PLAINTIFF'S EXHIBIT

UC-3589

UCC Competitive Position Profile

Items 1, 1A. Market Share and Market Change (principally U.S.A.). Rated strong in the asbestos category because of a quality product. Fair in the non-asbestos because competition products do not have a strong health factor as does asbestos.

Item 2. Price Leadership. UCC is independent in the asbestos category. In the non-asbestos category UCC must offer a price advantage to the customer to offset the health factor.

Item 3. Not applicable.

Item 4. Product Line Breadth. In both categories offers products to serve a diverse number of applications and customers.

Item 5. Not applicable.

Item 6. Breadth of Customer Base. In the asbestos category, UCC serves many customers for many uses but Johns-Manville has the same capability. In the non-asbestos category, UCC matches every use of competitive products plus some that competitive products cannot serve.

Item 7. Total Cost Position. Leading in the non-asbestos category because UCC has position in ore and good costs, whereas competitors purchase intermediate and are, ineffect, converters. In the asbestos category, UCC's position is fair because competitive short fiber asbestos is regarded as a by-product.

UCC 008151

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