PLAINTIFF'S EXHIBIT

UC-2840

ASBESTOS SPU

LRP GUIDELINES

1977 - 81

1. Assume no increase in plant capacity.

2. Assume RG-600 production capability can be brought on stream as required based upon engineering studies already published.

3. RG-244/SX-24 circuit brought to capacity as soon as required by market demand (Capacity 2100 TPY).

4. Phase out of TJC business?

5. Base case - Assume 1976 prices.

6. Take most careful look at 1977.

7. Get 5 year up-dates from:

   Montello
   W. R. Grace
   Tomoe - ASAP

8. Carefully analyze RG-600 assumptions.

WCThurber:jl
May 20, 1976

Union Carbide trial exhibit UC-2840: W. C. Thurber's Long-Range Plan Papers for the Asbestos SPU: LRP Guidelin... Published by AsbestosClaims.Law
ACL Doc 17701 · Page 1 of 8 asbestosclaims.law/library/17701/1

UNION CARBIDE

INTERNAL CORRESPONDENCE

METALS DIVISION

270 PARK AVENUE, NEW YORK, NEW YORK 10017

To (Name) Mr. J. D. Thacker
Division Metals
Location 38th Floor
Floor Number

Copy to

Date May 19, 1976
Originating Dept.
Floor Number
Answering letter date
Subject

What has been the average sales price per ton for the Asbestos SPU?

1971

1972

1973

1974

1975

1976 Forecast II

Thanks.

WC

W. C. Thurber

UCC 025283

— Revised 8/12/75 —

CALIDRIA ASBESTOS
FIVE-YEAR FORECAST
(FLM 8/8/75)

WCThurber
NY-38

M TONS

Product	1976	$M	1977	$M	1978	$M	1979	$M	1980	$M
SG-100	~~12.0~~		~~11.0~~		—		—		—	
-101	—		—		—		—		—	
-102	—		—		—		—		—	
-104	12.0	768	11.0	704	—		—		—	
-130	—		—		—		—		—	
-200	—		—		—		—		—	
AS-200	1.1	110	1.5	150	2.0	200	2.0	200	2.0	200
-210	2.7	351	2.0	260	2.0	260	—		—	
-225	2.7	310	3.0	345	4.0	460	—		—	
HPP	—		—		—		—		—	
HPP-I	2.5	300	3.0	360	3.8	456	4.3	516	4.3	516
HPO	1.8	270	2.0	300	2.2	330	2.7	405	2.7	405
RG-110	1.1	165	1.5	225	2.0	300	1.2	180	—	
RG-144	0.5	150	1.0	300	2.0	600	2.0	600	2.0	600
CSV	5.4	486	5.5	495	6.0	540	6.0	540	6.0	540
SMC	—		—		—		—		—	
VASB	—		—		—		—		—	
T-135-P	0.4	184	0.6	276	0.6	276	0.6	276	0.6	276
T-135-O	0.3	144	0.4	192	0.4	192	0.4	192	0.4	192
CG-135-P	—		~~1.0~~ 2.0	~~600~~ 1200	~~2.0~~ 3.0	~~1200~~ 1800	~~2.5~~ 3.0	~~1500~~ 2400	~~3.5~~ 5.0	~~2100~~ 3000
RG-600	0.9	540								
RG-244	1.0	1500	1.0	1500	1.5	2250	1.5	2250	2.0	3000
TOTAL	~~32.4~~	5278	~~34.5~~ 33.5	~~6309~~ 5707	~~29.5~~ 28.5	~~7661~~ 7064	~~24.7~~ 23.2	~~7059~~ 6659	~~25.0~~ 23.0	~~7209~~

SALES LIMITED BY PRODUCTION STARTING 1977

Pricing 1975 Comm A $

SG-104	$ 64/T	CSV	$ 90/T
SG-200	$ 100/T	T-135-P	$ 460/T
SG-210	$ 120/T	T-135-O	$ 460/T
SG-225	$ 115/T	RG-600	$ 600/T
HPP-I	$ 120/T	RG-244	$ 1500/T
HPO	$ 120/T		
RG-110	$ 150/T		
RG-144	$ 300/T		

For RG 600 use 50% G.M.

For Nations use 1975 Budget G.M.

RECEIVED
AUG 8 1975

UCC 025284

Published by AsbestosClaims.Law
asbestosclaims.law/library/17701/3

CRITICAL ASSUMPTIONS

ASBESTOS - LRP 1976 - 1980

I. SALES

A. RG-600 sales of 3000 Tons/Year will be achieved by 1980.

B. RG-244 sales will grow from 750 tons in 1975 to 2000 tons in 1980.

C. Sales prices can be escalated to maintain current margins.

II. PRODUCTION

A. Production costs will grow at no greater rate than provided by the inflation factors used.

III. OTHER

A. We and our customers will be able to cope with regulatory problems related to asbestos toxicity.

B. Upgrading the business can be accomplished with limited annual expenditures for technology (i.e. on the order of $100 M/Yr.).

WCT
8/75

Union Carbide trial exhibit UC-2840: W. C. Thurber's Long-Range Plan Papers for the Asbestos SPU: LRP Guidelin... Published by AsbestosClaims.Law
ACL Doc 17701 · Page 4 of 8 asbestosclaims.law/library/17701/4

Union Carbide trial exhibit UC-2840: W. C. Thurber's Long-Range Plan Papers for the Asbestos SPU: LRP Guidelin...
ACL Doc 17701 · Page 5 of 8
Published by AsbestosClaims.Law
asbestosclaims.law/library/17701/5

UCC 025286

FINAL

Business Area [illegible]

Operating & Revenue Statement

	Budget	1976 BUDGET		77 FORECAST		77 R	78 FORECAST		78 R	79 FORECAST			80 FORECAST		
Net Sales		5 806		7 374		6677	9 465		8724	9 849		8650	11 845		10217
						3753			4672			4666			5327
Normal Product Cost		2 946	3224	3 820		3417	4 674		4306	4 864		4785	6 581		4890
Plant Cost Variance															
813 Mine Development		85	85	97		94	87		84	97		74	82		75
815 Mine Development						3847			4756			4738			5402
Total Plant Mfg. Cost		3 081	3309	3 917		3326	4 761		4390	4 941		4859	6 763		4965
						2830			3468			3917			4815
Direct Margin		2 725	2497	3 462		3111	4 704		4334	4 908		4748	6 082		5252
Inventory Reval.															
Other Home Office Additions		23		25			27			28			29		
Distribution Expense	265	371		395		2410	471		3524	439		3445	459		4327
			2103			2644			3840			3826			4786
Gross Margin		2 331	(.40)	3 042		(.41)	4 760		(.45)	4 411		(.45)	5 524		(.41)
Overhead		800		800			800			900			900		
Depreciation/Book Depletion		400		500			600			700			800		
Other Income/(Charges)-Net		100		100			100			100			100		
						1010			2024			1745			2527
Income Before Tax		1031	803	1642		1777	2 760		3390	2 744		3144	4 944		3790
						552			1054			909			1301
Depletion Variance		559	444	870		643	1424		1337	1 394		1044	1 938		1523
						203			448			383			564
Income Tax		211	156	351		270	624		536	613		496	871		677
						807			1576			1362			1951
Net Income		820	447	1 289		1027	2 136		1854	2 098		1654	2 933		2550
Net Income (Ex. Inv. Reval)															
% ROA															
% ROA (Ex. Inv. Reval)		18.2		24.1			28.8			14.8			19.7		
% ROI															
% ROI (Ex. Inv. Reval)															

Base on Budget
2 - 07% INCREASED REFLECT 75 ACTUAL

UNION CARBIDE CORPORATION

CHEMICALS AND PLASTICS

270 PARK AVENUE, NEW YORK, N.Y. 10017

212 551-2500

May 5, 1978

RECEIVED

MAY 8 1978

JOHN L. NOLAN

CORPORATE INDUSTRIAL HYGIENE

Dear John:

Enclosed is a draft of the Long-Range Plan Guidelines for Asbestos. Please review and send your comments to me by May 15, 1978.

As you know, Ray Kovac of Metallurgy is preparing a draft of the Long-Range Plan for Asbestos. We will be meeting with him on May 15 to discuss the Guidelines and the Plan.

Sincerely yours,

W. C. Thurber

WCT:ms

Enclosure

Union Carbide trial exhibit UC-2840: W. C. Thurber's Long-Range Plan Papers for the Asbestos SPU: LRP Guidelin... Published by AsbestosClaims.Law
ACL Doc 17701 · Page 6 of 8 asbestosclaims.law/library/17701/6

ASBESTOS SPU

LRP GUIDELINES

1977 - 81

1. Assume no increase in plant capacity.

2. Assume RG-600 production capability can be brought on stream as required based upon engineering studies already published.

3. RG-244/SX-24 circuit brought to capacity as soon as required by market demand (Capacity 2100 TPY).

4. Phase out of TJC business?

5. Base case - Assume 1976 prices.

6. Take most careful look at 1977.

7. Get 5 year up-dates from:

   Montello
   W. R. Grace
   Tomoe - ASAP

8. Carefully analyze RG-600 assumptions.

WCThurber:jl
May 20, 1976

Union Carbide trial exhibit UC-2840: W. C. Thurber's Long-Range Plan Papers for the Asbestos SPU: LRP Guidelin... Published by AsbestosClaims.Law
ACL Doc 17701 · Page 7 of 8 asbestosclaims.law/library/17701/7

CC: RDB
WCT-
RLS

TECH METALS NF

UNI CARBIDE NY

NYTLX 5/24/76 212-867-4155

JL MYERS NIAGARA FALLS

RECEIVED
MAY 27 1976

GRADE	1977 \Q\TY.MLBS\	1978 \Q,TY.MLBS\	1979 \Q,TY.MLBS\	1980 \Q,TYMLBS\	1981 \Q,TY.MLBS\
SG-100	3\000	3,500	4,000	4,500	5,000
AS-200	2,000	2,100	2,200	2,300	2,400
HPP-EX	3,900	4,400	4,800	5,200	5,600
HP0-EX	800	900	1,000	1,100	1,010
T-135\P\	770	830	890	950	320
RG--144	240	260	280	300	320
RG-244	180	200	220	240	260
SUPER VISBEST0S	220	260	300	340	380
T0TAL	11,110	12,450	13,690	14,930	16,170

IF DAIKEN G0GY0 SWITCHES 0VER FR0M AS-200 T0 SG-100,
AS-200 0UANTITY WILL BE C0NVERTED T0 SG-100.RG-600 IS
N0T INCLUDED IN THIS F0RECAST AS TECHNICAL PR0BLEM
IS N0T YET S0LVED.
FUKUMA T0M0E
AE

UCC 025289