PLAINTIFF'S EXHIBIT

UC-2850

UNION CARBIDE INTERNAL CORRESPONDENCE

METALS DIVISION

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

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

Date October 23, 1980

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject 1981 Sales Budget

Copy to G. R. Adams
R. E. Byrne, Jr.
W. B. DeAtley
File

Attached is a copy of our 1981 Sales Budget, which has been increased considerably over the one submitted on 9/9/80. The increases are a direct result of the recent financial performance review meeting in St. Louis.

Attached to the budget is a sheet on which I have rated the potential success of certain items, which must be considered when judging the credibility of our performance in 1981.

John L. Myers

JLM:dal
Attachments

UCC 025379

CALIDRIA ASBESTOS 1981 SALES BUDGET-FINAL
(JLM, Revised 10/23/80)

	Product	Budget Tons	$M	
	SG-103-5	1500	198	
(1)	-7	3600	487	
(2)	-9	1800	238	
	SG-104	10400	1206	
	-130	200	39	
(3)	-200	360	63	
	-210	300	75	
	HPP	20	4	
	HPO	740	185	
(3)	RG-100	570	399	
	-110	220	59	
	-144	400	280	
	-244	440	1311	
	CSV	3300	594	
	SHUR	1140	205	
(4)	UNIVIS	500	90	
	DOM. TOTAL	25490	5433	
	SG-100-EX	3100	409	
	-130-EX	180	34	
	-210-EX	0	0	
	AS-200	1100	174	
	HPP-EX	2640	533	
	HPO-EX	480	120	
	T-135-P-EX	100	71	
	RG-144-EX	250	175	
	SX-14	90	44	
(5)	RG-244-EX	400	1144	
(6)	SX-24	570	1026	
	EXP. TOTAL	8910	3730	
	TOTAL	34400	9163	(See attached comments)

(1) Assumes 300 TPM to GAF-LB and/or Flintkote.
(2) Assumes 150 TPM to GAF-VG.
(3) Assumes no commission to Harwick
(4) Assumes Montello finds packager and promotes UNIVIS
(5) Assumes $2800/T for TEC and $3000/T for others
(6) Assumes price of $1700/T on 10/1/80 and $1900/T on 7/1/81

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ACL Doc 17710 · Page 2 of 3 asbestosclaims.law/library/17710/2

COMMENTS ON 1981 CALIDRIA ASBESTOS SALES BUDGET

Following are my "ratings" on certain products on the attached 1981 Sales Budget dated 10/23/80, which has been increased by 2000 tons and $703,000 over that submitted on 9/9/80:

Product	Remarks	Rating	Possible NIFS Loss, $M
SG-103-7	If Flintkote shuts down, GAF will pickup tonnage	A	0
SG-103-9	To GAF Vails Gate	N-C	238
SG-104	Increased price	R-S	0
SG-130	" "	R-S	0
SG-200	Drop Distributor Commission	R-B	3
SG-210	Increased Price	R-S	0
HPO	" "	R-S	0
RG-100	Increased Volume	R-B	32
"	Increased Price	R-B	8
RG-144	" "	R-B	10
RG-244	" "	R-S	0
UNIVIS	New Volume	N-C	90
SG-100-EX	10/9/80 letter from Tomoe	B	79
SG-130-EX	Increased Price	R-B	1
HPP-EX	Increased tonnage	R-S	0
HPO-EX	Increased Price	R-B	2
RG-144-EX	" "	R-B	6
SX-14	" "	R-B	2
RG-244-EX	" "	R-S	0
SX-24	Increased Volume & Price	R-B	15
	TOTAL		$486M

Rating Codes: N = New, R = Revision, S = Sure Thing, A = 50/50 +, B = 50/50, C = 50/50 -
(Please remember that nothing is a "sure thing")

JLM: 10/23/80

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ACL Doc 17710 · Page 3 of 3 asbestosclaims.law/library/17710/3