PLAINTIFF'S EXHIBIT

UC-2871

RWK file Hsb Sales

UNION CARBIDE

INTERNAL CORRESPONDENCE

METALS DIVISION • P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. G. R. Adams
Division UCC-Metals Division
Location 39th Floor
270 Park Avenue
New York, NY 10017

Copy to R. E. Byrne, Jr.
R. W. Rebholz
E. W. Shortridge
F. J. Shortsleeve
File

Date November 14, 1978

Originating Dept. "Calidria" Asbestos

Answering letter date

NOV 1 6

Subject 3Q Sales and Marketing Services Summaries

Enclosed are copies of 3Q reports on sales by regions, technical service and governmental activities.

Export sales continue strong and are at 106% of budget through September. Sales by country are as follows:

	$M	% Export
Japan	912	50.3
Europe	516	28.5
Australia	132	7.3
Canada	112	6.2
"Pan-America"	90	5.0
Taiwan	26	1.4
S. Africa	23	1.3
Other	2	
	$1813M	100.0%

Total sales should exceed $7MM compared to last year's record high of $5.3MM.

John L. Myers

JLM:dal
Enclosures

UCC 025487

UC 141-2

UNION CARBIDE **INTERNAL CORRESPONDENCE** Domestic Summary

METALS DIVISION • P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. L. Myers
Division UCC-Metals Division
Location Niagara Falls, NY

Date October 18, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

Copy to Messrs. G. L. Dickson
E. J. Kleber
T. P. Norris
J. E. Walsh
File

Subject 3Q Domestic Sales Summary

Sales were again well above budget for the quarter and were about 3% above forecast IV. Strength continues in sales of standard grade and high purity products, probably due to production problems in the Canadian industry and slow start-up by Atlas in California. Resin grade sales and orders for drilling products are about on or modestly above budget.

We anticipate a drop in demand for products by some customers in the 4Q, but those "waiting in the wings" should allow us to meet forecast IV at the end of the year and to require operation of the plant essentially at capacity into 1979.

R. E. Byrne, Jr.

REB:dal
Attachments

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DOMESTIC SALES SUMMARY - 3rd Q - 1978

	Sales				Budget (YTD)		% Budget	
	3rd Q		YTD*					
	T	$M	T	$M	T	$M	T	$M
East	1653	387	4193	1016	1138	546	368	186
Mid-West	1409	257	3867	708	1867	529	207	134
South	2153	305	6229	946	6614	927	94	102
West	2020	306	5875	878	2588	542	227	162
TOTALS	7235	1255	20164*	3548*	12207	2544	165	139

*Totals slightly different from computer values (20,330 Tons, $3543M)

REB-10/18/78

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UC 149-2

UNION CARBIDE **INTERNAL CORRESPONDENCE**

West
TP Norris

METALS DIVISION • P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. R. E. Byrne, Jr.
Division UCC-Metals Division
Location Niagara Falls, NY

Date October 4, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date
Subject 3rd Quarter Summary

Copy to Messrs. J. L. Myers
J. E. Walsh
KC File
NF File

Sales remain exceptionally strong in Floor Tile and Gun Plastic cement. Both grades continue to run well in excess of budget and it would appear, at this point in time, that strong sales should continue well into the fourth quarter. Atlas Asbestos was to have started production September 18th on a limited schedule with full production beginning on January 1, 1979. However, no confirmation on their limited production is available, and it is impossible to determine if they have returned to work.

HPO sales to Chevron U.S.A. picked up this quarter and are expected to be at a level of 165 tons/year for the bay area. We are still after their large volume business in driveway asphaltics.

Sales of RG-110 to Daubert Chemical, Pomona, CA, could increase to 3 or 4 T/L per month if we were able to supply. They prefer our fiber and the fact we are a local source.

The Calaveras deposit at Copperopolis, CA, appears to have problems. They have advised some customers that short fiber 7R will not be available after January 1, 1979, and what has been available is of low quality and inconsistent from shipment to shipment. Should above be accurate, then we should experience increased sales in asphaltic markets.

T. P. Norris

TPN:dal
Attachments

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3rd
QUARTERLY SALES REPORT

Product	Quarter T	Quarter $M	YTD T	YTD $M	Annual Budget T	Annual Budget $M	% Budget T	% Budget $M
SG-100/103	1290	144,500	4006	455,700	1000	100,000	534	608
SG-104								
SG-130	321	47,800	746	107,400	240	28,000	414	511
SG-200								
SG-210	63	6,300	226	34,900	1000	164,000	30	28
~~XXX~~ SG-210 Canada	14	2,300	56	9,324				
HPO	133	23,100	237	41,472	224	39,000	141	142
T-135-0								
CG-135-P	50	36,000	96	67,761	175	110,000	73	82
RG-100								
RG-110	50	9,525	135	24,700	100	19,000	180	173
RG-144	20	8,500	56	23,400	56	24,000	133	130
RG-244	10	18,466	44	78,100	80	170,000	73	61
VISB	9	1,187	9	1,187				
CSV	60	7,865	143	18,600	480	58,000	40	43
SHUR	--	--	121	15,763	96	11,000	168	191
Total	2,020	305,500	5,875	878,300	3,451	723,000	227	162

T. P. Norris

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UC 149-2

INTERNAL CORRESPONDENCE

Midwest
EJKleber

METALS DIVISION • P. O. BOX 579 - 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 1430

To (Name) Mr. R. E. Byrne, Jr.
Division UCC-Metals Division
Location Niagara Falls, NY 14302

Date October 3, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

Copy to Messrs. G. L. Dickson
J. L. Myers
T. P. Norris
J. E. Walsh
File

Subject 3rd Quarter Asbestos Midwest Sales Summary & Activity

3rd Quarter Activity

Contrary to what was believed, the settlement of the Carey asbestos strike and the start up of Atlas asbestos in California have so far had little effect on sales. Our major floor tile account, Kentile, claims to have learned a lot about our fiber and will stick to three bulk cars per month plus a car or two of bagged material per quarter. Other customers have indicated a desire to stay with us as a second source in order to avoid the Canadian's chronic shortages.

Two major prospects were uncovered in the third quarter, Bitucote Co. who make driveway sealers and Resinoid Engineering, who produce phenolic molding compoundings. Both cite OSHA pressures as a reason for looking at our pellets. Bitucote is a candidate for SG-200 in bulk.

Our main chance for some quick RG-600 business, Manchester Industries, has run into trouble installing their extruder and will probably not be able to process RG-600 until late October. At that time they will distribute samples to their customers for evaluation.

Work at our two largest resin grade potentials, Ford Motor and Wyandotte Paint, is continuing and by years' end we should know whether or not we will be selling them product.

The LTX program has been limping along with very little success. Union City Industries has informed us that they can make products much closer to "dry" RG-144 and RG-244. If this is true, we should have a good shot at some business very quickly, since most people contacted love the concept of a "wet" asbestos product.

A 5-day training course on the composition of paints held at the University of Missouri-Rolla was attended the week of 9/18/78.

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3rd Quarter Sales Performance

Total sales at the end of the 3rd quarter rest at 207% of tons and 134% of dollars vs. the year to date budget.

Standard Grade

Standard Grade sales continue to sail along with the 3rd Quarter YTD sales at 263% of budget. Most of this is due to Kentile Floors, but SG-210 has held up very well and our SG-200 prospect, Bitucote, purchased a truckload for evaluation on September 25th, accounting for all SG-200 sales this year.

High Purity & CSV

Both High Purity & CSV have run well over budgeted amounts since April. Although indications are that both will slack off in the 4th Quarter, they will still finish well above budget.

Resin Grade

Resin Grade sales as a group of products (RG-110, RG-144, RG-244) have finally closed in on budget thanks mostly to RG-110 and a phenomenal jump in RG-144 sales. RG-244 has still not overcome a dismal 1st Quarter.

E. J. Kleber

EJK:dal
Attachments

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EJK

QUARTERLY SALES REPORT

3rd Quarter

Product	Quarter T	Quarter $M	YTD T	YTD $M	Budget T	Budget $M	% Budget T	% Budget $M
SG-100/103	210	23	423	46	0	0	+	+
SG-104	724	65	2407	216	1125	95	214	227
SG-130	0	0	0	0	0	0	--	--
SG-200	20	3	20	3	0	0	+	+
SG-210	60	11	126	24	90	15	140	160
HPP	0	0	-30	-2	0	0	--	--
HPO	90	17	173	32	130	23	133	139
T-135-O	0	0	0	0	0	0	--	--
CG-135-P	0	0	0	0	0	0	--	--
RG-100	0	0	0	0	0	0	--	--
RG-110	151	30	348	70	220	42	158	167
RG-144	94	44	172	83	115	50	150	166
RG-244	29	60	112	219	142	299	79	73
VISB	0	0	0	0	0	0	--	--
CSV	31	4	116	15	45	5	258	300
SHUR	0	0	0	0	0	0	--	--
Total	1409	257	3867	708	1867	529	207	134

EJK-10/5/78

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UC 1492 (7-69)

INTERNAL CORRESPONDENCE

cc: [illegible] South JE Walsh

UNION CARBIDE CORPORATION • 17 EXECUTIVE PARK DRIVE, ATLANTA, GEORGIA 3032

To (Name) Mr. R. E. Byrne. Jr.
Division Metals Division
Location Niagara Falls, New York

Date October 2, 1978

Originating Dept. Metals - Atlanta

Answering letter date

Copy to File

Subject CALIDRIA SOUTH
Third Quarter Summary

ACTIVITY

After the holiday to start the month, a trip was made to the Memphis-Little Rock-New Orleans geography calling on regular accounts with a little prospecting thrown in. The following week was spent at PDL attending the "Theory of Negotiation" workshop course to develop skills and techniques to use in negotiating situations. Vacation and office work concluded July activity and a Florida sales trip ended the month and carried on through the first week in August.

Our HPO business in Florida is increasing slightly with the likes of C. L. Industries, Paradise Pools and Chemex buying in LTL lots. A few prospective 244 accounts were visited, along with a number of other CALIDRIA users formerly serviced by Apperson Chemicals. When our joint cement business went down the drain Florida was the most affected state in the geography and left us with only Gardner Martin, USS and A-Z Products as T/L/C/L customers, so a pioneering effort is underway again to build the bussiness back up. Jim Walter and Celotex were visited on the trip and our pellet project continues to move slowly along with a trial date now established for 12-19 and 20 at Werner-Pfliederer in N. J. A Houston trip was made to call on regular accounts, prospect for new ones and work with D & F Distributing to act as our new southwest distributor. Texas is by far the most dynamic and fastest growing state in the territory and the additional coverage D & F can give us, along with the additional time they can free up for the writer for more prospecting, should increase our sales further. Local Atlanta calls the last week of the month were followed by a trip to San Juan with R. E. Byrne to meet our people there, run a dust count at J & A and call on prospects developed by our Emulsions plant. A series of calls showed that our sales on the island should begin to increase further as J & A is consuming our HPO at a good rate and a number of other prospects are in one stage or another of evaluating HPO in roof sealer formulations provided by the Emulsions plant.

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A week's vacation, office work and an end of the month trip to Dallas covered September's activity. In Dallas a visit was made at Allied Construction, a new T/L HPO customer making asphaltic adhesives for sewer pipe. Usage should be a T/L a quarter. Another new T/L HPO customer is Bird & Son in Shreveport whose initial order is due to ship in early October. Sales calls were made with D & F Distributing's Dallas people in the area along with holding a CALIDRIA indoctrination for them. Our initial carload to stock D & F in both their Houston and Dallas locations should be shipped in mid October. Our two other small distributors in the southwest, Plas-Tex and Greer Industries, will purchase their future requirements ex D & F.

PERFORMANCE

July and August were strong months but September was a bust. Warehouse stocks on HPO, 210 and 110 for the quarter were almost non-existent and most customer orders had to be shipped direct from King City. Through the third quarter, monthly sales are averaging 1400M lbs. and 105M$ which is about 10% below planned pounds and 5% above planned dollars. Attached are copies of the product sales, activities and expenses for the quarter.

Very truly yours,

Jack Walsh

J. E. Walsh

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JEW

QUARTERLY SALES REPORT

Third Quarter Summary, 1978

Product	Quarter T	Quarter $M	YTD T	YTD $M	Budget T	Budget $M	% Budget T	% Budget $M
102 SG-100/103	____	____	85.1	9.0	600.0	60.0	19	20
SG-104	1289.9	123.8	3354.9	310.4	4500.0	378.0	99	109
SG-130	____	____	____	____	1.0	1.0	0	0
SG-144	____	____	88.7	12.5	----	----	+	+
SG-210	10.5	3.6	16.8	5.6	40.0	7.0	56	108
HPP	____	____	____	____	____	____	____	____
HPO	76.8	20.5	118.5	35.9	116.0	19.0	136	253
T-135-0	____	____	____	____	____	____	____	____
CG-135-P	____	____	____	____	____	____	____	____
RG-100	____	____	265.0	104.9	400.0	160.0	88	87
RG-110	21.7	5.4	32.2	9.2	39.0	7.0	110	166
RG-144	7.5	5.3	84.4	42.4	163.0	71.0	69	80
RG-244	19.5	49.8	57.2	138.3	95.0	196.0	80	94
VISB	____	____	96.0	11.5	550.0	59.0	23	26
CSV	557.5	74.4	1618.8	212.4	1760.0	211.0	123	134
SHUR	170.0	22.5	411.3	53.9	554.0	67.0	99	107
Total	2153.4	305.3	6228.9	946.0	8818.0	1236.0	94	102
Puerto Rico								
HPO	18.4	3.3	18.4	3.3	____	____	____	____
Manganous Oxide								
Fritt	____	____	284.6	13.9	____	____	____	____

UCC 025497

UC 149-2

East
GLD

UNION CARBIDE INTERNAL CORRESPONDENCE

METALS DIVISION • P. O. BOX 579 - 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. R. E. Byrne, Jr.
Division UCC-Metals Division
Location Niagara Falls, NY

Date October 17, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

Copy to Messrs. E. J. Kleber
J. L. Myers
T. P. Norris
J. E. Walsh
File

Subject Third Quarter "Calidria" Asbestos Sales Report Eastern Region

Sales Performance

Sales during the third quarter continued very strong as shown by the following:

	July	August	September	Quarter
$M	237	108	57	401
% Budget	350	160	84	197

The below budget sales in September was due primarily to the return of off-spec material purchased by GAF (Vails Gate, NY) in July and August, and low RG-244 sales. However, sales for October to date have indicated that there is no softening in demand for "Calidria" asbestos as yet in this area. Several small RG-144 & RG-244 prospects began buying during this quarter but their full potential still has to be determined.

G. L. Dickson

GLD:dal
Attachments

UCC 025498

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10/17/78

QUARTERLY SALES REPORT

Product	Quarter T	Quarter $M	YTD T	YTD $M	Budget T	Budget $M	% Budget T	% Budget $M
SG-100/103	810	89	2371	255	300	30	790	850
SG-104	272	26	272	26	0	0	-	-
SG-130								
SG-200	60	8	320	38	270	30	118	126
SG-210	87	20	227	51	52	8	436	638
HPP	46	10	86	16	30	5	286	320
HPO	203	41	476	94	132	23	360	408
T-135-O								
CG-135-P								
RG-100	2	1	4	3	0	0	-	-
RG-110	38	8	42	10	6	2	700	500
RG-144	67	34	192	102	171	77	112	132
RG-244	68	150	203	421	177	371	114	113
VISB								
CSV								
SHUR								
Total	1653	387	4193	1016	1138	546	368	186
EXPORT (HARRISONS & CROSFIELD (CANADA) LTD.)								
HPP	4	1	4	1	0	0	-	-
HPO	10	2	48	8	38	6	126	133
RG-110	0	0	1	-	0	0	-	-
RG-144	8	4	38	16	23	9	165	177
RG-244	5	9	42	74	30	49	140	151
TOTAL	27	16	133	99	91	64	146	155
GRAND TOTAL	1680	403	4326	1115	1229	609	352	183

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UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

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

To (Name)	Mr. J. L. Myers	Date	September 29, 1978
Division	UCC - Metals		
Location	Niagara Falls, NY	Originating Dept.	"Calidria" Asbestos
		Answering letter date	
Copy to	Mr. E. W. Kantz/Mr. R. G. Beverly File	Subject	Governmental Activities- Third Quarter 1978

SPECIFIC PROJECTS

AIA/NA Standards Advisory Committee (Chairman)

Federal Government

1. The editing of the Equitable Environmental Health report on the use of asbestos in the Construction Industry is still in progress.

2. Testimony was prepared and presented for the AIA/NA at the OSHA hearing on the generic approach for the regulation of carcinogens.

3. Testimony was prepared and presented for the AIA/NA at a hearing in connection with the Nonfuel Minerals Policy Review being conducted by the Department of the Interior.

4. Contacts were made with the EPA in the name of the AIA/NA relative to the exclusion of asbestos from the definition of hazardous waste under Section 3001 of RCRA. Some positive progress appears to have been achieved.

State Government

1. A written presentation was submitted to the State of Montana relative to a proposal for some very strict regulations on the spraying of asbestos-containing materials.

AIA/NA Air Monitoring Committee

1. Data analysis in the Round-Robin monitoring program is in progress.

2. Plans for the AIA/NA hosted international air monitoring meeting to be held in Washington have been finalized. (HBR's meeting)

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Approximately 40 experts from all over the world will be in attendance.

Union Carbide

1. Testimony is being prepared for the Standards Board Hearing on regulations for continued use of sprayable, asbestos-containing products in California. These hearings are the result of legislation spearheaded by Union Carbide.

H. B. Rhodes

Harrison B. Rhodes

HBR/rmm

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UC 149-2

INTERNAL CORRESPONDENCE

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

To (Name) Mr. J. L. Myers
Division UCC - Metals
Location Niagara Falls, NY

Date September 27, 1978

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Messrs. R. E. Byrne, Jr.
G. L. Dickson
B. L. Ingalls
E. J. Kleber
T. P. Norris
H. B. Rhodes
J. E. Walsh
File

Subject Marketing Services Group Activity Report - Third Quarter 1978

Marketing services activities including technical service, asbestos monitoring and counting services, developmental, and plant assistance projects completed during the third quarter are reported herein.

Twenty-two technical projects were handled during the third quarter 1978. In addition to routine testing of production monthly product composites, our laboratory assisted in evaluation of plant trial SXX.

A cost analysis of dust count services was completed by B. L. Ingalls and has been included.

Glenda J. Spencer

GJS/rmm
Attachments

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TECHNICAL SERVICES
THIRD QUARTER 1978

Month	Customer	UCC Rep.	Job Description
July	Tomoe	JLM	Performance Characteristics of polyethylene minifiber. (Continuing)
July	J. W. Mortell	EJK	Determinations for asbestos in tape caulking compounds. (Completed)
July	-	HBR	AIA/DMAP calibration and fitting of ruled graticule No. 1 to Nikon microscope. (Completed)
July	-	BLI	Distribution of updated quality control procedures. (Completed)
July	-	HBR	AIA/NA correlation of Round-Robin data. (Completed)
July	GAF	JLM	SG-100 dry screen analysis and microscopic examination of particulate matter. (Completed)
August	Tomoe	JLM	Performance characteristics of polyethylene minifiber. (Completed)
August	-	-	Inventory of dust count samples - 1972-78. (Completed)
August	-	JLM	Cost analysis of dust count services. (Completed)
September	Montello	BLI	Fiber emissions of oil-treated SVB pellets. (Completed)
September	-	HBR	AIA/DMAP calibration of ruled graticule No. 2. (Completed)
September	Tomoe	JLM	I.R. analysis of soluble bag material for polyester application. (Completed)
September	UCC-Marietta	K. Graham	Determination for asbestos in material of unknown composition. (Completed)
September	-	BLI	Comparison of competitive asbestos products. (Continuing)

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DUST COUNT SERVICES
THIRD QUARTER 1978

Month	Customer	UCC Sales Representative
July	Acme Printing	E. J. Kleber
July	Toolworld	J. E. Walsh*
July	Garland Company	G. L. Dickson
July	Union City Industries	E. J. Kleber*
August	Garland Company	G. L. Dickson
August	Colonial Rubber	J. E. Walsh*
September	J&A Manufacturing	J. E. Walsh

*Amended report containing Round-Robin count results - original report completed previously.

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DEVELOPMENT PROGRAMS AND PLANT ASSISTANCE THIRD QUARTER 1978

Month	Requested By	Job Description
July	E. J. Kleber	DIDP wetted asbestos products. (Continuing)
July	S. Ramachandran	Laboratory evaluations of SXX plant trial. (Continuing)
August	J. L. Myers	LTX-24, LTX-14, LTX-COF-25 program. (Completed)
August	S. Ramachandran	Laboratory evaluations of SXX plant trial. (Continuing)
August	E. W. Shortridge	RG-244 quality control testing. (Completed)
September	H. B. Rhodes	AIA/DMAP comparative counting with ruled graticule and Porton reticle. (Completed)
September	S. Ramachandran	Laboratory evaluations of SXX plant trial. (Completed)
September	E. W. Shortridge	RG-244 quality control testing. (Completed)

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UNION CARBIDE INTERNAL CORRESPONDENCE

TALS DIVISION

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

rmel Messrs. R. E. Byrne, Jr.
n J. L. Myers
on H. B. Rhodes

Date August 30, 1978

Originating Dept. "Calidria" Asbestos

Answering letter date

to File

Subject Cost Analysis of Dust Count Services Provided Customers in 1977

A breakdown of operating costs for dust counts performed at customer facilities in 1977 is attached (Table I). Manpower costs were allocated as $240 per man-day. Travel expenses and allocation of time were pro-rated in instances where business other than monitoring was involved. Non-capital operating costs were also pro-rated to exclude AIA/NA work and other projects not related to customer monitoring.

Some 38 field tests were performed in 1977; 24 involving the Tech Service group, 11 performed by sales personnel and 3 by Tomoe in Japan. The costs of sales personnel time and travel expenses were not included in this cost analysis. Out-of-pocket costs including travel and non-capital operating expenses totaled $5,745. An additional $14,610 for manpower resulted in total expenditures of $20,355.

The average cost per customer monitoring based on 24 field tests performed by the Tech Service group approximated $800, the details of which are shown below:

Mandays in Field (Average 1.52 Md/test)	=	$365
Travel Expenses	=	191
Laboratory and Administrative Costs	=	201
Non-Capital Operating Costs	=	40
		$797

Major areas of expense were travel costs and time spent in the field which were 70% of total costs. Out-of-pocket costs averaged $231 per field test.

Some 390 airborne samples obtained at 38 customer facilities were counted in 1977 requiring approximately 60 mandays. Ten customers have requested our services through June 1978, accounting for ~150 samples.

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UCC 025506

TABLE 1

1977 COSTS FOR CUSTOMER ASBESTOS AIRBORNE MONITORING TESTS

Region	Date	No. Field Tests Performed	Total[1] Mandays (Md) Required	X $240/Md	Travel Expenses[1] Air	Car Rental	Other	Total	No. Samples	Lab and[2] Admin. Costs X $15/Sample	Non-Capital[3] Operating Costs X $3/Sample	Total Costs
outh	Jan 9-14	7	5	1200	272	109	189	570	41	615	123	2508
outh	Mar 4-5	1	1.5	360	150	27	50	227	13	195	39	821
est	Mar 7-11	2	4.5	1080	450	-	175	625	33	495	99	2299
ast	Apr 4-6	1	2.5	600	108	-	74	182	47	705	141	1628
outh	May 9-12	1	2	480	100	-	50	150	23	345	69	1044
idwest and South	Jun 21-24	3	4	960	276	111	160	547	31	465	93	2065
outh	Sep 12-14	1	2	480	200	27	50	277	12	180	36	973
idwest	Sep 12-14	2	3	720	144	-	80	224	15	225	45	1214
est and South	Sep 19-24	2	5	1200	495	29	331	855	22	330	66	2451
idwest	Oct 13	1	1	240	100	22	25	147	9	135	27	549
est	Dec 12-16	1	2.5	600	202	50	109	361	30	450	90	1501
outh	Dec 13-16	2	3.5	840	235	67	108	410	46	690	138	2078
Subtotal		24	36.5	8760	2732	442	1401	4575	322	4830	966	19131
idwest	Jan 25	1	(4)	-	-	-	-	-	8	120	24	144
ast	Mar 3	1	"	-	-	-	-	-	6	90	18	108
est	Mar 30	1	"	-	-	-	-	-	4	60	12	72
est	Jun 30	1	"	-	-	-	-	-	4	60	12	72
ast	Jul 7	1	"	-	-	-	-	-	9	135	27	162
est	Jul 21	1	"	-	-	-	-	-	3	45	9	54
est	Aug 3	1	"	-	-	-	-	-	3	45	9	54
est	Aug 18	1	"	-	-	-	-	-	4	60	12	72
est	Aug 23	1	"	-	-	-	-	-	4	60	12	72
est	Sep 7	1	"	-	-	-	-	-	3	45	9	54
est	Sep 13	1	"	-	-	-	-	-	5	75	15	90
Subtotal		11	"	-	-	-	-	-	53	795	159	954
Japan	Jan 5	1	(4)	-	-	-	-	-	6	90	18	108
Japan	Apr 7	1	"	-	-	-	-	-	5	75	15	90
Japan	Oct 28	1	"	-	-	-	-	-	4	60	12	72
Subtotal		3	"	-	-	-	-	-	15	225	45	270
TOTAL		38	36.5	8760	-	-	-	4575	390	5850	1170	20355

1) Mandays in the field and travel expenses were pro-rated in the case of combined business trips involving business other than monitoring. Costs/Md = $240.

2) Laboratory and administrative costs of $15/sample were derived as follows:
20 min/sample - sample preparation and counting.
10 min/sample - data compilation, editing and reporting.
At current NF manpower allocation of $30/manhour; i.e. $15/sample.

3) Non-capital operating costs include non-capital equipment, equipment repair and materials such as filter cartridges, chemicals and film.

4) Monitoring tests were performed by sales personnel. The cost of their time and operating expenses are not included.

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