UNION CARBIDE **INTERNAL CORRESPONDENCE**

I-5

UNION CARBIDE CORPORATION 437-47th STREET, P. O. BOX 97 NIAGARA FALLS, NY 14302
METALS DIVISION

PLAINTIFF'S EXHIBIT
UC-2867

To [Name] Mr. W. C. Thurber
Division UCC-Metals Division
Location Section J-1
Area Old Ridgebury Road
Danbury, CT 06817

Date February 24, 1983
Originating Dept. "Calidria" Asbestos
Area

Copy to Messrs.
D. J. Ippolito
G. M. Lincoln
T. P. Norris
J. E. Walsh
File

Subject 1983 Revised Sales Estimate

The 1983 revised sales estimate, attached for your review and approval, indicates an increase of $154M in NIFS over the original 1983 budget. The primary reason for the additional domestic sales dollars is the price increase of certain grades which became effective January 3 and which are summarized below:

	CARLOAD PRICE ($/Ton)		TRUCKLOAD PRICE ($/Ton)	
PRODUCT	1982	1983	1982	1983
SG-103	144	150	144	150
SG-104	128	130	128	130
SG-130	204	210	204	220
SG-200	184	190	184	200
SG-210	270	270	270	290
HPP	240	240	240	260
HPO	270	270	270	290
RG-110	290	300	310	320
RG-100 & -144	800	840	820	880
RG-244	3700	3900	3700	3900

Telvis was originally priced at $210/ton but was reduced to $200/ton as Montello is now furnishing the plastic bags.

The increase in NIFS from export sales resulted from price increases of SX-14, from $560 to $620/ton, and SX-24, from $2220 to $2440/ton. The $14M reduction in SG-100-EX sales is due to the 1983 price being reduced to $136/ton versus the 1982 price of $140/ton.

G. L. Dickson

GLD:dac
Attachment

Union Carbide trial exhibit UC-2867: G. L. Dickson to W. C. Thurber on the 1983 Revised Sales Estimate for Calidri... Published by AsbestosClaims.Law
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1983 SALES ESTIMATE - REVISED
(2/1/83 - GLD)

	ABB		BASE		REVISED 1983 ESTIMATE			
	TONS	M$	QUANTITY,T[2]	PRICE,$T	NORMAL COST[1] $/T	D.M. %	NIFS M$	Δ NIFS M$
			DOMESTIC					
SG-103-5[3]	2200	311	70.0 (CL)	150	149.00	0.7	333	22
SG-104 [5]	4000	512	~95 (CL)	130	103.93	20.1	520	8
SG-130	80	16	41.6 (CL)	210	183.86	12.4	17	1
SG-200[6]	480	88	60 (CL)	190	168.93	11.1	91	3
SG-210[7]	226	56	36.4 (CL)	270	241.63	10.5	56	-
HPP [8]	60	14	60 (CL)	240	214.27	10.7	14	-
HPO [9]	932	232	40.95(CL)	270	259.09	4.0	232	-
RG-100	384	307	63.96(CL)	840	203.74	75.7	322	15
RG-110	208	58	36.4 (CL)	300	240.00	20.0	59	1
RG-144	237	177	36.4 (CL)	840	260.46	69.0	186	9
RG-244	384	1310	10.4 (CL)	3700	1444.21	61.0	1310	-
UNIVIS	300	63	60.0 (CL)	210	166.39	20.8	63	-
CSV	1500	300	60.0 (CL)	200	165.88	17.1	300	-
SHUR	168	34	60.0 (CL)	200	170.68	14.7	34	-
TELVIS	330	69	18.7 (KL)	200	154.24	22.9	66	(3)
DOM. TOTAL	11,489	3547	--	--	--	--	3603	56
			EXPORT[10]					
SG-100-EX	3500	490	18.75(KL)	136	146.40	(7.6)	746	(14)
SG-103-7-EX[4]	100	14	20.8 (TL)	140	129.59*	8.0*	14	-
SG-130-EX	30	6	20.8 (KL)	200	168.93	6.4	6	-
AS-200	1100	187	18.75(KL)	170	159.15	6.4	187	-
HPP-EX	1170	258	18.75(KL)	216	208.62	3.4	253	(5)
HPO-EX	615	160	18.2 (KL)	260	250.69	3.6	160	-
T-135-P-EX	20	15	18.75(KL)	780	537.00	31.2	16	1
RG-144-EX	300	222	18.2 (KL)	740	251.02	66.1	222	-
SX-14 [11]	100	60	7.92(KL)	620	255.41	58.8	62	2
RG-244-EX	360	1242	5.0 (KL)	3400	1411.11	58.5	1224	(18)
SX-24 [12]	550	1210	2.64(KL)	2440	1406.27	42.4	1342	132
EXP. TOTAL	7845	3864	--	--	--	--	3962	98
			TOTAL					
GRAND TOTAL	19,334	7411	--	--	--	--	7566	154

(1) Fully absorbed plant cost, 1983 normals, per REB letter dated 10/26/82.
*SG-103-7-EX reflects 1982 costs as no production expected in 1983. 1983 normal cost, would be $146.35 per GLV.
(2) CL = Railcar KL = Container TL= Truckload
(3) Same as SG-100-EX except in 50 lb. plastic bags.
(4) " " " " " " " 70 lb. " " .
(5) " " " " " " " 90 T bulk hopper cars.
(6) " " AS-200
(7) " " RG-110
(8) " " RG-100 except larger pellets.
(9) " " RG-144
(10) Export products generally not palletized resulting in slightly lower normal costs.
(11) Same as RG-144 except in 33 lb. W. R. Grace bags.
(12) Same as RG-244 except in 11 lb. W. R. Grace bags.

UCC 025478

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Please Review and Advise me if you Approve of changes from Budget 1982 Budget

Asbestos

I-5

D.J.T. 1/19/82 Fore I 1982

Variance & Cost

	Qty	$	Price	Qty	$	Price	Volume	Price	Total
Domestic									
SG 103-5	2000	288	14.4¢	2300	331	14.4	+ 43		
103.7	4150	598	14.4¢	0	0	—	- 598		
104	9300	1172	12.6¢	9300	1190	12.8		+ 18	
130	200	41	20.4¢	200	41	20.4			
200	360	66	18.4¢	360	66	18.4			
210	300	81	27.0¢	300	81	27.0			
HPP	20	5	24.0¢	20	5	24.0			
HPO	1150	311	27.0¢	1050	284	27.0	- 27		
RG 100	580	447	77.0	500	400	80.0	- 62	+ 15	
110	200	58	29.0	200	58	29.0			
144	400	324	81.0	400	324	81.0			
244	400	1480	37.0¢	400	1480	37.0¢			
CSV	500	98	19.6¢	500	98	19.6¢			
Solid	600	117	19.5¢	600	117	19.5¢			
Univ	2200	429	19.5¢	2500	488	19.5¢	+ 59		
Total Domestic		$ 5515			$ 4963		-$ 585	+$ 33	-$ 552
Export									
SG 100-Ex	2700	378	14.0¢	2900	406	14.0¢	+ 28		
130 Ex	20	4	20.0¢	20	4	20.0¢			
AS 200	900	153	17.0	900	153	17.0			
HPP	1000	220	22.0¢	1200	264	22.0¢	+ 44		
HPO	500	139	27.8¢	500	139	27.8¢			
T-135-PEx	25	20	78.0¢	25	20	78.0¢			
RG-144-Ex	300	222	74.0¢	300	222	74.0¢			
SG 14	90	50	55.5¢	90	50	55.5¢			
RG-144-Ex	360	1188	33.0¢	360	1188	33.0¢			
SG-24	500	1057	21.1¢	500	1057	21.1¢			
Total Export		$ 3418			$ 3490		+$ 72		+$ 72
Total Asbestos		$ 8933			$ 8453		-$ 513		-$ 480

DJT