 | 87 | 17 | 77 | 83 |
| CG-135-P | | | | | | | | |
| RG-100 | 61 | 25 | 185 | 192 | 78 | 31 | 110 | 120 |
| RG-110 | 32 | 6 | 86 | 86 | 48 | 9 | 65 | 67 |
| RG-144 | 69 | 31 | 138 | 141 | 95 | 44 | 95 | 101 |
| RG-244 | 34 | 69 | 68 | 66 | 71 | 146 | 71 | 69 |
| VISB | 0 | 0 | 46 | 48 | 96 | 12 | 104 | 128 |
| CSV | 88 | 11 | 46 | 48 | 245 | 32 | 64 | 68 |
| SHUR | 60 | 8 | 111 | 133 | 160 | 21 | 148 | 173 |
| | | | | | | | | |
| TOTAL DOMESTIC | 1934 | 310 | 143 | 110 | 3634 | 591 | 134 | 106 |
| EXPORT | | | | | | | | |
| SG-100-EX | 75 | 8 | 69 | 73 | 150 | 16 | 69 | 76 |
| SG-102-EX | 129 | 8 | 219 | 133 | 129 | 8 | 110 | 67 |
| SG-130-EX | 18 | 2 | 164 | 200 | 18 | 2 | 86 | 100 |
| AS-200 | 113 | 14 | 130 | 140 | 113 | 14 | 65 | 74 |
| SG-210 | | | | | | | | |
| HPP-EX | 56 | 9 | 28 | 32 | 450 | 66 | 113 | 118 |
| HPO-EX | 110 | 20 | 220 | 250 | 199 | 36 | 199 | 223 |
| T-135-P | 38 | 20 | 112 | 111 | 75 | 39 | 110 | 108 |
| T-135-O | 0 | 0 | - | - | 0 | 0 | - | - |
| RG-110-EX | 86 | 20 | 717 | 667 | 101 | 23 | 420 | 380 |
| RG-144-EX | 16 | 7 | 70 | 70 | 41 | 18 | 88 | 88 |
| SX-14 | 15 | 5 | 125 | 125 | 15 | 5 | 66 | 68 |
| RG-244-EX | 18 | 33 | 75 | 72 | 33 | 59 | 68 | 64 |
| SX-24 | 33 | 42 | 100 | 100 | 78 | 100 | 119 | 120 |
| TOTAL EXPORT | 707 | 186 | 107 | 98 | 1402 | 383 | 107 | 102 |
| TOTAL SALES | 2641 | 496 | 131 | 105 | 5036 | 974 | 125 | 104 |

UC 149-2

UNION CARBIDE **INTERNAL CORRESPONDENCE**

RECEIVED FEB 21 1978

Do we have act plans if 6/30 West Coast Dock Strike?

**METALS DIVISION**

P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 1430

To (Name) Mr. G. R. Adams
Division UCC-Metals Division
Location 39th Floor
270 Park Avenue
New York, NY 10017

Copy to Messrs. N. G. Browne
J. F. Collins
T. P. Norris
W. C. Thurber
J. E. Walsh
NF File
KC File

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.

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 |


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"Calidria" Asbestos

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Mr. J. E. Walsh

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ASBESTOS INDUSTRY TOTALS

| | | January 1978 | |
|---|---|---|---|
| | | Tons | $M |
| Asbestos | | 2258 | 479 |
| MnO | | 68 | 5 |
| Silica | | 11 | 2 |
| | TOTAL | 2337 | 486 |

Date Issued February 15, 1978

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR JANUARY 1978 | | | | THRU JANUARY 1978 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC | | | | | | | | |
| SG-100/103 | 578 | 61 | 348 | 381 | | | | |
| SG-104 | 557 | 50 | 111 | 119 | | | | |
| SG-130 | 21 | 3 | 105 | 150 | | | | |
| SG-200 | | | | | | | | |
| SG-210 | 63 | 11 | 62 | 69 | | | | |
| HPP | (15) | 2 | -- | -- | | | | |
| HPO | 46 | 9 | 82 | 90 | | | | |
| CG-135-P | | | | | | | | |
| RG-100 | 17 | 7 | 52 | 54 | | | | |
| RG-110 | 16 | 3 | 43 | 43 | | | | |
| RG-144 | 26 | 14 | 52 | 64 | | | | |
| RG-244 | 37 | 76 | 74 | 72 | | | | |
| VISB | 96 | 12 | 209 | 300 | | | | |
| CSV | 157 | 20 | 82 | 87 | | | | |
| SHUR | 100 | 13 | 185 | 217 | | | | |
| | | | | | | | | |
| TOTAL DOMESTIC | 1637 | 281 | 121 | 101 | | | | |
| EXPORT | | | | | | | | |
| SG-100-EX | 75 | 8 | 69 | 80 | | | | |
| SG-102-EX | | | | | | | | |
| SG-130-EX | | | | | | | | |
| AS-200 | | | | | | | | |
| SG-210 | | | | | | | | |
| HPP-EX | 394 | 57 | 197 | 204 | | | | |
| HPO-EX | 90 | 16 | 180 | 200 | | | | |
| T-135-P | 38 | 20 | 112 | 111 | | | | |
| T-135-O | | | | | | | | |
| RG-110-EX | 14 | 3 | 117 | 100 | | | | |
| RG-144-EX | 25 | 11 | 109 | 110 | | | | |
| SX-14 | | | | | | | | |
| RG-244-EX | 14 | 26 | 58 | 57 | | | | |
| SX-24 | 46 | 58 | 139 | 141 | | | | |
| TOTAL EXPORT | 621 | 198 | 95 | 106 | | | | |
| TOTAL SALES | 2258 | 479 | 112 | 103 | | | | |

JAN 27 197

"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. R. E. Byrne

Mr. J. F. Collins

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

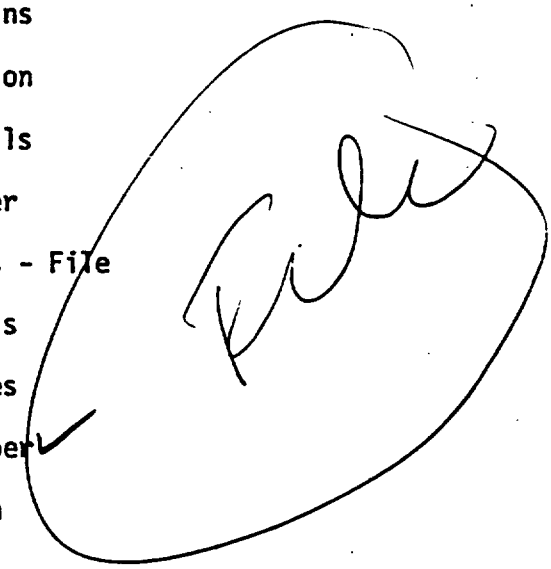
Mr. T. P. Norris

Dr. H. B. Rhodes

Mr. W. C. Thurber

Mr. J. E. Walsh

KC - File



ASBESTOS SALES GROUP SUMMARY

| | December | | YTD | |
|---|---|---|---|---|
| | Tons | $M | Tons | $M |
| Asbestos | 2057 | 346 | 24892 | 5298 |
| Shotted Slag | - | - | 1699 | 111 |
| SiMn Slag | - | 2 | 168 | 43 |
| MnO Fert. | - | - | 46 | 3 |
| Std. Slag | - | - | 1318 | 59 |
| UCAR Silica | 34 | 5 | 511 | 61 |
| Submicron Silica | - | - | 16 | 1 |
| TOTALS | 2091 | 353 | 28650 | 5576 |

Date Issued 1/25/78

# "CALIDRIA" ASBESTOS SALES SUMMARY

| PRODUCT | FOR DECEMBER 1977 | | | | THRU DECEMBER 1977 | | | |
|---|---|---|---|---|---|---|---|---|
| | SALES | | % BUDGET | | SALES | | % BUDGET | |
| | TONS | $M | (T) | ($) | TONS | $M | (T) | ($) |
| DOMESTIC SG-101 | - | - | - | - | 11 | 1 | - | - |
| SG-103 | 189 | 19 | 88 | 90 | 2704 | 271 | 104 | 106 |
| SG-104 | 375 | 32 | 56 | 57 | 5545 | 466 | 69 | 69 |
| SG-130 | 14 | 2 | 70 | 100 | 124 | 15 | 52 | 54 |
| SG-200 | 0 | 0 | - | - | 360 | 38 | 60 | 64 |
| SG-210 | 81 | 15 | 48 | 60 | 1467 | 245 | 73 | 82 |
| HPP | 20 | 3 | 333 | 300 | 126 | 22 | 262 | 271 |
| HPO | 2 | 1 | 1 | 3 | 1228 | 214 | 51 | 59 |
| T-135-0 | - | - | - | - | - | - | - | - |
| CG-135-P | - | - | - | - | 80 | 51 | 50 | 213 |
| RG-100 | 52 | 21 | 1040 | 1050 | 314 | 117 | 605 | 584 |
| RG-110 | 13 | 3 | 35 | 50 | 432 | 81 | 98 | 112 |
| RG-144 | 43 | 22 | 102 | 129 | 576 | 268 | 115 | 134 |
| RG-244 | 25 | 51 | 44 | 47 | 526 | 1059 | 77 | 81 |
| VISB | 97 | 10 | 693 | 1000 | 417 | 46 | 261 | 285 |
| CSV | 444 | 53 | 261 | 279 | 2503 | 301 | 123 | 137 |
| SHUR | 100 | 12 | 149 | 150 | 803 | 96 | 100 | 109 |
| SG-310 | - | - | - | - | 37 | 6 | - | - |
| | | | | | | | | |
| TOTAL DOMESTIC | 1455 | 243 | 84 | 80 | 17253 | 3295 | 83 | 90 |
| EXPORT SG-210 | - | - | - | - | 42 | 7 | - | - |
| SG-100/102 | 167 | 18 | 134 | 150 | 1764 | 173 | 118 | 120 |
| SG-130 | - | - | - | - | 166 | 20 | 75 | 83 |
| AS-200 | 113 | 12 | 134 | 133 | 1125 | 123 | 112 | 123 |
| HPP-EX | 19 | 3 | 12 | 14 | 2368 | 330 | 122 | 131 |
| HPO-EX | 193 | 32 | 394 | 457 | 726 | 118 | 125 | 140 |
| T-135-P | - | - | - | - | 169 | 88 | 44 | 47 |
| RG-110-EX | 72 | 15 | 180 | 188 | 216 | 45 | 45 | 47 |
| RG-144 | 16 | 6 | 123 | 120 | 194 | 82 | 128 | 137 |
| SX-14 | 15 | 5 | 115 | 125 | 191 | 61 | 126 | 127 |
| RG-244 | 7 | 12 | 35 | 33 | 246 | 440 | 102 | 102 |
| SX-24 | - | - | - | - | 377 | 477 | 75 | 71 |
| T-135-0 | - | - | - | - | 55 | 39 | - | - |
| TOTAL EXPORT | 602 | 103 | 101 | 59 | 7639 | 2003 | 107 | 95 |
| TOTAL SALES | 2057 | 346 | 88 | 72 | 24892 | 5298 | 89 | 92 |