UNION CARBIDE INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT
UC-2870

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METALS DIVISION

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

c (Name) Mr. G. M. Lincoln
ivision UCC-Metals Division
ocation Robinson Plaza II-Route 60
Pittsburgh, PA 15205

Date June 22, 1981

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject "Calidria" Asbestos Sales Forecast III - 1981 and 1982 Preliminary Sales Estimate

opy to G. L. Dickson
B. L. Ingalls
J. L. Myers/G. L. Vessels
T. Nielsen
T. P. Norris
W. C. Thurber
J. E. Walsh
File

file I-5

Attached copy of the Subject forecast shows it to be 89% of budget dollars (86% of budget tons). Among the major factors contributing to this less than desirable performance has been a slowdown in sales to the drilling mud industry, the automotive and construction industry, the slowdown in the European and Japanese economies and an environmental problem resulting in the loss of a major customer in Japan.

Sales in the drilling mud industry have been disappointing because of competition from J-M's Flosal and hesitancy of mud companies to use asbestos until environmental uncertainty has been clarified. A major ceiling tile manufacturer in Japan has stopped using HPP in order to avoid the negative reaction of customers toward an asbestos-containing product.

A copy of the forecast and 1982 estimate has been sent to Mrs. T. Nielsen.

R. E. Byrne, Jr.

REB:dal
Attachment

UCC 025485

Union Carbide trial exhibit UC-2870: R. E. Byrne, Jr. to G. M. Lincoln on "Calidria" Asbestos Sales Forecast III, 198...
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"CALIDRIA" ASBESTOS SALES FORECAST III 1981 By R. E. Byrne, Jr. Date June 19, 1981

PRODUCT	Thru 5/81		June Est.		1st Half Est		30		40		FCST. III		FCST. II		Budget		1982	
Domestic	Tons	M$	Tons	M$	Tons	M$	Tons	M$	Tons	M$	Tons	M$	Tons	M$	Tons	M$	Tons	M$
SG-103-5	1035	137	63	8	1098	145	551	73	551	73	2200	291	1800	238	1500	198	2200	290
SG-103-7	1501	202	345	46	1846	248	1077	144	1077	145	4000	537	3800	513	3600	487	4300	582
SG-103-9	263	33	--	--	263	33	--	--	--	--	263	33	263	33	1800	238	--	--
SG-104	4008	464	902	104	4910	568	2095	243	2095	242	9100	1053	10000	1160	10400	1206	10000	1160
SG-130	107	22	--	--	107	22	46	8	47	9	200	39	237	47	200	39	200	39
SG-200	180	32	60	11	240	43	60	10	60	10	360	63	360	63	360	63	360	63
SG-210	110	29	33	9	143	38	79	21	78	21	300	80	340	85	300	75	300	75
HPP	22	5	--	--	22	5	--	--	--	--	22	5	40	8	20	4	20	4
HPO	579	144	16	5	595	149	252	63	253	63	1100	275	1610	386	740	185	1200	300
RG-100	256	167	64	45	320	212	96	65	96	65	512	342	400	267	570	399	500	350
RG-110	104	34	20	6	124	40	43	10	43	10	210	60	200	54	220	59	250	67
RG-144	138	94	40	27	178	121	96	66	96	65	370	252	370	260	400	280	400	280
RG-244	144	433	24	76	168	509	96	291	96	291	360	1091	420	1344	440	1408	400	1280
UNIVIS	91	16	--	--	91	16	505	91	504	91	1100	198	1800	324	500	90	3000	540
CSV	1076	192	108	19	1184	211	458	83	458	84	2100	378	1500	270	3300	594	--	--
SHUR	180	32	--	--	180	32	120	22	120	21	420	75	760	137	1140	205	500	90
Total Domestic	9794	2036	1675	356	11469	2392	5574	1190	5574	1190	22617	4772	23900	5189	25490	5530	23630	5120
Export																		
SG-100-EX	1125	149	244	32	1369	181	715	94	716	94	2800	369	3050	402	3100	409	3000	396
SG-130-EX	31	6	--	--	31	6	14	2	15	3	60	11	100	19	180	34	100	19
AS-200	563	86	--	--	563	86	219	36	218	36	1000	158	1200	190	1100	174	1000	158
SG-210	12	3	--	--	12	3	--	--	12	3	24	6	40	10	0	0	20	5
HPP-EX	619	122	113	23	732	145	184	39	184	38	1100	222	2500	505	2640	533	1200	242
HPO-EX	115	27	36	9	151	36	75	20	74	19	300	75	460	115	480	120	350	88
T-135-P-EX	38	27	--	--	38	27	31	22	31	22	100	71	100	71	100	71	100	71
RG-144-EX	108	73	27	19	135	92	83	59	82	59	300	210	250	175	250	175	300	210
SX-14	100	51	--	--	100	51	25	11	25	10	150	72	100	48	90	44	100	49
RG-244-EX	126	365	43	111	169	476	128	406	128	406	425	1288	400	1212	400	1212	400	1212
SX-24	256	442	48	83	304	525	148	288	148	287	600	1100	600	1100	570	1054	600	1110
Total Export	3093	1351	511	277	3604	1628	1622	977	1633	977	6859	3582	8800	3847	8910	3826	7170	3560
TOTAL	12887	3386	2186	633	15073	4020	7196	2167	7207	2167	29476	8354	32700	9036	34400	9356	30800	8680

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