UC 149-2

PLAINTIFF'S EXHIBIT
UC-3675

UNION CARBIDE INTERNAL CORRESPONDENCE

JA[illegible] 197[illegible]

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 14302

Date January 24, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date

I-6.

Copy to Messrs. J. L. Myers
T. P. Norris
W. C. Thurber
J. E. Walsh
KC File
NF File

Subject "Calidria" Asbestos Sales 1977
Summary Eastern Region

4th Quarter Activity

In compliance with recent division policy an attempt was made to reduce travel costs during this period. Unfortunately, this was somewhat negated by attendance at the National Coatings Convention in Houston, and holding "Calidria" seminars at UPACO (Nashua, NH) and for the new sales force at Technical Products (Calidria distributor) in Cleveland. Major sales effort was directed at increasing sales to tile companies with corporate offices in the east (GAF, Kentile, and American Biltrite), and servicing large existing RG-244 accounts. A modest number of calls were also made on potential resin grade customers who had recently requested samples and/or literature. Because of the decision to terminate the production of UCAR silica at our Alloy plant, it was necessary to advise our customers of this fact, and to assist them wherever possible during the phaseout period.

1977 Sales Summary

1977 sales for the eastern region were 100% of budget based on tons, and 110% on dollars (Refer attached table for detailed summary of 1976 and 1977 sales and 1978 budget). Although this represents only a 5% increase in dollar sales over 1976, the product mix was a considerable improvement over last year based on gross margins.

Tile Grade

Primarily, because of competition from the Canadian asbestos industry, we have in the past been unable to sell to tile manufacturers in the east. This year we appear to have broken through at American Biltrite (Trenton, NJ) with the likelyhood that this will be continuing business in 1978. Kentile (Brooklyn) ordered their first carload in December (50-lb. bags) and indicated that they also would be ordering at regular intervals in 1978. However, as

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we are not price competitive with Candian and Atlas fiber at the present time, our sales will depend largely on how well we service them during short supply periods and their willingness to pay a premium for a whiter asbestos.

SG-200 & SG-210

Poor budgeting resulted in obtaining only 63% of plan for SG-200. Only customer (RCA Rubber) is 100% "Calidria", and only an increase in their production will raise our SG-200 sales. SG-210 sales were adversely affected by the recent CPSC action regarding tape joint compounds coupled with drop-in demand for asbestos filled phenolic compounds. Both factors have been considered in the 1978 budget.

High Purity

High Purity sales, a relatively small portion of 1977 budget, exceeded expectations by about 12%. However, both HPP and HPO were also effected similarily to that of SG-210 which is reflected by a lower expected sales volume in 1978.

Resin Grade Products

These products performed well in 1977 and contributed to 78% of total sales. Excessive sales versus budget due primarily to demand by suppliers to the automotive industry, expecially NDM and Protective Treatments. Outlook for 1978 continues optimistic for these grades although forecasts by the automotive manufacturers indicate lower sales in 1978.

G L Dickson

G. L. Dickson

GLD:dal
Attachments

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UCC 005537

ANALYSIS OF 1977 SALES
CALIDRIA ASBESTOS
EASTERN REGION

PRODUCT	1976 Sales		1977 Budget		1977 Sales		1978 Budget		% 1977 vs 1976		% 1977 vs Budget	
	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M	Tons	$M
SG-101	0	0	0	0	11	1	0	0	-	-	-	-
SG-103	0	0	0	0	403	40	400	40	-	-	-	-
SG-200	360	35	600	60	360	38	360	39	100	109	60	63
SG-210	629	95	420	64	127	26	70	11	20	27	30	41
HPP	78	13	38	6	81	14	40	7	104	108	213	233
HPO												
Domestic	241	44	312	47	286	53	176	31	119	120	92	113
Canadian	46	7	40	5	31	5	50	8	67	71	78	100
Total	287	51	352	52	317	58	226	39	110	114	90	112
RG-100	9	5	8	2	3	2	0	0	33	40	38	100
RG-110	10	4	8	1	4	1	8	2	40	25	50	100
RG-144												
Domestic	179	81	114	45	209	103	228	102	117	127	183	229
Canadian	28	10	16	6	23	8	30	12	82	80	144	133
Total	207	91	130	51	232	111	258	114	112	122	178	218
RG-244												
Domestic	242	423	220	440	237	465	236	495	98	110	108	106
Canadian	46	70	42	76	42	68	40	65	91	97	100	89
Total	288	493	262	516	279	533	276	560	97	108	106	103
All Products	1868	785	1818	752	1810	824	1638	812	97	105	100	110

GLDickson 1/16/78

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1977 AUTOMOBILE EXPENSES
EASTERN REGION

	1st Q	2nd Q	3rd Q	4th Q	Total
Gasoline	208.70	108.80	253.45	177.00	747.95
Oil & Grease	0	8.25	0	0	8.25
Car Wash	3.75	2.50	3.00	0	9.25
Tolls	23.30	3.00	28.20	8.55	63.05
New Parts & Repairs	0	7.28	0	0	7.28
Miscellaneous	1.05	36.00	0	2.05	39.10
Total	236.80	165.83	284.65	187.60	874.88

GLD:dal
1/24/78

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1977 4th QUARTER TRAVEL EXPENSES
EASTERN REGION

Travel Expenses	October	November	December	4th Quarter Total
Transportation	379.98	410.00	253.00	1,042.98
Local: Cab, Bus, etc.	163.65	255.44	148.79	567.88
Rooms	61.63	186.15	112.12	359.90
Meals	145.70	80.70	128.60	355.00
Business Meals	91.68	265.85	- -	357.53
Entertainment	- -	- -	- -	- -
Telephone	- -	- -	- -	- -
Miscellaneous	86.10	99.45	31.20	216.75
Total	928.74	1,297.59	673.71	2,900.04

GLD:dal
1/24/78

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UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

RECEIVED JAN 26 197

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 14302

Date January 24, 1978
Originating Dept. "Calidria" Asbestos
Answering letter date
Subject "Calidria" Asbestos Midwest 1977 Summary

Copy to Messrs. J. L. Myers
T. P. Norris
W. C. Thurber
J. E. Walsh
KC File
NF File

1977 proved to be a year full of surprises both bad and good. Although the total sales dollars for the midwest are almost exactly the same as in 1976, the product mix was significantly improved. Failures in both tape joint and floor tile markets were offset by substantial gains in the automotive industry.

Major Disappointments

1. Tape joint compounds - Action by the Consumer Product Safety Commission on spackling compounds caused a complete collapse of HPO and SG-210 sales to these markets. In 1976, we shipped 615 tons to the tape joint market. In 1977, this figure dropped to 341 tons and 1978 will almost certainly be zero.

2. Floor tile - The main problem in this area is Flintkote. They will not purchase SG-103 because of the cost differential between our material and Atlas. They have bought SG-104 from us but their Union will not handle our pellets because Flintkote does not have an automated transfer system. Therefore, the pellets must be transported in open tote bins and shoveled into the Banbury. These reasons, coupled with their insistance that pellets are difficult to break up in a Banbury pretty much rules out any business here in the foreseeable future.

Major Bright Spot

Automotive - Sales to the automobile companies and their suppliers jumped from 535 tons in 1976 to 671 tons in 1977. It should be noted that the vast majority of these products are the resin grade types, which have the best direct margins. The major reasons for this jump are that the auto industry had a good year, but more importantly it reflects wider acceptability of our products.

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1978 Emphasis

The major areas of emphasis for 1978 will be:

1. Automotive - We will continue to spend a great deal of time in the automotive area and concentrate our efforts at the following accounts:

Ford Motor - Continue to assist Ford in the development of a sprayable underbody sealer containing RG-144 and/or RG-244.

Allied Materials - Attempt to have Allied replace Canadian Grade 7 with SG-130 and get them to begin using RG-244.

Mortell Company - Work with their development lab on both replacing more of their Canadian/California Grade 7 usages with SG-130 and replace silica with RG-244.

Chrysler Corporation - Try to resolve very sensitive toxicology issue to the satisfaction of both Chrysler Chemical and the U.A.W.

Hughes Chemical - Hughes has some very large potential RG-244 uses. We must convince them that it can be used safely by them and their customers.

2. Floor Tile - Our major effort here will be at Kentile Floors, where we must convince them that Union Carbide's reliability should gain us a niche as their prime rather than secondary supplier.

3. Plastics - The following is a list of five potential accounts and where RG-600 evaluations stand:

Chrysler Corporation - Plaques of resin containing RG-600 have been prepared at Bound Brook, NJ, and will be presented to Chrysler for test.

Manchester Industries - An acrylic/RG-600 compound has been produced at Bound Brook and sent to Manchester for a customers evaluation. Upon completion, Manchester will advise us as to the degree of success. Manchester also plans a program of upgrading re-grind by additions of RG-600.

Michigan Plastic - Will evaluate RG-600/PS concentrate in large structural foam swimming pool in the spring when the mold is again used.

Phone-Ducs - Have molded parts for a customer in the waste water treatment industry and will advise when evaluation is complete.

Plastics Research - Are currently evaluating RG-600/HDPE in 102" racks for shipping auto parts We should know results by February 1, 1978.

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Steelcase - Have successfully molded office furniture parts, but economics kept us from getting the business. They evaluated RG-600 in polypropylene vs. neat polystyrene. PS has begun to creep upward in price. If it goes to 34¢/lb. (as seems likely by June), it will be time to go back and ask Steelcase to recheck the economics.

To sum up, we have a good chance of greatly increasing business in the midwest in 1978. The major problem, as always, will be the asbestos/health question. It is a factor, to some degree, at every account or potential account we have. To overcome objections through product performance, customer service and the ability to competently handle toxicology questions remains our greatest challenge.

E. J. Kleber

EJK:dal
Attachment

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1977 SALES COMPARISON

Product	1977 Budget T	1977 Budget M$	1977 Actual T	1977 Actual M$	% vs. Budget ($)	% vs. 1976 ($)
HPO	460	69	367	59	86	91
HPP	0	0	19	3	+	100
RG-110	282	47	312	58	123	118
RG-144	156	63	197	94	149	121
RG-244	222	424	173	346	82	134
SG-103	600	60	80	8	13	133
SG-104	2600	218	1113	94	43	54
SG-210	466	69	239	42	61	63
Super Visbestos	78	8	56	7	88	100
Total	4864	958	2556	711	74	101

EJK:dal
1/24/78

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"Calidria" Asbestos

Monthly Sales Report

DISTRIBUTION LIST

Mr. R. E. Byrne

Mr. J. F. Collins

Mr. G. L. Dickson

Mr. B. L. Ingalls

Mr. E. J. Kleber

Mr. J. L. Myers - File

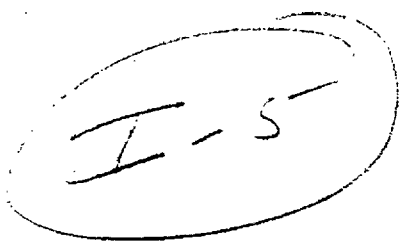
Mr. T. P. Norris

Dr. H. B. Rhodes

Mr. W. C. Thurber

Mr. J. E. Walsh

KC - File



ASBESTOS SALES GROUP SUMMARY

	November		YTD	
	Tons	$M	Tons	$M
Asbestos	2031	434	22836	4953
Shotted Slag	205	13	1699	111
SiMn Slag	-	-	168	41
MnO Fert.	-	-	46	3
Std. Slag	-	-	1318	59
UCAR Silica	61	9	477	56
Submicron Silica	3	-	16	1
TOTALS	2300	456	26560	5224

Date Issued 12/15/77

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"CALIDRIA" ASBESTOS SALES SUMMARY

PRODUCT	FOR NOVEMBER 1977				THRU NOVEMBER 1977			
	SALES		% BUDGET		SALES		% BUDGET	
	TONS	$M	(T)	($)	TONS	$M	(T)	($)
DOMESTIC SG-101	-	-	-	-	11	1	-	-
SG-103	174	17	80	77	2515	252	105	107
SG-104	184	15	28	27	5170	434	70	70
SG-130	-	-	-	-	109	13	50	50
SG-200	60	6	120	120	360	38	65	69
SG-210	55	9	33	36	1386	229	76	83
HPP	2	1	-	-	106	19	252	271
HPO	43	8	22	27	1226	213	56	64
T-135-O	-	-	-	-	-	-	-	-
CG-135-P	41	26	315	1300	80	51	55	232
RG-100	-	-1	-	-	262	96	557	533
RG-110	74	13	200	217	419	78	104	118
RG-144	23	13	55	76	534	246	117	134
RG-244	30	70	53	64	501	1008	80	84
VISB	-	-	-	-	320	35	219	233
CSV	197	24	116	133	2059	247	110	123
SHUR	50	6	75	86	703	84	96	105
SG-310	-	-	-	-	37	6	-	-
TOTAL DOMESTIC	933	207	54	68	15798	3050	83	91
EXPORT SG-210	-	-	-	-	42	7	-	-
SG-100/102	478	47	382	392	1597	156	116	118
SG-130	55	7	306	350	166	20	83	91
AS-200	113	12	136	150	1013	110	111	121
HPP-EX	338	48	209	229	2349	328	132	142
HPO-EX	9	2	19	29	533	87	100	113
T-135-P	-	-	-	-	169	88	48	51
RG-110-EX	14	3	35	38	144	30	33	34
RG-144	8	4	62	80	178	76	128	138
SX-14	8	2	62	50	176	56	127	127
RG-244	14	24	70	67	239	428	109	108
SX-24	61	76	149	136	377	477	82	77
T-135-O	-	-	-	-	55	39	-	-
TOTAL EXPORT	1098	225	184	129	7038	1902	107	99
TOTAL SALES	2031	434	88	90	22836	4953	89	94

UCC 005545

UC 145-2

UNION CARBIDE INTERNAL CORRESPONDENCE

METALS DIVISION

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

Date January 3, 1977
Originating Dept. Metals - Atlanta
Answering letter date

Copy to Mr. F. H. Ancker - Bound Brook
Mr. R. J. McNicholas - Marietta
Mr. J. L. Myers - Niagara Falls
Mr. T. P. Norris - California
Mr. W. C. Thurber - New York ✓
King City Files
Niagara Falls Files

Subject CALIDRIA SOUTH
Fourth Quarter Summary

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ACTIVITY

The Cleveland "High Performance Plastics" SPE convention began the period and drew two or three RG-600 leads and sampled prospects. A Houston - Bishop - San Antonio, Texas trip included stops at eight RG-600 prospects; an introductory call at Uvalde plant and headquarter locations; and a joint call with Dick Marsten at Celanese to resolve their RG-144 packaging complaint; and calls at regular buying accounts. None of the calls on the 600 prospects, unfortunately, turned up any potential requirement at this time. After the Celanese visit we agreed to try direct shipments ex King City to Bishop to cut down on the number of handling steps and subsequently help reduce the dust. A November truckload was shipped in this manner and the Celanese feedback was that the condition of the material on arrival was improved so we will continue to ship direct from the plant. During the Texas trip J. L. Myers filled in for the writer with OSHA - Toxicology talks to the Southern and Central Florida paint associations. The National Fertilizer Council meeting was held in Atlanta the end of October and in and out stops were made at it, but Traylor Chemical, our MnO distributor, and Fritt Industries, a prospect, were not in attendance nor were any other prospects uncovered.

During November, six RG-600 prospecting calls were made and the best prospect of the bunch appears to be Plastics Industries in Athens, Tennessee. After an initial call the writer and F. H. Ancker returned to see if we could help them with the problems they had on chair backs and bottoms, the McDonald signs, and the rocker swivel base. They have compounded samples to test our recommendation on the chair backs and bottoms and we have a swivel base to see if we can do anything with it. The McDonald sign solution we offered is not worth

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the $ it would cost them to solve it, so they will live with it. RG-244 prospecting calls were made during the Chattanooga - Nashville trip, including a stop at Ferro headquarters to see if a toxicology appeal would do any good. After the Ferro call, our chances are probably 1 in 10 that they will do any work with 244 in their resins as they have a corporate edict banning its use. A Florida east coast trip included stops at our distributor in Jacksonville, a 600 sampled prospect, and two prospecting calls. Moving inland to Orlando, a joint call was made with J. L. Myers to advise Traylor Chemical of our intention to phase out MnO due to low sales volume and the situation at Oak Hill. Samples of shotted material have been sent to Eagle - Pitcher in Joplin, Missouri to see if they can economically provide the treating and packaging of MnO that Traylor requires. The Florida trip ended with the second annual Celotex Golf and Tennis outing on Saturday. A two day stop in Pittsburgh was made for UCMP training followed by a visit to the Marietta plant to see and discuss various Mn waste materials.

A week at Tarrytown in December completed the UCMP training course and the balance of the month was spent making local calls, following up on prospects and training a new secretary.

SUMMARY

Surprisingly, the fourth quarter was the best pound volume quarter all year with December the second highest month in '76. Dollars exceeded only the third quarter, however, as standard grade products were ordered before our January 1 increase. With the exception of 1975 inflated numbers due to the Canadian strike, '76 dollars showed about a 10% increase over 1974 and 1973 levels. Monthly sales by product and end-of-the-year results are attached.

1977 sales will be affected by the addition of the Floor tile accounts picked up; any RG- 600 business generated; the expected reduction of MnO sales due to the Cedar Heights phase out; the decision made on UCAR Silica. Last but far from the least factor that could affect '77 asbestos sales is the continuing toxicology threat that was probably felt most this year than in the past and the new NIOSH proposal.

Very truly yours

J. E. Walsh

JEW/jo

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FOURTH QUARTER SUMMARY

	OCTOBER		NOVEMBER		DECEMBER		YEAR TO DATE		1976 PLAN	
	M lbs	M$	M lbs	M$	M lbs	M$	M lbs	M$	M lbs	M$
RG-100	34.0	7.7	-	-	34.0	6.1	122.0	21.7	-	-
RG-110	1.4	.3	-	-	1.4	.3	70.0	7.4	100.0	8.0
RG-144	1.4	.5	23.8	4.8	3.2	1.1	215.8	49.8	132.0	25.0
RG-244	4.8	6.5	4.8	6.0	11.4	12.8	222.8	208.2	282.0	274.0
SG-130	-	-	-	-	-	-	2.0	.2	-	-
SG-210	72.8	5.5	72.8	5.5	72.8	5.5	637.6	48.0	1780.0	133.0
T-135	-	-	-	-	-	-	49.6	15.4	298.0	93.0
H.P.	194.6	14.8	86.4	6.8	259.2	20.0	1854.5	144.7	4150.0	307.0
TOTALS	309.0	35.3	187.8	23.1	382.0	45.8	3174.3	495.4	6742.0	840.0
UCI, PUERTO RICO:										
RG-144	-	-	-	-	-	-	.8	.4		
UCAR SILICA:										
Harwick	116.0	5.5	104.0	4.9	24.0	1.1	358.6	16.9		
Others	-	-	-	-	5.0	.3	29.0	1.1		
TOTALS	116.0	5.5	104.0	4.9	29.0	1.4	387.6	18.0		
MANAGANOUS OXIDE:										
Traylor Chemicals										
Florida	-	-	-	-	-	-	40.0	1.5		
Other Loc.	120.0	4.0	46.0	1.5	140.0	4.7	2095.0	70.8		
Chi-Vit	-	-	-	-	-	-	80.5	3.7		
TOTALS	120.0	4.0	46.0	1.5	140.0	4.7	2215.5	76.0		

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INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

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

To (Name) Mr. W. C. Thurber
Division Mining and Metals
Location New York, NY

Date February 14, 1975
"Calidria" Asbestos - Marketing
Originating Dept. – TECHNOLOGY DEPARTMENT

Answering letter date

Copy to Mr. R. E. Byrne

Subject Export Sales

Attached is a summary of the Subject which you requested some time ago.

John L. Myers

Attachment
/ds

RECEIVED
FEB 24 1975

UCC 005549

Union Carbide trial exhibit UC-3675: Calidria Asbestos Sales Summaries and Related Metals Division Memos, Incl...
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EXPORT DISTRIBUTOR SALES & BUDGET 1972 - 1975

Product	1972 Tons Budg	1972 Tons Act	1972 M$ Budg	1972 M$ Act	1973 Tons Budg	1973 Tons Act	1973 M$ Budg	1973 M$ Act	1974 Tons Budg	1974 Tons Act	1974 M$ Budg	1974 M$ Act	1975 Budg Tons	1975 Budg M$	1975 Actual Tons	1975 Actual M$
TOMOE																
SG-100 *	2200	11	88	1	1000	0	44	0	0	0	0	0	0	0	1195	87
SG-200	0	0	0	0	0	56	0	4	0	0	0	0	0	0	0	0
AS-200	0	0	0	0	0	750	0	60	1400	1388	112	114	1980	198	760	72
HPP	3000	1608	266	178	2690	3080	280	316	3280	2324	354	243	3000	360	1463	174
HPO	66	120	7	14	100	156	12	20	110	221	14	28	300	45	92	14
HPO-J	0	0	0	0	0	55	0	7	240	37	29	5	120	19	46	7
T-135-P	606	300	144	74	400	580	100	170	480	281	152	96	400	184	220	101
T-135-O	0	0	0	0	0	55	0	18	75	1	25	0	0	0	0	0
RG-144	54	65	13	15	100	145	24	35	132	113	35	28	120	36	89	26
RG-244	10	35	10	41	60	129	72	156	256	133	331	162	215	280	28	36
TOTAL	5936	2139	528	323	4350	5006	532	786	5973	4498	1052	676	6135	1122	3693	517
W. R. GRACE																
HPP	0	0	0	0	0	113	0	12	600	561	63	63	320	38		
HPO	0	9	0	2	0	23	0	3	50	75	6	10	50	7		
SX-14	40	37	12	12	75	49	20	13	115	107	25	27	200	52		
SX-24	30	35	30	36	120	118	120	118	230	244	240	255	240	288		
TOTAL	70	81	42	50	195	303	140	146	995	987	334	355	810	385		

* Inc. SG-102, 130

PRIOR YEARS SALES

	Japan Tons	Japan $M	Europe (RG) Tons	Europe (RG) $M	Other Tons	Other $M	Total Tons	Total $M
1969	321	35	35	31	799	107	1155	173
1970	1798	206	68	43	736	104	2602	353
1971	3078	406	115	81	504	100	3697	587

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RECEIVED
OCT 7 1976

INTERNAL CORRESPONDENCE

METALS DIVISION

4625 ROYAL AVE., P. O. BOX [illegible]

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

Date October 1, 1976
Originating Dept. Metals - Atlanta
Answering letter date

Copy to Mr. F. H. Ancker - Bound Brook
Mr. W. D. Carleton - New York
Mr. R. J. McNicholas - Marietta
Mr. T. P. Norris - California
Mr. R. L. Schult - New York
Mr. R. G. Seese - Niagara Falls
Mr. W. C. Thurber - New York ✓
King City Files
Niagara Falls Files

Subject CALIDRIA SOUTH
August & September Summary

ACTIVITY

Emphasis for this period was placed on calling on RG-600 prospects in Mississippi, Texas, North & South Carolina, Georgia, and Alabama. During the period calls were made on 25 prospects gathered from our structural foam list, HDPE list, and Atlanta office leads. Samples of 600 and/or compounded material have been sent to 13 accounts. The balance of 12 accounts have no present requirement, but will keep our brochure on hand.

Initial observations are that in the Wire & Cable area our potential will be limited to specific specialty cable, and most likely the PVC type. Most prospects have been impressed with our strength properties, but the loss of impact seems to be a definite drawback. The 30¢/lb. price tag that 600 carries is, in a lot of cases, higher than the base resin price; and if you are unable to compound yourself, as a majority of the prospects called on are, the 8-10¢ additional compounding cost brings us outside the volume markets and into the specialty applications area.

FDA approval requirements also seem to be another formidable hurdle for us to overcome. The toxicology issue on 600 has been of relatively low order, but we perhaps have not advanced far enough yet that it will raise its head. Interspersed with the RG-600 calls were stops at most major CALIDRIA accounts in the geography, and their activity continues to be subdued. One bright light will be the eventual return of Texas Textures to the fold using T/L's of our HPO.

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PERFORMANCE

August and September were the two worst months pound-wise we have had this year, with the exception of February. Dollars were also down, but not as much percentage-wise as poundage. An initial order for MOR fume was obtained but we are stuck for a way of packaging and shipping it. Exploratory work with supplying our MnO slag is going on with Frit Industries, a specialty fertilizer distributor in Alabama. Monthly product pounds and dollars sold are attached.

Very truly yours,

Jack Walsh

J. E. Walsh

JEW:ct

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AUGUST-SEPTEMBER SUMMARY

	August		September		Year to Date		1976 Plan	
	M lbs	M$	M lbs	M$	M lbs	M$	M lbs	M$
RG-100	24.0	3.7	-	-	54.0	7.9	-	-
RG-110	4.2	.5	-	-	67.2	6.8	100.0	8.0
RG-144	5.6	1.7	6.2	1.5	187.4	43.4	132.0	25.0
RG-244	14.9	14.1	25.4	21.7	201.8	182.9	282.0	274.0
SG-130	-	-	-	-	2.0	.2	-	-
SG-210	72.8	5.5	-	-	419.2	31.5	1780.0	133.0
T-135	-	-	-	-	49.6	15.4	298.0	93.0
H.P.	12.8	1.9	134.0	11.9	1314.3	103.1	4150.0	307.0
TOTALS	134.3	27.4	165.6	35.1	2295.5	391.2	6742.0	840.0
UCI, PUERTO RICO:								
RG-144	-	-	-	-	.8	.4		
UCAR SILICA:								
Harwick	-	-	-	-	114.6	5.4		
Others	-	-	-	-	24.0	.8		
TOTALS	-	-	-	-	138.6	6.2		
MANGANOUS OXIDE:								
Traylor Chemicals								
Florida	-	-	-	-	40.0	1.5		
Other Loc.	-	-	-	-	1789.0	60.6		
Chi-Vit	-	-	-	-	80.5	3.7		
TOTALS	-	-	-	-	1909.5	65.8		

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I-6

CALIDRIA ASBESTOS FINANCIAL PERFORMANCE

(SLM 7/12/76)

	Monthly Averages					1976						
	1972	1973	1974	1975	76 Budg.	Jan	Feb	Mar	April	May	Ave	% Budg
Domestic Sales	177	224	208	286	349	222	299	361	262	249	279	80
Export Sales	42	93	106	76	115	166	206	194	148	106	164	143
TOTAL Sales	219	317	314	362	464	388	505	555	410	355	443	96
Gross Margin	69	116	96	114	157	133	239	249	166	187	195	127
Operating Income	23	45	24	34	67	57	155	141	75	91	104	160
Net Income	5	29	7	11	25	17	70	64	25	33	42	180
Earnings, YTD ¢/share	.09	.57	.14	.22	—	—	.10	—	—	—	.3 YTD	
% ROA, YTD	—	11.4	2.6	2.9	5.7	3.8	15.8	—	5.6	7.5	9.5 YTD	
	Metals Div. ROA Budget				6.7							
				YTD	8.3							

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I-6

ZC JLM RLS 3/4/5

ASBESTOS SPUN

FINANCIAL PERFORMANCE

	NET SALES $ M	NET INCOME* $ M	CASH FLOW $ M
1970	1794	<278>	?
1971	2376	C	?
1972	2630	110	214
1973	3802	338	<50>
1974	3761	87	<1349>
1975	4342	96	228
1976 Budget	5563	302	483

* Adjusted to exclude effects of inventory revaluation (current UCC accounting treatment)

UCC 5/4/76

UCC 005555

UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

RECEIVED
JUL 23 1976

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

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

Copy to Messrs. R. E. Byrne, Jr.
H. B. Rhodes
W. C. Thurber
File

Date July 20, 1976
Originating Dept. "Calidria" Asbestos
Answering letter date
Subject UDR Comments

Through the efforts of a few of our west coast customers and associates, ably assisted on technical matters by Dr. H. B. Rhodes, the Presley Bill was enacted in the State of California. The Bill passed both legislative houses and became law automatically when Governor Brown failed to veto it. This Bill amends the Marks Bill, passed last year, which could have prohibited the use of RG-244 and other asbestos products in some sprayed formulations.

Asbestos sales through June were 97% of budgeted dollars but only 80% of budgeted tons, and the plant has been reduced from 21 to 15 shifts per week. Efforts are being concentrated on increasing volume sales to preclude excessive inventory build-up, but two of our markets are very depressed. Floor tile production is only 50-60% of capacity and there are no signs of improvement. Increased housing starts are not a reliable indicator for vinyl asbestos tile since they now include mobile homes. In addition, tile requirements lag housing starts by at least 6-9 months. Our sales for drilling mud are only 65% of budget in spite of indications and forecasts that the number of operating wells will reach earlier predictions. Several factors are adversely affecting our sales: wells are shallower, OSHA activity in Texas and Wyoming, competitive product from JM.

One bright note is that RG-244 sales are 147% of budget and through June they are equivalent to total 1975 sales. This and favorable plant variances have resulted in a net income for the asbestos SPU which is 160% of budget through June, and 79% of the annual budget.

John L. Myers

JLM:dal

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UNION CARBIDE

INTERNAL CORRESPONDENCE

RECEIVED
FEB 20 1976

METALS DIVISION

4625 ROYAL AVE., P.O. BOX 575, NIAGARA FALLS

To (Name) Messrs. R. E. Byrne, Jr.
Division G. L. Dickson
Location E. J. Kleber
T. P. Norris
J. E. Walsh

Copy to Messrs. B. L. Ingalls
H. B. Rhodes
R. L. Schult
W. C. Thurber
KC - File
File

Date February 18, 1976

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject 1975 Sales Results

Attached is the final sales report summary for 1975. This was a year of mixed blessings, emotions, responsibilities, happenings, etc., etc., etc.

Congratulations on a very successful year. Domestic sales were 105% of budget with two of our best products, RG-144 and RG-244, at 114% and 105%, respectively.

Export sales were a dismal 50% of budget and really hurt our overall performance. If we had been able to supply during the strike, rather than divert most of our production to domestic customers, we would have had a great year. Our RG-244/SX-24 problems toward the end of the year also hurt as we were some 70 tons behind on shipments to WRG.

To make 1976 a success and keep "Calidria" going in the future, we must sell a lot more RG-244 and develop some RG-600 sales (you may have heard this once or twice before). Needless to say, your efforts should be directed to this end.

Thanks again for the good performance and I'll try to do better on export this year.

John L. Myers

JLM:dal
Attach.

UCC 005557

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"CALIDRIA" ASBESTOS MONTHLY SALES SUMMARY FOR Dec. 1975

	DOMESTIC		% Budget		EXPORT		% Budget		TOTAL		% Budget	
Product	Tons	$M	(T)	($)	Tons	$M	(T)	($)	Tons	$M	(T)	($)
SG-100	-	-	-	-	188	15	-	-	188	15	-	-
SG-101	-	-	-	-	-	-	-	-	-	-	-	-
SG-102	130	11	22	28	130	11	-	-	130	11	22	28
SG-103	-	-	-	-	-	-	-	-	-	-	-	-
SG-104	785	57	181	219	-	-	-	-	785	57	181	219
SG-144	-	-	-	-	-	-	-	-	-	-	-	-
SG-130	13	1	38	33	-	-	-	-	13	1	38	33
AS-200	-	-	-	-	113	11	68	65	113	11	68	65
SG-200	-	-	-	-	-	-	-	-	-	-	-	-
SG-210	201	29	60	66	1	-	-	-	202	29	60	66
SG-225	-	-	-	-	-	-	-	-	-	-	-	-
HPP	-	-	-	-	113	14	33	34	113	14	28	28
HPO	310	46	2583	1533	18	3	53	60	328	49	713	612
HPO-J	(27)	(3)	-	-	-	-	-	-	(27)	(3)	-	-
T-135-P	-	-	-	-	-	-	-	-	-	-	-	-
T-135-O	-	3	-	11	-	-	-	-	-	3	-	9
CG-135-P	51	7	-	-	-	-	-	-	51	7	-	-
RG-100	-	-	-	-	-	-	-	-	-	-	-	-
RG-110	17	2	44	29	-	-	-	-	17	2	29	18
RG-144	54	20	129	100	25	8	104	114	79	28	120	104
SX-14	-	-	-	-	-	-	-	-	-	-	-	-
RG-244	42	77	100	122	23	35	55	61	65	112	77	93
SX-24	-	-	-	-	2	3	10	12	2	3	10	12
Arcovis	-	-	-	-								
Visbestos	-	-	-	-								
CSV	472	49	236	272	TOTAL MONTELLO				612	63	193	210
SIMC	140	14	187	200								
NGSV	-	-	-	-								
RG-444	(13)	(2)	-	-	-	-	-	-	(13)	(2)	-	-
TOTAL	2175	312	105	110	483	89	67	49	2658	401	96	86

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"CALIDRIA" ASBESTOS YEAR TO DATE SALES SUMMARY THROUGH Dec. 1975

	DOMESTIC		% Budget		EXPORT		% Budget		TOTAL		% Budget	
Product	Tons	$M	(T)	($)	Tons	$M	(T)	($)	Tons	$M	(T)	($)
SG-100	-	-	-	-	673	50	-	-	673	50	-	-
SG-101	1836	128	170	169	-	-	-	-	1836	128	170	169
SG-102	1890	127	27	27	745	51	-	-	2635	178	38	38
SG-103	127	8	-	-	-	-	-	-	127	8	-	-
SG-104	6564	401	126	133	91	6	-	-	6655	407	128	135
SG-144	40	3	-	-	-	-	-	-	40	3	-	-
SG-130	461	38	125	116	74	7	-	-	535	45	145	136
AS-200	-	-	-	-	760	72	38	37	760	72	38	37
SG-200	278	23	-	-	-	-	-	-	278	23	-	-
SG-210	3926	518	98	100	60	8	-	-	3986	526	100	101
SG-225	492	56	-	-	-	-	-	-	492	56	-	-
HPP	136	18	18	16	1500	180	45	45	1636	198	40	39
HPO	2182	332	1515	1328	224	32	57	55	2406	364	450	438
HPO-J	-	-	-	-	-	-	-	-	-	-	-	-
T-135-P	-	-	-	-	220	101	55	55	220	101	55	55
T-135-O	225	124	32	37	6	4	6	7	231	128	29	33
CG-135-P	108	15	-	-	-	-	-	-	108	15	-	-
RG-100	2	1	3	6	-	-	-	-	2	1	3	6
RG-110	876	138	191	187	199	32	83	83	1075	170	154	152
RG-144	672	263	134	114	149	46	74	79	821	309	117	107
SX-14	-	-	-	-	44	13	22	25	44	13	22	25
RG-244	474	788	95	105	106	153	30	32	580	941	68	77
SX-24	-	-	-	-	134	155	56	54	134	155	56	54
Arcovis	9	4	-	-								
Visbestos	199	16	88	100								
CSV	3784	355	158	164	TOTAL MONTELLO				4807	448	126	131
SIMC	833	76	93	94								
NGSV	(18)	(3)	-	-								
TOTAL	25096	3432	102	105	4985	910	66	50	30081	4342	94	85

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UC,149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

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

To (Name) Mr. J. L. Myers
Division UCC Metals
Location Niagara Falls, NY 14302

Date May 22, 1975
Originating Dept. "Calidria" Asbestos
Answering letter date
Subject

Copy to Messrs. T. P. Norris
W. C. Thurber
File

Attached are listings of our sales performance in the western states for 1972-1974, key prospects for the future, and comments on the prospects. These were submitted by Tom Norris in support of his conclusion that we would benefit substantially from having a full-time salesman, namely Tom Norris, in residence.

As you know, our three distributors in the area do a reasonable job of servicing existing business, but seem to lack the capability to generate new business. Tom would be better motivated and equipped to spend most of his time in developing new accounts and would be better able to oversee and coordinate the efforts of the distributors.

Our 1975 plan for that area is an ambitious one which has already benefited from Tom's focused attention and will, undoubtedly, progress even more rapidly as the location question is resolved.

Tom and I agree that optimism and prudence have been balanced in the list of prospects. We will probably not sell them all, but, by the same token, we probably have not uncovered them all. As new prospects are uncovered, our own man in the west would be situated to prosecute them with vigor. Our considered opinion is that we can anticipate an annual growth rate of about 11% with sales in 1980 of about $880M on the west coast.

I agree with Tom that we should strive to complete his move as rapidly as practicable. I recommend that he be established in the UCC office in either Los Angeles or San Francisco, with a slight preference for Los Angeles. If you concur, please take the necessary steps to implement his move.

R. E. Byrne, Jr.

REB:cjb
Attachments

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MAY 27 1975

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SALES PERFORMANCE

CUSTOMER	1972 - Actual TONS	1972 - Actual $M	1973 - Actual TONS	1973 - Actual $M	1974 - Actual TONS	1974 - Actual $M	1975 - Budget TONS	1975 - Budget $M	REMARKS
West Chemical	158	10.0	265	18.1	185	13.0	200	18	
Peck Mfg.	0	0	0	0	0	0	60	6	
H&C	0	0	0	0	36	3.0	450	36	
Asphalt Maint.	2	0.2	2	0.2	0	0	0	0	
Beadex	12	1.1	2	0.2	4	0.6	0	0	
Chemware	0	0	1	0.1	0	0	0	0	
Custom Coating	10	1.1	1	0.1	0	0	0	0	H&C
Gilsonite	0	0	20	2.1	0	0	0	0	H&C
H&C	0	0	282	27.3	878	92.0	1,000	131	
Intercoastal	73	6.6	84	8.2	0	0	0	0	H&C
James Lee	0	0	8	0.9	0	0	0	0	Closed
Kaiser Gypsum	21	2.1	26	2.6	11	1.0	10	1	Disc.
" "	6	0.6	9	1.0	7	1.0	0	0	"
" "	36	3.2	58	5.5	0	0	0	0	"
M&B Products	3	0.3	0	0	0	0	0	0	Closed
National Gyp.	109	9.8	54	5.5	0	0	0	0	H&C
Norris P&V	21	2.1	15	1.4	13	1.0	10	1	
Paco	87	7.8	42	4.0	0	0	0	0	H&C
Mud Corporation	0	0	0	0	11	1.0	0	0	Closed
Rich Tex	68	6.8	73	7.2	21	2.0	20	2	
U.S. Gypsum	563	50.7	330	30.9	0	0	0	0	H&C
H&C	3	0.3	8	1.4	13	2.0	100	13	
H&C	0	0	30	3.7	25	3.0	150	22	
Republic	0	0	0	0	32	5.0	27	4	
H&C	0	0	2	0.5	0	0	0	0	
H&C	0	0	30	9.3	18	7.0	275	139	
U.S. Gypsum	35	10.0	6	1.6	0	0	0	0	
H&C	0	0	0	0	169	75.0	0	0	
Major Paint	40	16.0	13	5.2	87	38.0	75	30	
Daubert-Dock	206	25.0	127	15.3	0	0	0	0	
Daubert, CA	0	0	8	1.1	0	0	0	0	
H&C	26	2.7	37	4.0	32	4.0	70	10	
Phil Dostal	2	0.8	3	1.3	0	0	4	2	
H&C	26	5.7	39	8.5	32	8.0	42	18	
Steele & Son	1	0.8	4	1.6	0	0	0	0	
West Chemical	0	0.2	1	0.3	5	1.0	0	0	
Broadway Metal	0	0	1	1.1	0	0	0	0	
H&C	71	75.0	24	26.0	29	31.0	60	75	
Hastings	2	3.5	6	10.6	4	9.0	4	9	
West Chemical	0	0.4	1	1.7	1	1.0	0	0	
Kinetics	0	0	0	0	3	2.0	3	4	
H&C, Vancouver	0	0	0	0	3	3.0	0	0	
	1,581	242.8	1,612	208.5	1,619	303.6	2,560	521	

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UCC 005562

PROSPECT LIST

PRODUCT	COMPETITION	APPLICATION	CUSTOMER	LOCATION	TONS	$M
HPO	7RF3	Polybutene Tapes	Mobil Trim	California	1,000	130.0
	7TF1		Elixir Industries	Georgia	1,000	130.0
	7TF1		Elixir Industries	Indiana	600	78.0
		Oil & Butyl Caulks	DAP	California	100	15.0
		Adhesives, Sealers, Roof Coatings	W. W. Henry Co.	California Ohio Illinois	400	60.0
HPO-HPP	7MF5	Asphaltic Emulsion Driveway Coatings	Sim J. Harris	California	100	15.0
HPO-RG-110	7M	Roof Coatings	Gibson-Homans	California	360	54.0
			Asphalt Products	California	100	15.0
HPP	7M	Driveway Coatings	Bay Slurry Seal	California	200	28.0
SG-130		Asphalt Topping	Santa Maria Public Airport	California	30	3.0
"	7R05	Driveway Coatings	Douglas Oil	California	100	9.0
SG-130 - HPO - SG-210		Adhesives, Roof Coatings	Flintkote Company plus various	California	600	70.0
RG-244	Cabot M 5	Polyesters	American Cyanamid	California	10	16.6
			Reichhold 3 plants	California	100	136.0
			Cargill	California	20	33.2
			Marco	California	20	33.2
			Ashland	California	20	33.2
			Silmar	California	20	33.2
			Alpha	California	20	33.2
					4,800	925.6

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COMMENTS ON PROSPECT LIST

Gibson-Homans

They would like a local source on the west coast, and not be dependent on cross-country, 3,000-mile rail service. They have purchased pallet sample of HPO - RG-110 for evaluation. Provided we can replace their longer fiber and be competitive, we would expect to maintain this business.

DAP

HPO is going into a new revised line of caulks, both oil-base and butyl. They have made up samples which have passed their rigid quality control standards, with the exception of the butyl caulk. In this grade, the HPO shows poor slump and they are currently trying to overcome this problem. In the meantime, they have purchased 65 tons of HPO for extended production runs at their Baltimore and Dayton plants.

Sim J. Harris

If we can solve their mixing problems, the potential for 100 tons of HPP is realistic; if not, HPO samples have been sent as a means to overcome problems and same the business potential. In the meantime, they have gone back to the Canadian fiber.

Bay Slurry Seal

They have tested HPP, can disperse the pellets, and are now awaiting installation of a screw conveyer prior to ordering. Potential here is around 200 tons of HPP at a quoted price of $130 per ton, FOB King City.

Santa Maria

Their project is an asphalt topping compound for resurfacing existing asphalt roads or runways. A trial has indicated that SG-130 will work and this could open a new application field for our products. Bids have been let and we should know soon.

Asphalt Products

They have evaluated the HPO - RG-110 versus 7M and found it takes about 25% more of our grades than existing formulations now use. We would have to work closely here and offer them technical service to get this business.

Douglas Oil

They are attempting to equate SG-130 with 7R05 on a pound-for-pound basis. Their desire is to have us as a second source. To date, his tests indicate we are not a pound-for-pound replacement in all formulations. Testing will continue.

W. W. Henry

Although this represents a large potential, they are known in the trade as being extremely tough to sell. Close and continued follow-up is necessary.

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Flintkote

We have just begun sampling them with SG-130, SG-210, and HPO. It is hoped that one or two of these grades will work in their varied applications. They do enjoy a 10% intermine discount with their various suppliers and so we must plan on being competitive as well as having success in their R&D labs. Continued follow-up is required.

Mobil Trim and Elixir Industries

They are strong potentials because of the strike, and the fact that we are quoting an off-schedule price of $130 per ton on HPO to get the business. The California location has ordered a T/L and is currently running various trials to perfect their formulation. Both the Indiana and Georgia locations have also received 800-pound samples for evaluation. On 5/14, the Indiana plant ordered 1,600 pounds for an extended run. Provided we remain competitive, and they can replace the longer Canadian fiber, we would expect to retain this business once the strike ends.

Polyester Producers

They all appear to be waiting for each other to make the first move using RG-244. They are really gun-shy. What is necessary is for one to break the ice and the others will slowly and perhaps reluctantly follow. Silmar has produced a few drums and has sampled several customers with five-gallon samples of a new resin containing RG-244. Cargill, since the recent faborable dust count, has also sampled various customers with five-gallon samples of resin containing RG-244. American Cyanamid appears to be hung up on toxicology at their eastern headquarters and are reluctant to authorize its use on the west coast.

Reichhold

Latest report from Reichhold indicates that to date nothing has been started. Bob Walker apologized for their slowness but claims more pressing problems have been occupying his time. He said his sales and marketing people do not want to push a resin containing RG-244, and that this is an internal bottleneck he must first address himself,too. He may just bypass the Seattle plant altogether and attempt to get something started at their Azusa plant, but he quickly pointed out it would not happen soon.

Marco Chemical

Had a pleasant luncheon with Cal Hall last week. He was greatly impressed with their potential savings of about 1¢/lb. on their resin cost, and promised to get back with their Linden people.

Alpha Chemical

They requested 70 pounds of RG-244 to run a trial. With the successful sales in their Florida location, it is hoped some of their goodwill will rub off at their Perris, CA plant.

Ashland

Progress at Ashland is dismal. Fred Fox, Technical Director, has retired. George Wolf appears negative to ever using RG-244. Joint sales calls are planned at their Columbus, OH headquarters to determine what, if anything, we are doing wrong.

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WCT

"CALIDRIA" ASBESTOS DOMESTIC SALES, $M

Month	1968	1969	1970	1971	1972	1973	1974	1975
January	97	113	132	125	116	220	224	219
February	101	125	106	150	124	196	195	124
March	99	94	133	132	169	251	201	241
April	132	108	101	112	162	201	248	219
May	148	135	114	110	183	248	235	312
June	110	87	113	175	174	224	226	
July	158	96	124	167	178	233	273	
August	134	97	101	188	223	240	163	
September	132	123	169	154	190	229	192	
October	122	122	133	192	221	265	193	
November	122	117	103	164	213	198	146	
December	111	112	132	119	164	178	176	
TOTAL	1466	1329	1461	1788	2110	2691	2469	
High For Year	158	135	169	192	223	265	273	

1967 Domestic 1493
1966 Domestic 995
1965 Domestic Unknown
1964 Domestic Unknown
1963 Domestic Unknown

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"CALIDRIA" ASBESTOS EXPORT SALES, $M

Month	1968	1969	1970	1971	1972	1973	1974	1975
January	23	54	0	42	12	54	175	24
February	23	14	52	34	34	66	128	32
March	9	4	34	79	68	107	135	53
April	5	51	28	42	86	47	191	38
May	4	23	5	35	60	132	183	94
June	29	0	72	68	26	55	105	
July	7	8	10	16	23	99	37	
August	46	16	37	7	35	122	97	
September	38	0	9	61	2	76	86	
October	40	37	33	35	49	91	85	
November	4	9	46	49	31	164	42	
December	0	8	6	118	83	78	13	
TOTAL	229	224	333	586	518	1112	1293	
High For Year	46	54	72	118	86	164	191	

1967 Export 121
1966 Export 151
1965 Export Unknown
1964 Export Unknown
1963 Export Unknown

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"CALIDRIA" ASBESTOS TOTAL SALES, $M

Month	1968	1969	1970	1971	1972	1973	1974	1975
January	120	167	132	167	128	274	399	244
February	124	139	158	184	158	262	323	156
March	108	98	167	211	237	358	336	294
April	137	159	129	154	248	248	439	257
May	152	158	119	145	244	380	416	406
June	139	87	185	243	200	279	331	
July	165	104	134	183	201	332	326	
August	180	113	138	195	258	362	260	
September	170	123	178	215	192	305	278	
October	162	159	166	227	270	356	279	
November	126	126	149	213	243	362	188	
December	111	120	138	237	247	256	188	
TOTAL	1695	1553	1794	2377	2628	3802	3762	
High For Year	180	167	185	243	270	380	439	

1967 Total	1614
1966 Total	1146
1965 Total	447
1964 Total	140
1963 Total	9

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INTERNAL CORRESPONDENCE

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

To (Name) Mr. W. C. Thurber
Location Metals Division
Location UCC
New York, NY

Date July 29, 1975

Originating Dept. — TECHNOLOGY DEPARTMENT
"Calidria" Asbestos - Marketing

Answering letter date

Copies to Messrs. R. E. Byrne, Jr.
T. P. Norris
R. L. Schult
J. E. Walsh
NF - File
KC - File

Subject 1975 Domestic Customer Size Analysis (numbers through April multiplied by 3)

Per your request, the tables below summarize size analyses of our domestic customers by sales dollars and by tons.

1975 Purchases, $	Customers No.	Customers % Total	NIFS Represented $M	NIFS Represented % Total
<1,000	61	27.1	26.5	1.1
1-2,000	38	16.9	47.5	1.9
2-5,000	42	18.7	120.2	4.9
5-10,000	22	9.8	151.3	6.2
10-25,000	38	16.9	578.1	23.5
25-50,000	16	7.1	537.3	21.8
50-100,000	5	2.2	387.1	15.8
100-200,000	1	.4	112.2	4.6
>200,000	2	.9	494.5	20.1
	225	100.0	2454.7	100.0

1975 Purchases, Tons	Customers No.	Customers % Total	NIFS Represented $M	NIFS Represented % Total
<0.5	30	13.3	9.2	.4
0.5-1	35	15.6	33.7	1.4
1-5	70	31.1	158.1	6.4
5-50	50	22.2	656.7	26.8
50-250	28	12.4	510.0	20.8
250-500	6	2.7	226.4	9.2
500-1500	2	.9	155.5	6.3
>1500	4	1.8	705.1	28.7
	225	100.0	2454.7	100.0

Please advise if you have any questions.

John L. Myers

UCC 005568

/pcr

INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

1625 ROYAL AVE., P.O. BOX 879, NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. W. C. Thurber
Location Metals Division
UCC
New York, NY

Date July 29, 1975

Originating Dept. TECHNOLOGY DEPARTMENT

Answering letter date

Subject "Calidria" Asbestos - Marketing
1974 Domestic Customer Size Analysis

Copy to Messrs. R. E. Byrne, Jr.
T. P. Norris
R. L. Schult
J. E. Walsh
NF - File
KC - File

Per your request, the tables below summarize size analyses of our domestic customers by sales dollars and by tons.

1974 Purchases, $	Customers No.	Customers % Total	NIFS Represented $M	NIFS Represented % Total
<1,000	233	56.8	73.1	3.0
1-2,000	37	9.0	54.1	2.2
2-5,000	58	14.2	190.5	7.8
5-10,000	31	7.6	232.8	9.6
10-25,000	28	6.8	439.4	18.1
25-50,000	14	3.4	507.0	20.9
50-100,000	7	1.7	469.8	19.3
100-200,000	0	-	-	-
>200,000	2	.5	462.9	19.1
	410	100.0	2429.6	100.0

1974 Purchases, Tons	Customers No.	Customers % Total	NIFS Represented $M	NIFS Represented % Total
<0.5	141	34.4	29.2	1.2
0.5-1	63	15.4	35.2	1.4
1-5	82	20.0	140.5	5.8
5-50	83	20.3	881.9	36.3
50-250	30	7.3	449.4	18.5
250-500	5	1.2	174.5	7.2
500-1500	3	.7	173.8	7.2
>1500	3	.7	545.1	22.4
	410	100.0	2429.6	100.0

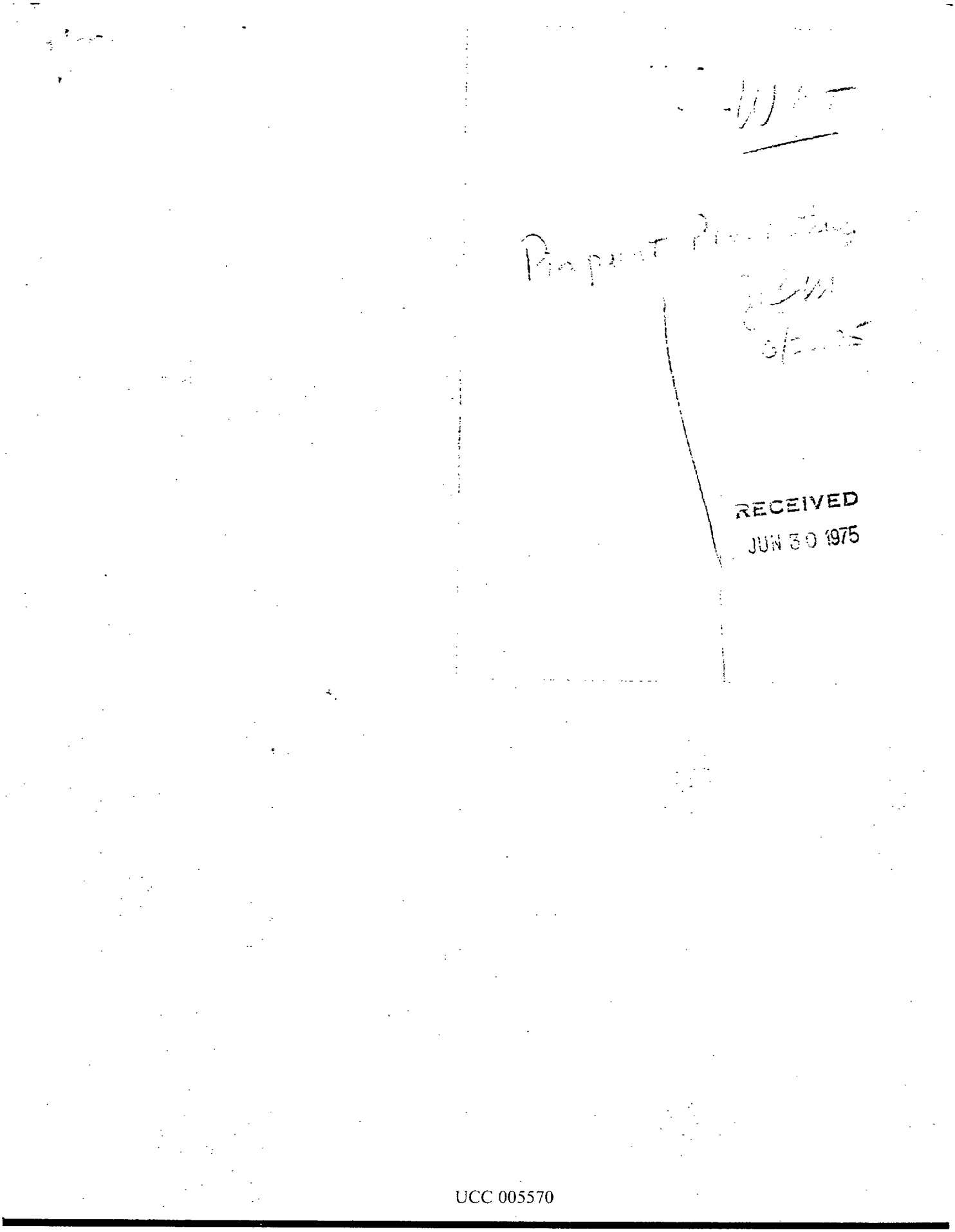
Please advise if you have any questions.

John L. Myers

/pcr

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I = Invoiced
S = Shipped Books Closed 6/24

June Export Estimate

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			#	¢/#	$M
S,5/29 6/17	67-8383	SX-24	30,000	x .52 ✓	17
I	8451	HPP	225000	x .06 ✓	14
I	8452	HPO	36000	x .075 ✓	3 ✓
S, 6/6	8453 Austr	RG-144	16100	x .17 ✓	3
I	8454	SG-102	375000	x .033 ✓	12
S, 6/6	8455 Austr	RG-244	4600	x .72	3
I	8456 TEC	RG-144	16100	x .15 ✓	2
S, 6/18	8458	HPP	~~325000~~ 390000	x .06 ✓	~~22~~ 23
S, 6/20	8459 TEC	RG-144	32200	x .15 ✓	5
S, 6/19	8460	T-P	~~250000~~ 60000	x .23	~~17~~ 14
S, 6/15	8461	HPP	225000	x .06 ✓	14
S, 6/18	8462	AS-200	225000	x .05 ✓	11
		6/3 Total			~~$103~~ 121
S, 6/18	8463	SG-102	225000	x .033	7
S, 6/19	8464	AS-200	225000	x .05 ✓	11
moved to July	8457	RG-110	32010	x .08	8
					~~$124~~ ~~X2~~ 139
S, 6/17 10,400#	8383	SX-24	36000	x .52 ✓	~~20~~ 6
					~~164~~ ~~X2~~ 145
S	Canada	RG-244	5950	x	$
S 30,000	"	SG-102	260000	x 3.3	8 4
I	8465	SG-102	75000	x 4.3	$176M $154.11

41,480# SX-24 RECEIVED JUN 25 1975

$23,229

6/6/75

6/19/75

$157M

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INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

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

To (Name) Messrs. R. E. Byrne T. P. Norris
G. L. Dickson H. B. Rhodes
B. L. Ingalls J. E. Walsh
E. J. Kleber

Division

Location

Date February 11, 1975

"Calidria" Asbestos - Marketing

Originating Dept. - TECHNOLOGY DEPARTMENT

Answering letter date

Copy to Messrs. F. H. Larrison
W. C. Thurber

Subject Financial Performance

Attached is a summary of the Subject. Following are highlights from the summary which reflect our "disaster" in 1974.

	1972	1973	1974 6 Months	1974 Total	1975 Budget
Dom. Sales, $M	2127	2691	1326	2483	3276
Exp. Sales, $M	503	1112	917	1278	1821
Total Sales, $M	2630	3802	2243	3761	5097
Plant Cost, $M	1564	2111	1212	2210	2961
Gross Margin, $M	828	1389	899	1157	1765
Selling Exp., $M	429	494	289	574	650
Overhead, $M	555	844	409	871	943
Oper. Inc,, $M	273	545	491	286	822
Net Inc., $M	56	346	267	87	311
ROI, %	1.9	9.4	14.2	1.0	9.1
ROA, %	-	11.4	13.9	2.6	6.5

John L. Myers

Attachment

/ds

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"CALIDRIA" ASBESTOS FINANCIAL PICTURE

Mo.	Sales, $M Dom.	Exp.	Total	Plant Cost, $M	Gross Margin $M	Selling Expense $M	Total Overhead $M	Oper. Inc. $M	Net Income $M	ROI %	ROA %
Total 1972	2127	503	2630	1564	828	429	555	273	56	1.9	—
Ave. 1972	177	42	219	130	69	36	46	23	5	—	—
Total 1973	2691	1112	3802	2111	1389	494	844	545	346	9.4	11.4
Ave 1973	224	93	317	176	116	41	70	45	29	—	—
1-74	224	176	398	218	153	48	61	92	50	16.3	—
2 ↑	419/210	302/151	721/360	395/198	272/136	96/48	125/62	146/73	79/40	13.0	12.4
3	619/206	436/145	1056/352	587/196	395/132	144/48	185/62	209/70	113/38	12.6	11.7
4	868/217	627/157	1495/374	827/207	574/144	192/48	260/65	314/78	170/42	14.2	13.3
5	1101/220	812/162	1912/382	1043/209	756/151	241/48	334/67	422/84	229/46	14.4	14.3
6	1326/221	917/153	2243/374	1212/202	899/150	289/48	409/68	491/82	267/44	14.2	18.9
7	1615/231	954/136	2569/361	1427/204	982/140	336/48	483/69	499/71	271/39	12.2	13.9
8	1777/222	1051/131	2829/354	1590/199	1057/132	384/48	558/70	499/62	273/34	10.5	12.2
9	1969/219	1138/126	3107/345	1790/199	1111/123	432/48	635/71	475/53	273/30	9.2	10.9
10	2162/216	1223/122	3385/338	1986/199	1165/116	479/48	704/70	461/46	247/25	7.2	8.9
11	2308/210	1266/115	3573/325	2044/185	1177/107	527/48	799/73	378/34	163/15	3.6	5.3
12 ← Cumulative Total/Ave	2483/207	1278/106	3761/313	2210/164	1157/96	574/48	871/73	286/24	87/7	1.0	2.6

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