UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT
UC-2653

UNION CARBIDE CORPORATION ROBINSON PLAZA II, ROUTE 60, PITTSBURGH, PA 15205
METALS DIVISION

To [Name] Mr. J. T. Kelly
Division UCC Metals Division
Location Danbury, CT
Area

Date January 23, 1984
Originating Dept.
Area

Copy to
Mr. G. M. Lincoln, Jr.
Mr. J. L. Myers
Mr. T. P. Norris
~~Mr. W. C. Thurber~~
Mr. J. E. Walsh

Subject "CALIDRIA" ASBESTOS SALES
1983 Sales Summary

I-6

Attached are reports summarizing commercial, distributer, and export sales for 1983.

G. L. Dickson

GLD/dav
Attachment

UCC 005163

ASBESTOS

NET TONS

DOMESTIC	MONTH DECEMBER 1983 ACTUAL	BUDGET	% BUDGET	YEAR TO DATE DECEMBER 1983 ACTUAL	BUDGET	% BUDGET
SG103-5	252	200	126	3193	2200	145
SG103-7	0	0	ERROR	5		ERROR
SG104	450	360	125	5618	4000	140
SG130	0	7	0	47	80	59
SG200	31	40	78	540	480	113
SG210	14	21	67	181	226	80
HPP	7	6	117	87	60	145
HPU	77	80	96	875	932	94
RG100	64	39	164	556	384	145
RG110	35	18	194	221	208	106
RG144	42	22	191	250	237	106
RG244	22	39	55	232	384	60
USV	79	140	56	734	1500	49
SHUR	0	13	0	147	168	87
UVIVIS	-29	30	-96	86	300	29
TELVIS	94	30	312	262	330	80
TOTAL DOM	1138	1045	109	13034	11489	113

DOLLARS

DOMESTIC	MONTH DECEMBER 1983 ACTUAL	BUDGET	% BUDGET	YEAR TO DATE DECEMBER 1983 ACTUAL	BUDGET	% BUD
SG103-5	38	28	136	479	311	154
SG103-7	0	0	ERROR	1	0	ERROR
SG104	59	46	128	729	512	142
SG130	0	1	0	11	16	69
SG200	6	8	75	102	88	116
SG210	3	6	50	48	56	86
HPP	2	2	100	23	14	164
HPU	20	19	105	239	232	103
RG100	53	31	171	469	307	153
RG110	11	5	220	65	58	112
RG144	32	16	200	205	177	116
RG244	74	133	56	797	1310	61
USV	16	28	57	148	300	49
SHUR	0	3	0	29	34	85
UVIVIS	-5	7	-71	17	63	27
TELVIS	19	6	317	52	69	75
TOTAL DOM	328	339	97	3414	3547	96

NET TONS

EXPORT	MONTH DECEMBER 1983 ACTUAL	BUDGET	% BUDGET	YEAR TO DATE DECEMBER 1983 ACTUAL	BUDGET	% BUDGET
SG100	694	325	213	3206	3500	92
SG103-7	0	10	0	0	100	0
SG130	0	0	ERROR	52	30	172
HPP	131	110	119	1013	1170	87
HPU	127	55	232	798	615	130
RG144	91	31	294	346	315	110
RG244	40	30	133	312	345	90
AS200	300	100	300	1632	1100	148
1135P	6	6	0	38	20	189
SX14	5	10	50	62	100	62
SX24	32	55	58	499	550	91
TOTAL EXP	1421	732	194	7956	7845	101
TOTAL GAL	2558	1777	144	20991	19334	109

DOLLARS

EXPORT	MONTH DECEMBER 1983 ACTUAL	BUDGET	% BUDGET	YEAR TO DATE DECEMBER 1983 ACTUAL	BUDGET	% BUD
SG100	95	46	207	436	490	89
SG103-7	0	2	0	0	14	0
SG130	0	0	ERROR	10	6	170
HPP	28	24	117	217	258	84
HPU	33	14	236	207	160	130
RG144	67	23	291	257	274	94
RG244	137	103	133	1060	1190	89
AS200	51	17	300	277	187	148
1135P	0	5	0	30	15	200
SX14	3	6	50	40	60	67
SX24	79	121	65	1219	1210	101
TOTAL EXP	493	361	137	3754	3864	97
TOTAL GAL	821	700	117	7167	7411	97

UCC 005164

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UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

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

To (Name) G. L. Dickson
Division Metals
Location Pittsburgh, PA

Date January 6, 1984

Originating Dept.

Answering letter date

Copy to T. P. Norris - Long Beach

Subject CALIDRIA Distributor Sales
Fourth Quarter Summary

ACTIVITY

Quarterly activity commenced with a sales trip to the Louisville, Kentucky area with A. T. Callas following up on samples and accounts visited earlier in the year. Active prospects include Reliance with RG244 in a high temperature coating and Kelly Technical for off grade RG244. The following week was spent giving sales seminars in Harrison & Crosfield's Toronto and Montreal offices and attending the National Paint & Coatings Convention in Montreal. The last week in October a trip was made to the Los Angeles area to have a business review with their Tustin (Pacific) headquarters and make joint calls on major buying accounts.

November started off with our annual meeting with Montello which has been reported previously and was followed up with a visit to Phoenix to continue to push on new business development in the latex roof coating and plastering areas. The Phoenix area is expected to produce new HPO business for D & F Distributing in 1984. A mid-month sales meeting was held in Pittsburgh followed by a meeting with John Crane in New York to review our new 244 brochure. The month concluded with a sales trip to the Memphis area where potential interest was again resurrected on RG244 with Alpha Chemical.

The continuation of the Memphis trip started off December activity and a two day stop was made in Nashville to call on buying accounts and prospects. The final activity for the year was at a sales meeting in Pittsburgh. The balance of December was spent using up 1983 vacation time.

PERFORMANCE

The fourth quarter was the strongest quarter of the year by far and although original budget numbers were not achieved, year end results were slightly above on tons and right on M$ of Forecast 4. With the exception of Montello our 1984 pricing action has not caused and undue concerns. Copies of quarterly sales, expenses and activites are attached.

Very truly yours,

Jack Walsh

J. E. Walsh

JEW/tlg
Attachments

UCC 005165

QUARTERLY SALES REPORT

RODUCT	QUARTER T	QUARTER M$	YTD T	YTD M$	BUDGET T	BUDGET M$	% BUDGET T	% BUDGET M$
G210	47.6	11.7	106.4	27.0	166	41	64	66
PO	127.3	33.3	555.3	142.1	704	172	79	83
G110	41.3	11.1	103.6	27.9	84	23	123	121
G144	60.9	46.1	134.4	102.2	149	111	90	92
G244	46.0	153.2	189.6	633.6	294	999	64	63
SV	276.1	55.4	771.0	154.4	1500	300	51	51
HUR	22.1	4.4	146.8	29.4	168	34	87	86
NIVIS	32.0	6.7	49.0	10.3	300	63	16	16
ELVIS	131.2	26.2	262.3	52.4	330	69	79	76
OTAL	785.0	348.1	2318.4	1179.3	3695	1812	63	65

UCC 005166

Date December 30, 1983

CUSTOMER CALL FREQUENCY/ACTIVITY SUMMARY

Salesman J. E. WALSH

	1Q	2Q	3Q	4Q	Total
Call Reports Filed	45	61	59	43	208
Days in Field	19	22	26	22	89
Calls per Field Day	2.4	2.7	2.3	2.0	2.3
Other Customer Contacts	9	9	5	8	31
Office Work	30	26	28	24	108
Conventions	7	5	0	3	15
Meetings	4	2	2	4	12
Training	0	0	0	0	0
Total "Non-Calling" Days	41	33	30	31	25
Vacation	1	1	6	11	25
Holidays	1	2	2	4	9
Other (Sick, etc.) Snow Days	2	1	0	0	3
Total "Non-Working" Days	4	10	8	15	37
Total Days Available	64	65	66	60	255
% in Field	30	34	39	37	35
% "Non-Calling"	64	51	45	52	53
% "Non-Working"	6	15	12	3	15

UCC 005167

UC 149-2 (780)

INTERNAL CORRESPONDENCE

UNION CARBIDE CORPORATION • 100 OCEANGATE, LONG BEACH, CALIFORNIA 90802

To (Name) G. L. Dickson
Division Metals Division
Location Pittsburgh, PA

Date January 5, 1984

Originating Dept. Metals Division

Answering letter date

Copy to J. E. Walsh, Atlanta

Subject COMMERCIAL SALES
4TH QUARTERLY SUMMARY
MARKET DEVELOPMENT
LITERATURE UPDATE

Fourth quarter sales results were above budget as summarized in the following: (refer to attached table for details)

	TONS	$ M
through September 30, 1983	8,105	1,652
October	820	228
November	962	172
December	817	197
4th Quarter Total	2,599	597
1983 Total Sales	10,704	2,249
% Budget	138%	130%

TILE GRADE PRODUCTS

Strong tile sales continued to December 31, 1983 and the year ended at 142% Budget (Tons) and 147% Budget ($M). Due to proposed OSHA emergency temporary standard (ETS), Kentile requested a quote for SG-103 in 40 lb. bags. After discussion with King City on availability, etc., a price of $170.00 ton was quoted on December 2, 1983. Since the ETS was stayed until January 12, 1984, no action was taken, although King City did produce one 1,600 lb. pallet in 40 lb. bags. They await Kentile evaluation.

SG-200 AND RG-100

RCA Rubber Company continued above budget for the year, ending at 112% ton and 115% $M. A similar good performance by Colonial Rubber Company ended their year at 145% ton and 153% $M.

-0183B.1-

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HPO

HPO has replaced SG-130 at Tremco, Vernon, California and should continue to show improvement at various Tremco plants in 1984.

RG-244

A poor sales year for RG-244 because of customer concerns over OSHA regulations. Improved operating conditions in automotive and construction industries should continue to bring some relief to this product area.

MEXICO

LOSETAS ASFALTICAS, S.A. - no orders for 1983. We are assured business conditions will improve in Mexico in 1984 allowing us to finally begin shipping SG-103-7.

Euzkadi, S.A. - a production trial using two pallets of SG-103-7 was run in November, 1983. Results should be available within two weeks.

MARKET DEVELOPMENT

No active projects under consideration.

LITERATURE UPDATE

Revision of the RG-244 brochure is now in the hands of the legal department. Once they indicate their approval, final printing can begin.

A copy of my quarterly expenses is attached.

J. P. Norris

T. P. NORRIS

TPN:rt

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T. P. NORRIS

COMMERCIAL SALES REPORT

1983 FOURTH QUARTER

Product	4th Quarter T	4th Quarter $M	YTD T	YTD $M	1983 Budget T	1983 Budget $M	% Budget T	% Budget $M
SG-100/103	693	104	3197	479	2200	311	145	154
SG-104	1473	191	5598	728	4000	512	140	142
SG-130	---	---	46	11	80	16	57	69
SG-200	60	11	540	101	480	88	112	115
SG-210	13	4	75	22	60	15	125	147
HPP	25	7	72	20	60	14	120	143
HPO	90	28	344	102	228	60	151	170
T-135-0	---	---	---	---	---	---	---	---
CG-135-P	---	---	---	---	---	---	---	---
RG-100	172	147	556	470	384	307	145	153
RG-110	40	12	118	37	100	30	118	123
RG-144	14	13	113	102	88	66	128	155
RG-244	20	80	45	177	90	311	50	57
VISB	---	---	---	---	---	---	---	---
CSV	---	---	---	---	---	---	---	---
SHUR	---	---	---	---	---	---	---	---
Total	2595	595	10704	2249	7770	1730	138	130

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UCC 005170

UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

UNION CARBIDE CORPORATION ROBINSON PLAZA II, ROUTE 60, PITTSBURGH, PA 15205
METALS DIVISION

To (Name) T. P. Norris
Division J. E. Walsh
Location UCC - Metals Division
Area Long Beach - Atlanta

Date January 23, 1984

Originating Dept.

Area

Copy to

Subject "CALIDRIA" Asbestos Sales
4th Quarter

Export sales for the four quarters of 1984 versus budget are summarized as follows:

	TONS			$M		
	Actual	%Budget (1)	%Budget (2)	Actual	%Budget (1)	%Budget (2)
1st Quarter	1,745	111	89	808	106	84
2nd Quarter	1,781	91	91	803	84	83
3rd Quarter	1,737	89	89	964	100	100
4th Quarter	2,693	114	137	1,179	100	122
TOTAL	7,956	101	101	3,754	97	97

(1) Based on Danbury Budget.

(2) Based on Annual Budget ÷ 4.

4 th quarter sales were extremely strong which resulted in sales for the year meeting budgeted tons (101%) and nearly meeting budgeted dollars (97%). Much of this was due to an increase in sales of SG-100 and AS-200 to Tomoe. Orders for RG-244 and SX-24 were slightly above budget during this period and, except for SX-14, all other products moved according to plan. Although there did not appear to be any early shipments in order to beat the 1984 price increases, it appears that our International Distribution Department invoiced a large number of orders shipped late in the month. This will have an adverse effect on January sales although, at this point, sales for the early part of 1984 look very promising.

G. L. Dickson

GD/dav

UCC 005171