UC 1-19-2

PLAINTIFF'S EXHIBIT
UC-3653

D2

RECEIVED
NOV 24 1980
E. J. SHORTSLEEVE

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

Date November 21, 1980

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to G. L. Dickson
T. P. Norris
E. J. Shortsleeve/R. W. Rebholz
File

Subject Competitive Price Reports for GAF & Kentile

Enclosed are CPR's for Kentile and GAF and draft letters to their respective purchasing personnel. In order to attempt to retain any business at their Eastern plants, we must make at least token price concenssions. In summary, Kentile-Brooklyn would pay $132/T for SG-103 and Kentile-Chicago $136/T. GAF-Vails Gate would pay $132 and GAF-Long Beach $136. If GAF's total purchases exceed 4500 tons, the Long Beach price would be $132/T for all tons in excess of 4500.

Our 1981 budget is based on the prices noted above, so no loss of dollars from budget would be experienced; but we could miss on budgeted tons and associated dollars if we fail to get the Eastern business.

I would appreciate your expeditious approval of the CPR's and any comments you have on the letters.

John L. Myers

JLM:dal
Enclosures

UCC 008576

November 20, 1980 (DRAFT)

Mr. A. G. Kennedy
Kentile Floors
58 Second Avenue
Brooklyn, NY 11215

Dear Mr. Kennedy:

This letter confirms recent discussions regarding 1981 pricing which you have had with Gordon Dickson.

Our schedule prices for SG-103-5 and SG-104 are shown on the attached sheet. In order to retain a continuing share of the asbestos requirements at your Brooklyn plant, we offer you a $4/ton discount for all SG-103-5 shipped to that location in 1981.

We sincerely appreciate the business you have given us in 1980 and look forward to supplying similar quantities in 1981. We would appreciate as much advance notice as possible for your monthly requirements and if you expect your 1981 requirements to differ by more than 10% from 1980.

It continues to be a pleasure to work with you and your associates in Brooklyn and Chicago. Best regards for the Holidays from all of us.

Very truly yours,

John L. Myers
Marketing Manager

JLM:dal
Attachment

CC: G. L. Dickson

UCC 008577

November 20, 1980 (DRAFT)

Mrs. Rose Ann Munn
GAF Corporation
1361 Alps Road
Wayne, NJ 07470

Dear Mrs. Munn:

This letter confirms recent discussions regarding 1981 pricing which you have had with Gordon Dickson.

Our schedule prices for SG-103-7 and SG-103-9 are shown on the attached sheet. In order to retain a continuing share of the asbestos requirements at your Vails Gate plant, we offer you a $4/ton discount for all SG-103-7 or SG-103-9 shipped to that location in 1981. In addition, after your purchases at Long Beach and Vails Gate reach a combined total of 4500 tons, the $4/ton discount will also apply to subsequent shipments to Long Beach.

We sincerely appreciate the business you have given us in 1980 and look forward to supplying increased quantities in 1981. We would appreciate as much advance notice as possible for your monthly requirements and if you expect your total 1981 requirements to exceed 6000 tons.

It has been a real pleasure working with you for the last few months and we look forward to a continuing good relationship. Best regards for the Holidays from all of us.

Very truly yours,

John L. Myers
Marketing Manager

JLM:dal

CC: G. L. Dickson
T. P. Norris

UCC 008578

CM 822 – 4B

UNION CARBIDE CORPORATION
MINING & METALS DIVISION
COMPETITIVE PRICE REPORT

SALES OFFICE LOCATION	Niagara Falls, New York
DATE OF REPORT	11/18/80
EFFECTIVE WITH RECORD NO.	
PRODUCT	"Calidria" Asbestos
GRADE	SG-103-5
SIZE	
PACKAGE	50 lb. bags
PRICE BASIS	☐ 15 N.T. ☐ LESS THAN 15 N.T.
CUSTOMER AND DESTINATION	Kentile Floors, Inc., 58 Second Avenue, Brooklyn, NY 11215

PRICE

COMPETITIVE INFORMATION	COMPETITOR: Carey Canadian Mines, Ltd.	COMPETITIVE PRICE: C$104/Ton	UCM PRICE: $136/Ton*
	ALLOWANCE RECOMMENDED: $ 4/Ton	QUANTITY: ☐ THIS ORDER ☒ THIS PERIOD	VALID PERIOD: FROM 1/1/81 TO 12/31/81

FREIGHT

RATE BASIS	☐ BARGE	☐ CARLOAD	☐ LESS CARLOAD
	☒ ~~TRUCKXXXX~~ Container	☐ TRUCKLOAD - DUMP	☐ LESS TRUCKLOAD
COMPETITIVE INFORMATION	COMPETITIVE SHIPPING POINT: East Broughton, Quebec, Canada	RATE $ PER ☐GT ☐NT ☐CWT	
	M&M DIV. SHIPPING POINT: King City, California	RATE $ PER ☐GT ☐NT ☐CWT	
	ALLOWANCE RECOMMENDED: →	$ PER ☐GT ☐NT ☐CWT	

EVIDENCE IN SUPPORT OF COMPETITIVE OFFER
(IN ACCORDANCE WITH POLICY AND PROCEDURE MANUAL SECTION 304, SUBJECT 304.03)

Mr. Andrew Kennedy, Director of Purchases for Kentile Floors, Inc., has advised us that Canadian tile grade asbestos will be available for C$104/Ton F.O.B. Quebec, Canada in 1981. Carey Canadian, their present Canadian supplier, is actively pursuing this account. In order to maintain any business at this plant it will be necessary to partially meet the competitive situation and lower our scheduled price from $136/Ton to $132/Ton. We may not get any orders even at this price because of the wide spread between our delivered cost and Carey's.

*Subject to any change in schedule price.

SALESMAN (SIGNATURE)	REGIONAL MANAGER (SIGNATURE)	APPROVED
G. L. Dickeson	J. L. Myers 11/19/80	

UCC 008579

EM 322 -.48

UNION CARBIDE CORPORATION
MINING & METALS DIVISION
COMPETITIVE PRICE REPORT

SALES OFFICE LOCATION: Niagara Falls, New York	DATE OF REPORT: 11/18/80	
PRODUCT: "Calidria" Asbestos	EFFECTIVE WITH RECORD NO.	
GRADE: SG-103-9	SIZE	PACKAGE: 90 lb. bags
PRICE BASIS: ☐ 15 N.T. ☐ LESS THAN 15 N.T.		
CUSTOMER AND DESTINATION: GAF Corporation, Vails Gate, New York		

PRICE	COMPETITIVE INFORMATION	COMPETITOR: Carey Canadian Mines Ltd.	COMPETITIVE PRICE: C$98-105/Ton	UCM PRICE: $136/Ton*
		ALLOWANCE RECOMMENDED: $ $4/Ton	QUANTITY: ☐ THIS ORDER ☒ THIS PERIOD	VALID PERIOD: FROM 1/1/81 TO 12/31/8
FREIGHT	RATE BASIS	☐ BARGE ☐ CARLOAD ☐ LESS CARLOAD		
		X ~~CARLOAD~~ Container ☐ TRUCKLOAD - DUMP ☐ LESS TRUCKLOAD		
	COMPETITIVE INFORMATION	COMPETITIVE SHIPPING POINT: East Broughton, Quebec, Canada	RATE: $ PER ☐GT ☐NT ☐CWT	
		M&M DIV. SHIPPING POINT: King City, California	RATE: $ PER ☐GT ☐NT ☐CWT	
		ALLOWANCE RECOMMENDED: →	$ PER ☐GT ☐NT ☐CWT	

EVIDENCE IN SUPPORT OF COMPETITIVE OFFER

(IN ACCORDANCE WITH POLICY AND PROCEDURE MANUAL SECTION 304, SUBJECT 304.03)

We have been advised by Rose Ann Mun, GAF Corporate purchasing, that Canadian tile grade asbestos will be available in 1981 for C$98-105/Ton F.O.B. mine. In order to maintain any business at this plant it will be necessary to partially meet the competitive situation and lower our scheduled price from $136/Ton to $132/Ton. Even at this price we will not be price competitive because of the large difference in our delivered costs and that of Carey. As an incentive to achieve as much business as possible at Vails Gate, we will reduce the price for SG-103-7 to Long Beach from $136 to $132/Ton after the Vails Gate and Long Beach combined tonnage exceeds 4500 Tons in 1981.

*Subject to any change in schedule price.

SALESMAN (SIGNATURE)	REGION MANAGER (SIGNATURE)	APPROVED
G. L. Dickson mm	J L Myers 11/19/80	

UCC 008580

Calidria® ASBESTOS

PRICE LIST

Effective: January 1, 1980

FLOOR-TILE GRADES

"Calidria" asbestos ¼-in. pellets for floor-tile applications are available in different packaging as described below. Information on bulk handling of pellets can be obtained from your nearest "Calidria" asbestos office.

NET PRICES – CENTS PER LB. – F.O.B. KING CITY, CALIF. – SOLD ONLY IN CARLOADS OR TRUCKLOADS

SG-103	6.1
SG-104	5.3

Prices subject to change without notice.

PACKAGING INFORMATION

		NET WEIGHT, lbs.			
Grade	Packaging	Per Bag	Per Pallet	Per Truckload	Per Carload
SG-103-5	Plastic Bag	50	2,000-Truck 2,500-Rail	40,000 (20)	140,000 (56)
SG-103-7	Plastic Bag	70	2450	44,100 (17)	137,200 (56)
SG-103-9	Plastic Bag	90	2700	45,900 (17)	140,400 (52)
SG-104	Bulk	--	---	----	~190,000

TO ORDER . . . OR ASK A TECHNICAL QUESTION – call or write your nearest "Calidria" asbestos office below:

Northeast: P.O. Box 579, Niagara Falls, N.Y. 14302 – Tel.: 716-278-3371
South: 17 Executive Park Drive, Atlanta, Ga. 30329 – Tel.: 404-321-6600
Midwest: P.O. Box 579, Niagara Falls, N.Y. 14302 – Tel.: 716-278-3355
West: 100 Oceangate, Long Beach, Calif. 90802 – Tel.: 213-435-3721
Plant: P.O. Box K, King City, Calif. 93930 – Tel.: 408-385-5961

( ) Number of pallets

COMBINED SHIPMENTS – Shipments of one or more pallets of any "Calidria" asbestos product may be combined with one or more pallets of any other "Calidria" product for total quantity price, based on the total number of pallets ordered.

IMPORTANT – Terms are net cash 30 days from invoice date. Prices apply within continental U.S.A. Union Carbide reserves the right to adjust customer's orders to comply with the ordering quantities shown above.

UNION CARBIDE CORPORATION • METALS DIVISION • 270 PARK AVENUE, NEW YORK, N.Y. 10017

UNION CARBIDE

UCC 008581