PLAINTIFF'S EXHIBIT

UC-2645

UNION CARBIDE INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

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

To (Name) R. L. Schult
Division W. C. Thurber
Location

cc: R. E. Byrne
H. B. Rhodes
G. L. Dickson
Copy to B. L. Ingalls
E. J. Kleber
J. E. Walsh
T. P. Norris
J. F. Collins
J. W. Rawlings
F. H. Larrison
File

Date August 21, 1975
"Calidria" Asbestos
Originating Dept. [redacted]

Answering letter date

Subject

Enclosed is a summary of the asbestos shortage situation which was prepared primarily for distribution to the Chemicals Division field sales personnel. Copies have been sent to Carl Preston and Bob Wesson for this purpose.

I would suggest that this summary, or something similar, be sent to all Metals Division and appropriate Corporate personnel so that they are also aware of the situation. I am sure that some of our unhappy customers, or non-customers, will complain to the "top" of the Corporate level; and it may save us all time and trouble if they are pre-informed.

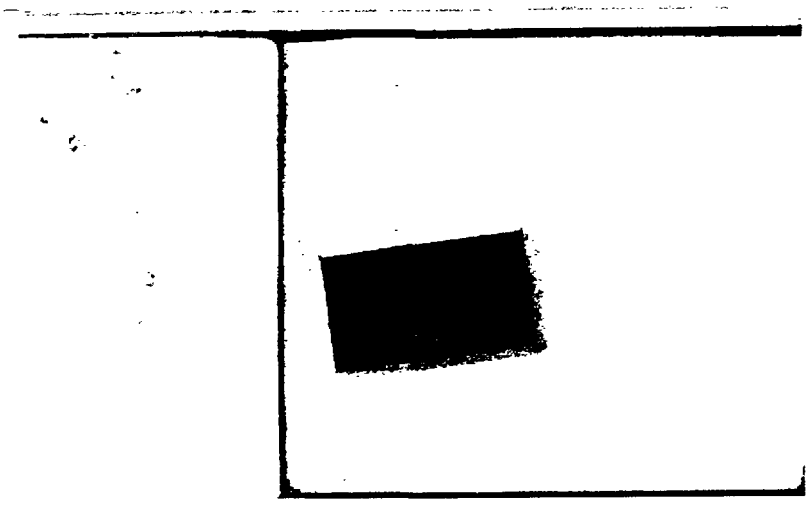
I will try to keep you advised of any new developments.

John L. Myers

typed 8-21-75
rsv

UCC 005355

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E
Follow-up
10/17

UCC 005356

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Market Parity

Market Segments (current)

JLM 1. Floor Tile
GLD 2. Paper
3. Paint
HOR 4. Drilling Muds
REB 5. Plastic Reinforcement (ONSP)
6. Rubber
TPN 7. Ceiling Tile
8. Thixotrope (Viscosity Control in Plastics) {RG-100, RC-640, RC-116}
JW 9. Tape Joint & Textural Coatings (?)
10. Plastic Filler (Phenolic + Polyester Resins)
11.
12.
13.
14.

Subject Matter

a) Technical Function(s) of Asbestos
b) Calendar Sales History (by Customer)
c) Total Available Market (for our fiber)
d) MMT Trends (USBM + USDC data etc.)
e) Who are the customers
f) Factors Governing Our Ability to increase market share
g) Competitors + Competitive Products

Potential Markets

1) Filtration
2) Waste Water Treatment (Removal of Asbestos)
3) Brake Linings & Other Friction Materials

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4. Existing Market Segments by Study

1 Floor tile
2 Adhesives, caulks, & sealants
3 Paint & Textured Coatings
4 Ceiling Tile
5 Rubber
6 Paper fillers
7 Viscosity control
8 Waste Water Treatment
9 Drilling muds
10 Tape Joints
11 Plaster reinforcement
12 Paper

U.C.C

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METALS DIVISION SALES

ASBESTOS

1983 November Year-to-Date

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	798	671	1469
HPP	80	881	961
RG	1097	527	1624
SG	8837	2565	11402
Super Visbestos	655	-	655
Imcobest	147	-	147
Univis	115	-	115
Telvis	169	-	169
SX	-	524	524
As 200	-	1331	1331
T 135	-	38	38
	11898	6537	18435

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METALS DIVISION SALES

ASBESTOS

1982

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	862	684	1546
HPP	67	975	1042
RG	1040	585	1625
SG	8709	3342	12051
Super Visbestos	1080	-	1080
Imcobest	113	-	113
Univis	68	-	68
Telvis	112	-	112
SX	-	500	500
As 200	-	1218	1218
T 135	-	19	19
	12051	7323	19374

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METALS DIVISION SALES

ASBESTOS

1981

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	965	704	1669
HPP	46	1575	1621
RG	1346	606	1952
SG	15602	2767	18369
Super Visbestos	2139	-	2139
Imcobest	441	-	441
Univis	166	-	166
SX	-	640	640
As 200	-	975	975
T 135	-	38	38
	20705	7305	28010

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METALS DIVISION SALES

ASBESTOS

1980

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	709	684	1393
HPP	26	2390	2416
RG	1219	650	1869
SG	15606	3448	19054
Super Visbestos	2739	-	2739
Imcobest	746	-	746
Univis	96	-	96
SX	-	737	737
As 200	-	788	788
T 135	-	113	113
	21141	8810	29951

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METALS DIVISION SALES

ASBESTOS

1979

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	953	602	1555
HPP	45	2981	3026
RG	1361	651	2012
SG	15234	3248	18482
Super Visbestos	1326	-	1326
Imcobest	633	-	633
SX	-	617	617
As 200	-	900	900
T 135	-	94	94
	19552	9093	28645

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METALS DIVISION SALES

ASBESTOS

1978

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	1336	913	2249
HPP	97	2649	2746
RG	2121	851	2972
SG	19212	2752	21964
CG	124	-	124
Super Visbestos	2283	-	2283
Visbestos	96	-	96
Imcobest	625	-	625
SX	-	608	608
As 200	-	1326	1326
T 135	-	206	206
	25894	9305	35199

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METALS DIVISION SALES

ASBESTOS

1977

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	1228	745	1973
HPP	126	2349	2475
RG	1848	657	2505
SG	10248	1972	12220
CG	80	-	80
Super Visbestos	2503	-	2503
Visbestos	417	-	417
Imcobest	803	-	803
SX	-	568	568
As 200	-	1125	1125
T 135	-	224	224
	17253	7640	24893

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METALS DIVISION SALES

ASBESTOS

1976

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	1957.52	519.00	2476.52
HPP	107.01	2119.00	2226.01
RG	1635.80	743.00	2378.80
SG	11303.00	896.00	12199.00
T 135	28.78	260.00	288.78
CG	49.23	-	49.23
Super Visbestos	2123.75	-	2123.75
Visbestos	231.75	-	231.75
Imcobest	773.65	-	773.65
SX	-	550.00	550.00
As 200	-	1256.00	1256.00
	18210.49	6343.00	24553.49

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METALS DIVISION SALES

ASBESTOS

1975

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	2182	224	2406
HPP	136	1500	1636
RG	2024	454	2478
SG	15614	1644	17258
T 135	225	226	451
CC	108	-	108
Arcovis	9	-	9
Super Visbestos	3784	-	3784
Visbestos	199	-	199
Imcobest	833	-	833
SX	-	178	178
As 200	-	760	760
	25114	4986	30100

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METALS DIVISION SALES

ASBESTOS

1974

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	187	366	553
HPP	855	2907	3762
RG	1268	615	1883
SG	12930	-	12930
T 135	155	407	562
CG	256	-	256
Super Visbestos	2796	-	2796
NGSV	31	-	31
Visbestos	508	-	508
Imcobest	687	-	687
SX	-	350	350
As 200	-	1388	1388
	19673	6033	25706

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METALS DIVISION SALES

ASBESTOS

1973

	Domestic Net Tons	Export Net Tons	Total Net Tons
HPO	68	219	287
HPP	1008	1565	2573
RG	820	339	1159
SG	8173	750	8923
T 135	125	430	555
CG	13	-	13
Super Visbestos	971	-	971
Visbestos	131	-	131
Imcobest	677	-	677
SX	-	113	113
	11986	3416	15402

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