UC 142-L

UNION CARBIDE INTERNAL CORRESPONDENCE

MAR 15 1984

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

PLAINTIFF'S EXHIBIT
UC-2865

To (Name) Mr. J. T. Kelly
Division UCC Metals Division
Location Danbury, CT
Area

Date March 8, 1984
Originating Dept.
Area

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

Subject 1984 FORECAST I

Attached is a copy of the 1984 Sales Forecast I with a comparison to 1984 budget. You will note that an expected increase in domestic sales is slightly more than negated by a drop in export sales. The latter is due primarily to a lower sales projection for SX-14 and SX-24 by Grace GmbH, and the probable loss of 800 tons of HPP to Tomoe because of Matsushita Denko formulating asbestos out of their ceiling tile production. Although Matsushita has encountered difficulties with replacing asbestos, it is felt by Tomoe that they will not return to using our HPP.

G. L. Dickson

GLD/dav
Attachment

UCC 025461

Union Carbide trial exhibit UC-2865: G. L. Dickson to J. T. Kelly on the 1984 Sales Forecast I for Asbestos Products... Published by AsbestosClaims.Law
ACL Doc 17725 · Page 1 of 2 asbestosclaims.law/library/17725/1

Union Carbide trial exhibit UC-2865: G. L. Dickson to J. T. Kelly on the 1984 Sales Forecast I for Asbestos Products...
ACL Doc 17725 · Page 2 of 2
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asbestosclaims.law/library/17725/2

"CALIDRIA" ASBESTOS SALES

1984 SALES FORECAST I

SALES AREA: DOMESTIC & EXPORT SALESMAN: ALL DATE: March 8, 1984

PRODUCT	TONS								M$							
	1984 Budget	Feb. YTD	1st. Q.Est.	2nd Q.Est.	3rd Q.Est.	4th Q.Est.	FCST I	F/B %	1984 Budget	Feb. YTD	1st. Q.Est	2nd Q.Est.	3rd Q.Est	4th Q.Est.	FCST I	F/B %
Domestic																
SG-103-5	2640	483	735	651	603	651	2640	100	422	77	117	104	97	104	422	100
SG-103-7	0	0	0	0	0	0	0	-	0	-	0	0	0	0	0	-
SG-104	5200	630	1170	1340	1340	1350	5200	100	728	88	164	188	188	188	728	100
SG-130	30	0	0	10	10	10	30	100	7	0	0	2	2	3	7	100
SG-200	540	80	120	180	120	120	540	100	113	17	25	38	25	25	113	100
SG-210	220	42	64	56	50	50	220	100	62	13	19	16	16	16	67	108
HPP	60	0	0	20	20	20	60	100	17	0	0	5	5	7	17	100
HPO	990	86	149	292	282	267	990	100	271	27	42	79	77	73	271	100
RG-100	500	0	64	192	180	64	500	100	460	0	59	177	177	47	460	100
RG-110	220	22	44	74	60	42	220	100	72	8	15	23	20	14	72	100
RG-144	210	74	84	52	55	52	243	116	190	65	72	43	51	42	208	109
RG-244	270	48	76	86	72	66	300	111	972	161	275	310	264	240	1089	112
UNIVIS	40	0	0	20	20	20	60	150	10	0	0	5	5	5	15	150
CSV	1200	260	380	400	360	360	1500	125	276	57	87	92	83	83	345	125
SHUR	190	0	20	50	50	50	170	89	46	0	5	12	12	12	41	89
TELVIS	170	0	0	80	0	90	170	100	36	0	0	17	0	19	36	100
TOTAL -Dom	12480	1725	2906	3503	3222	3212	12843	103	3682	513	880	1111	1022	878	3891	106
Export																
SG-100-EX	3900	506	900	1000	1000	1000	3900	100	530	69	125	135	135	135	530	100
SG-103-7	100	69	69	100	100	131	400	400	14	10	10	16	16	18	60	428
SG-130-EX	40	21	21	13	13	13	60	150	8	4	4	2	3	3	12	150
AS-200	1570	0	270	400	400	400	1470	94	298	0	53	75	75	75	278	93
SG-210-EX	0	0	0	0	0	0	0	-	0	0	0	0	0	0	0	-
HPP-EX	1180	188	300	30	30	20	380	32	283	45	72	7	6	6	91	32
HPO-EX	650	91	160	170	170	170	670	103	182	24	45	47	47	48	187	103
T-135P-EX	40	0	0	20	0	20	40	100	32	0	0	16	0	16	32	100
RG-144-EX	290	21	70	80	80	80	310	107	233	17	60	63	63	63	249	107
SX-14	80	18	18	18	17	17	70	88	57	9	13	12	12	12	49	86
RG-244-EX	320	37	75	85	85	85	330	103	1050	126	257	275	275	275	1082	103
SX-24	500	97	160	80	80	80	400	80	1350	246	432	216	216	216	1080	80
OTAL EXPORT	8670	1048	2043	1996	1975	2016	8030	93	4037	550	1071	864	848	867	3650	90
OTAL -ALL	21150	2773	4949	5499	5197	5228	20873	99	7719	1063	1951	1975	1870	1745	7541	98