PLAINTIFF'S EXHIBIT

UC-3655

GAF MAJOR ACCOUNT PLAN

COPIES TO:

G. F. ALTHOUSE - NY - 31
F. B. BANKERT - Moorestown
E. A. BARR - NY - 21
J. H. BEES - NY - 31
G. P. BIGELOW - NY - 33
M. T. BOLMER - NY - 29
P. E. BOUFFARD - NY - 29
K. L. BRASFIELD - NY - 32
F. F. CALLOWAY - NY - 27
J. M. COLE - NY - 30
A. J. COSTANTIN - Hackensack
R. L. DUNCAN - NY - 28
G. O. EARLY - NY - 20
R. W. EDDY - NY - 31
W. P. EMERSON - NY - 31
D. W. ENRIGHT - NY - 31
S. J. FILIPPONE - NY - 27
M. C. FINCH - Moorestown
E. P. FISLER - NY - 27
T. J. FONTELIEU - NY - 31
J. W. GOETZ - NY - 31
R. E. GULICH - Bound Brook
J. C. HAAGA - NY - 27
P. B. HANRAHAN - NY - 29
R. G. HESS - Hackensack
S. C. JOHNSON - NY - 30
P. J. JOHNSTON - NY - 30
R. P. KURKJY - NY - 33
J. W. LUCHSINGER - NY - 33
A. W. LUTZ - NY - 28
P. G. MAGNUSSON - NY - 31
J. J. MANCINI - NY - 27
J. H. MATHEWSON - NY - 33
R. G. MAZZARIELLO - Hackensack
J. H. HC CORMICK - NY - 30
J. L. MYERS - Niagara Falls
J. W. NEWTON - Hackensack
C. E. O'ROURKE - NY - 33
B. D. PATTIE - NY - 33
F. E. PURCELL - NY - 30
H. L. REICHART - NY - 30
P. E. RODTS - Hackensack
G. T. SCOTT - NY - 31
G. C. SHIPSTON - NY - 28
J. SIDLOVSKY - NY - 30
A. B. STEELE - NY - 28
J. L. SUHADOLNIK - Hackensack
D. A. TEAZE - NY - 32
W. C. THURBER - NY - 38
R. S. WISHART - NY - 32
D. E. WITTENBERGER - NY - 32
E. R. YOUNG - NY - 30

UCC 008586

UNION CARBIDE SALES TO GAF

YEAR	C & P TOTAL DOLLARS	M. & M ASBESTOS
1967	$2,944,000	
1968	2,622,000	
1969	2,842,000	
1970	2,600,000	
1971	2,400,000	
1972	2,785,000	99,000
1973	3,630,000	225,000
1974 Plan	3,152,000	218,000
1976 (Est.)	6,000,000	800,000
1978 (Est.)	8,000,000	1,000,000

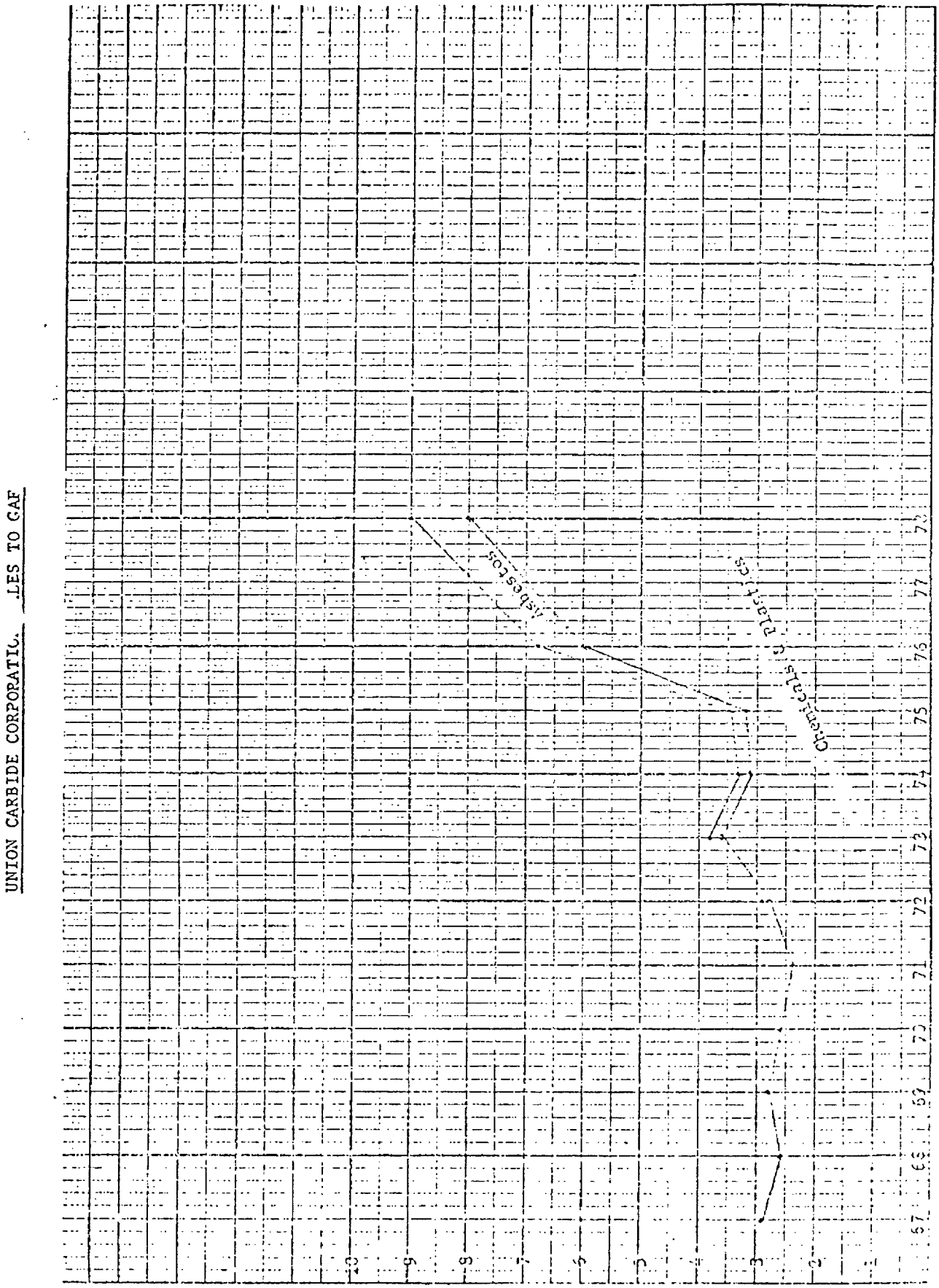
Major contributors in 1973 were as follows:

Dispersion Resin	$1,290,000
Silicone Resin R 21	344,000
Acetylene	961,000
Acetone	86,000
Hydrogen	77,000
Glutyraldehyde 25%	48,000
Ethylene Dichloride	40,000
Silicone Y 7030	45,000
Niacet Sodium Acetate	112,000
TOTAL	$3,000,000

The above major products represent 83% of our sales.

Of these products we will lose most of the dispersion resin in 1974. We have agreed to ship them 500,000 pounds per calendar quarter providing they supply the monomer. In the first quarter we shipped them 558,000 pounds ($145,000) of dispersion resin. Silicone resin R21, which is used as a coating on their roofing granules, is expected to drop to about $100,000 as they have developed a new formulation which includes aluminum chloride and stearic acid and eliminates most of the silicone at a much lower cost. Acetone will drop to about about $90,000 in 1974 and at the end of 1974 we have advised them we will no longer be able to supply them with acetone. The increased price of acetone is cushioning the dollar drop, actually the pounds will drop from 1½ million pounds in 1973 to about 1 million pounds in 1974 and nothing in 1975. Acetylene sales should increase dramatically due to increased volume and increased price. The same applies to hydrogen. Ethylene dichloride will drop to zero as we are no longer supplying this product. Glytyraldehyde 25% should also ienrease in 1974 due to both increased tonnage and price. Niacet sodium acetate will also show a substantial increase due to increased tonnage and price providing the product can be made available.

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UNION CARBIDE CORPORATION - SALES TO GAF
Asbestos
Plastics
Chemicals
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Position among C & P top 100 Customers in net sales:

Year	Position
1973	50th
1974 (1st 6 mos.)	70th

Standard Margin, 30%.

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COMPETITION

Total known potential for Union Carbide products is $21MM of which we sold them $3.6MM in 1973, or 17 percent. About 50 percent of the total potential is made up of products which we have discontinued, or plan to discontinue, or where our production is committed for at least the next two years with no forseeable improvement in supply. Taking into consideration increasing prices, a realistic potential for Chemicals and plastics is about $12MM a year, of which we plan on selling in 1974, $3MM.

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