PLAINTIFF'S EXHIBIT

UC-3559

UC 149 2

UNION CARBIDE

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION • P O BOX 579, NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. W. Rawlings
Division Mining & Metals
Location New York, New York

Date November 12, 1971

Originating Dept. CALIDRIA Asbestos - Marketing
Research and Development Department

Answering letter date

Copy to Mr. R. E. Byrne
Dr. H. B. Rhodes

Subject RG-244 Sales Estimates

We would like to submit a pair of the Subject for your use in conjunction with the Cabot proposal, as follows:

	Very Probable		Very Possible	
	Tons	GMTE	Tons	GMTE
1972	625	$331M	700	$401M
1973	815	$483M	1050	$650M
1974	975	$596M	1350	$863M

These numbers were developed from the attached curves and are substantiated by our customer-by-customer analyses. We are confident that our performance will be within these limits.

The inclusion of the 12 1/2% ultimate penetration curve indicates to us that it is very unlikely for us to do this poorly.

John L. Myers

/cb
Attachments

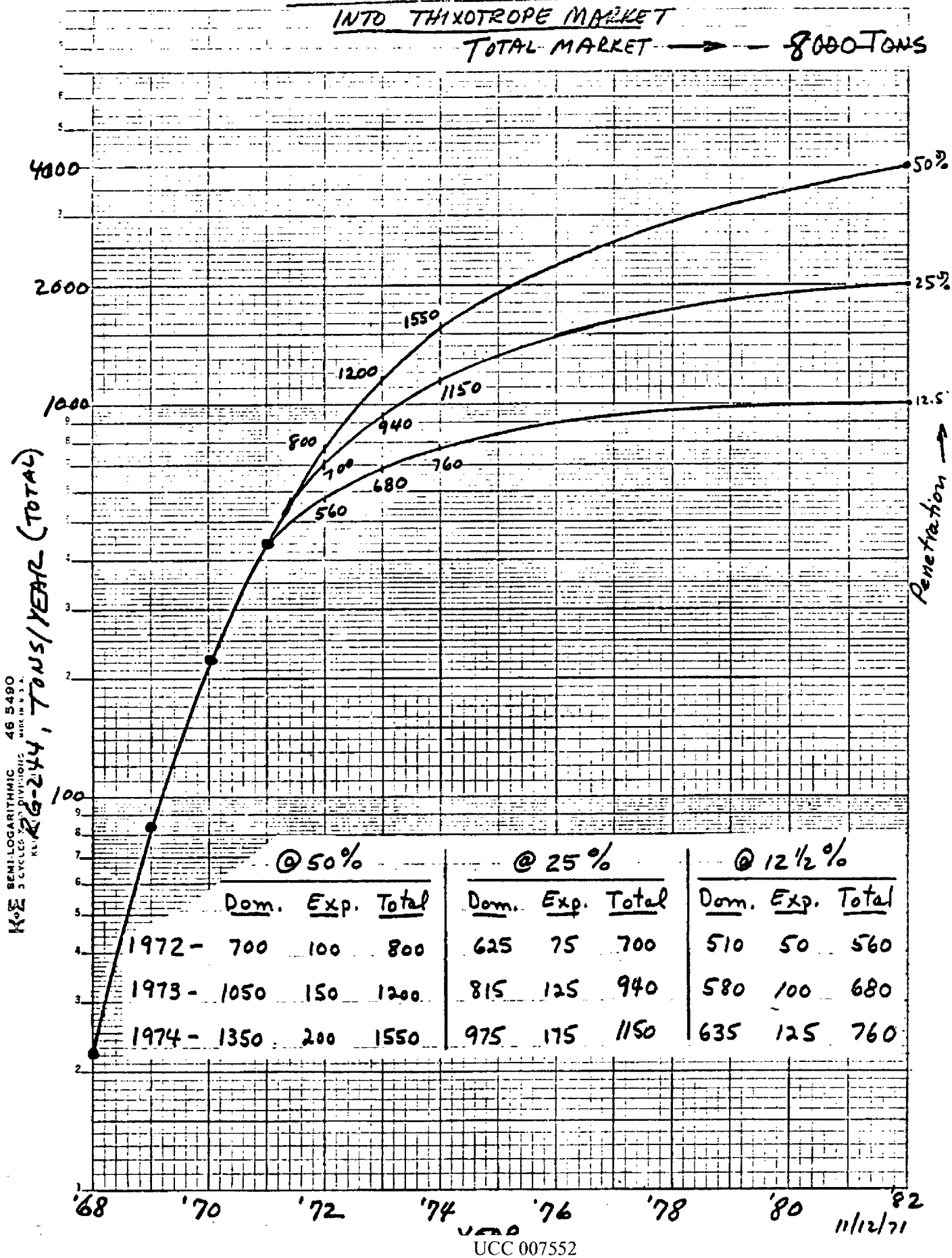
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RG-244 Penetration Rates

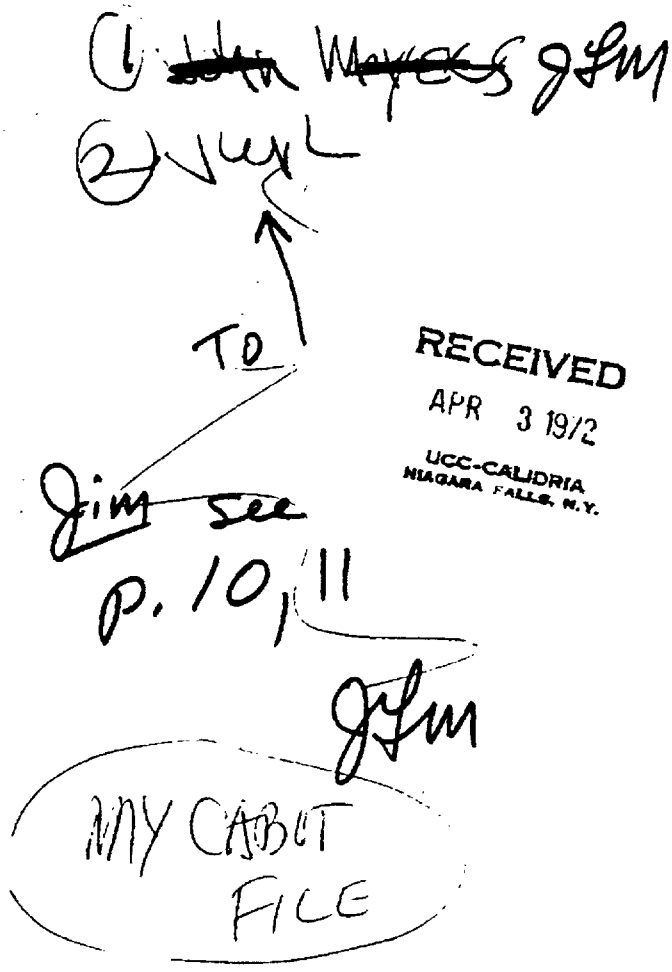
Into Thixotrope Market

Total Market → — 8000 Tons



	@ 50%			@ 25%			@ 12½%		
	Dom.	Exp.	Total	Dom.	Exp.	Total	Dom.	Exp.	Total
1972 -	700	100	800	625	75	700	510	50	560
1973 -	1050	150	1200	815	125	940	580	100	680
1974 -	1350	200	1550	975	175	1150	635	125	760

UCC 007552


1) John Myers JLM
2) JWR
TO
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APR 3 1972
UCC-CALIDRIA
NIAGARA FALLS, N.Y.
Jim See
P. 10, 11
JLM
MY CABOT
FILE

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