PLAINTIFF'S EXHIBIT
UC-2650

I-6

3.0 MARKETING

3.10 Products

The King City plant produces a variety of asbestos products from an unusual orebody located near Coalinga, California. The deposit is unusual in that it contains only Chrysotile asbestos and consists entirely of the short-fiber mineral, equivalent to Canadian Grade 7 or shorter. Development and use of a proprietary hydraulic benefication process has resulted in a series of products considered novel to the asbestos industry. Although some of these products are used in conventional applications, many new uses have been found for this extremely versatile material.

By taking advantage of the unique coalinga ore deposit and the development of wet milling techniques, a range of end products varying in purity and degree of fiber liberation is available. The wet process utilized has also made possible, for the first time in the asbestos industry, the economic production of a pelletized product. The advantages of this type product are ease of handling, reduced dust emissions, lower shipping costs, and savings in storage and handling. Also for the first time, an asbestos product that can be handled readily by conventional bulk handling techniques is available and, as such, reprsents a major achievement in the asbestos industry. For customers who are unable to process pellets, similar grades in an open or powder form are also provided.

The following contains a general listing of Calidria products:

3.11 Standard-Grade Products

Moderately liberated fibers used as low-cost fillers, reinforcing aids, and flow control agents in floor tile, asphaltics, caulks, sealants, and similar applications.

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GRADE	FORM	PACKAGING
SG-103	pellets	50 lb. plastic bags
SG-104	pellets	bulk hopper cars/trucks
SG-130	open fiber	40 lb. bags

3.12 Super Standard-Grade Products

Moderately liberated fibers, used where a higher purity product than the standard grades is required. Primary applications are rubber floor tile, sprayable asphaltics, caulks and sealants.

GRADE	FORM	PACKAGING
SG-200	pellets	50 lb. bags
SG-210	open fiber	35 lb. bags

3.13 High-Purity Grades

Highly refined products used as a filler and reinforcer in rubber and in phenolic molding compounds, and for flow control in black and aluminized roofing compounds, mastics, coatings, and organic resin systems.

GRADE	FORM	PACKAGING
HPP	pellets	50 lb. bags
HPO	open fiber	35 lb. bags
RG-100	pellets	82 lb. bags
RG-110	open fiber	35 lb. bags
RG-144*	open fiber	35 lb. bags

*Also sold by W. R. Grace under their tradename Sylodex 14.

3.14 Silica-Treated Product

A premium grade thixotrope and viscosity control agent for polyester laminating resins and gel coats, plastisols, organosols, epoxies phenolic, and other organic resin systems.

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GRADE	FORM	PACKAGING
RG-244*	open fiber	10 lb. bags

*Also sold by W. R. Grace under their tradename Sylodex 24.

3.15 Oil Well Drilling Grades

Viscosity modifiers in aqueous and oil base drilling fluids. Sold by Montello, Inc., under their tradenames.

3.20 SALES

A summary of the previous five years Calidria sales history is as follows:

	1980	1981	1982	1983	1984 (F) *
		M$			
Domestic	3,890	4,370	3,195	3,414	3,891
Export	3,290	3,280	3,325	3,754	3,650
TOTAL	7,180	7,650	6,520	7,168	7,541
		TONS			
Domestic	21,170	20,720	12,060	13,034	12,843
Export	8,780	7,290	7,310	7,957	8,030
TOTAL	29,950	28,010	19,370	20,991	20,873
Average Price/Ton:					
	$240	$273	$337	$341	$361

* (F) Sales Forecast Dated 3/8/84

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3.30 MARKETS

3.31 Domestic

The principle domestic markets for Calidria Asbestos products, based on 1983 (rounded) sales are as follows:

Market	1983 SALES Tons	1983 SALES M$	% of 1983 SALES Tons	% of 1983 SALES $
Vinyl & Asphaltic Floor Tile	8810	1210	68	35
Rubber Floor Tile	600	120	5	4
Other Rubber Products	560	470	4	14
Drilling Fluids	1230	250	9	7
Solvent & Water Base Coatings	1000	260	8	8
Phenolic Molding Compounds	110	30	1	1
Organic Resin Systems	700	1070	5	31
Other	20	--	--	--
TOTAL	13030	3410	100	100

3.32 Export

Based on 1983 sales (rounded) the following represents best estimates of the primary export markets. Some degree of error exists as the majority of export sales are handled by resellers and the end-use markets are sometimes not well defined.

Market	1983 SALES Tons	1983 SALES M$	% of 1983 SALES Tons	% of 1983 SALES $
Vinyl Floor Tile & Cement Board	3200	440	40	12
Ceiling Tile	2640	490	33	13
Phenolic Resins	770	200	10	5
Organic Resin Systems	1220	2580	15	69
Other	120	40	2	1
TOTAL	7950	3750	100	100

UCC005131

3.40 CUSTOMERS

3.41 Domestic

United States customers purchase Calidria products either directly from Calidria Corporation (commercial sales) or through our distributor network. Comparative sales in tons and dollars for 1983 by domestic distributors and direct sales are as follows:

	1983 SALES		% OF 1983 SALES	
	Tons	M$	Tons	$
Distributor Sales	2,320	1170	18	34
Commercial Sales	10,710	2240	82	66
TOTAL	13,030	3410	100	100

Distributors

The distributorship system presently consists of seven companies which maintain a total of eleven sales offices in the United States. Their primary functions is to service and develop new customers who normally order in less than truckload quantities, although some third party truckload customers are served. Calidria products are stocked in fifteen warehouses strategically located across the country. A listing of 1984 Distributors is presented in Exhibit No. 1.

Total customers serviced through distributors in 1983 was 197, down from 210 in 1982. Sales to individual distributors are presented in Exhibit II.

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3.42 EXPORT

The bulk of export sales is handled by distributors and Union Carbide International affiliates. Exhibit III contains our export distributors and affiliated Union Carbide International affiliates presently active in developing Calidria Asbestos sales.

Exhibit IV presents 1983 export sales by distributors and UCC affiliates.

Gordon L. Dickson
April 12, 1984

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COMMERCIAL

Commercial sales represent those made directly by Calidria Corporation and shipped from our King City Plant to the customer. No warehouses are presently maintained by Calidria Corporation.

A summary of 1983 direct, or commercial, sales is as follows:

CUSTOMER	PRODUCT	APPLICATION	TONS	M#
Avco Corporation	RG-244	Coatings	12	47
Carboline Company	SG-130 & HPO	Coatings	14	4
Celanese Chemical Co.	RG-144	Plastics	80	70
Chemseco	SG-210 &RG-144	Sealants	14	5
Colonial Rubber Works	RG-100	Rubber	556	469
Fields Enterprises, Inc.	SG-210	Coatings	62	18
Kentile Floors, Inc.	SG-103 & 104	Floor Tile	8,810	1,209
Mortell Company	RG-110, 144 & 244	Sealants	135	54
Protective Treatments, Inc.	RG-144 & 244	Sealants	25	43
RCA Rubber Company	SG-200	Floor Tile	540	102
Riverain Corporation	RG-144 & 244	Sealants	9	32
Rogers Corporation	HPO	Phenolics	106	31
Roppe Rubber	HPP	Floor Tile	60	16
Tremco	HPO & RG-244	Coatings	176	96
Michael-Walter Inc.	HPO	Caulks	72	20
Other	-	-	39	24
TOTAL			10,710	2,240

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EXHIBIT I

CALIDRIA CORPORATION

DOMESTIC DISTRIBUTORS

JANUARY, 1984

COMPANY	AGREEMENT DATE	GEOGRAPHIC COVERAGE
A. T. Callas Company Suite 205 1740 West Big Beaver Road Troy, Michigan 48084 (313) 643-9280	4/15/82	Illinois, Indiana, Iowa, Michigan Minnesota, Ohio (Toledo only), Western New York, Wisconsin, Kentuck
American Industrial Chemicals Corporation 1819 South Cobb Industrial Blvd. Smyrna, Georgia 30083 (404) 434-8300	4/15/82	Alabama, Florida, Georgia, Mississippi, North & South Carolina, Tennessee
D&F Distributing, Inc. 10120 Northwest Freeway Suite 212 Houston, Texas 77092 (713) 681-4891	5/17/82	Arizona, Colorado, Idaho, Missouri, Montana, Nebraska, New Mexico, North & South Dakota, South Texas, Utah, Wyoming
2727 Oak Lawn Suite 109 Dallas, Texas, 75207 (214) 745-1556		Arkansas, Kansas, Louisiana, North Texas, Oklahoma
1939 Vandeventer St. Louis, Missouri 63110 (314) 821-8800		(Warehousing Only)
Harrison & Crosfield (Pacific) 17821 East 17th Street Tustin, California 92680 (714) 544-8200	12/13/82	Southern California, Nevada

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EXHIBIT 1 (Cont'd)

CALIDRIA CORPORATION

DOMESTIC DISTRIBUTORS

JANUARY, 1984

COMPANY	AGREEMENT DATE	GEOGRAPHIC COVERAGE
5801 Christie Avenue Suite 590 Emeryville, California 94608 (415) 658-8333		Northern California
2727 NW Nella Street Portland, Oregon 97210 (513) 222-1301		Oregon
2450 8th Avenue South Seattle, Washington 98134 (206) 682-4425		Washington
Lenape Chemicals, Inc. P.O. Box 270 210 East High Street Bound Brook, New Jersey 08805 (201) 469-7310	6/25/82	Connecticut, Delaware, E. New York, Main, Massachusetts, Maryland New Hampshire, New Jersey, Pennsylvan (E. of I-79), Rhode Island, Vermont Virginia, West Virginia
Montello, Inc. 6106 East 32nd Place Tulsa, Oklahoma 74135 (918) 665-1170	12/1/82	U.S. & International sales to the oil well drilling market
Technical Products, Inc. 3500 Ridge Road Cleveland, Ohio 44102 (216) 961-3340	4/15/82	Ohio, Pennsylvania (W. of I-79)

UCC 005136

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EXHIBIT II

CALIDRIA CORPORATION

1983 DOMESTIC DISTRIBUTOR SALES

Company	Product	Tons	M$
A. T. Callas Company	HPO	24	6
	RG-144	64	49
	RG-244	43	143
	SG-210	53	13
	TOTAL	184	210
American Industrial Chemicals	HPO	6	2
	RG-144	6	4
	RG-244	11	37
	TOTAL	23	43
D&F Distributing, Inc.	HPO	368	95
	RG-110	5	1
	RG-144	10	7
	RG-244	33	110
	TOTAL	416	214
Harrisons & Crosfield (Pacific)	HPO	104	28
	HPP	15	3
	RG-110	98	27
	RG-144	5	4
	RG-244	68	228
	SG-210	46	12
	TOTAL	336	301
Lenape Chemicals, Inc.	RG-144	49	37
	RG-244	19	62
	SG-210	8	2
	TOTAL	76	101
Montello, Inc.	Super Visbestos	734	147
	IMCO SHUR-LIFT	147	29
	UNIVIS	86	18
	TELVIS	262	52
	TOTAL	1229	246
Technical Products, Inc.	HPO	29	8
	RG-244	14	49
	TOTAL	43	56
TOTAL ALL DISTRIBUTORS	ALL	2307	1170

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EXHIBIT III

CALIDRIA CORPORATION

EXPORT DISTRIBUTORS

JANUARY, 1984

COMPANY	GEOGRAPHIC COVERAGE
Grace GmbH Worms, Germany	Western Europe
W. R. Grace & Company Pacific - Interamerican Division New York, NY	Pacific, Mexico, and South America
Harrisons & Crosfield (Canada)Ltd Toronto, Ontario, Canada	Canada
Tomoe Engineering Company, Ltd Tokyo, Japan	Japan, Republic of China, Peoples Republic of China, Hong Kong, Republic of Korea, Thailand, Singapore, Indonesia
Union Carbide International	Australia, Brazil, South Africa

G. L. Dickson
April 12, 1984

GLD/dav

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EXHIBIT IV

CALIDRIA CORPORATION

1983 EXPORT SALES

Distributor	Product	Tons	M$
Grace GmbH	HPO	9	3
	SX-14 (1)	62	38
	SX-24 (1)	499	1219
	TOTAL	570	1260
Harrison & Crosfield (Canada) Ltd.	HPO	80	20
	RG-144	10	7
	RG-244	30	102
	TOTAL	120	129
Tomoe Engineering Company, Ltd.	HPO	710	185
	HPP	1013	219
	RG-144	328	243
	RG-244	212	674
	SG-100	3206	436
	SG-130	52	10
	AS-200 (2)	1631	277
	T-135-P (3)	38	29
	TOTAL	7190	2073
Union Carbide Corporation International			
Australia	RG-144	8	7
	RG-244	5	21
Brazil (4)	RG-244	46	188
Taiwan (4)	RG-244	10	40
South Africa	RG-144	8	7
	RG-244	5	21
	TOTAL	82	284
TOTAL EXPORT SALES	ALL	7962	3746

(1) SX-14 and SX-24 are Grace's tradenames for RG-144 and RG-244.

(2) AS-200 is the same as SG-200.

(3) T-135-P is High Purity Asbestos coflocculated with 30% titanium dioxide (anatase).

(4) Sales in Taiwan now handled by Tomoe Engineering Company.

Gordon L. Dickson
April 12, 1984

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