UC 149-2

UNION CARBIDE INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT

UC-3677

METALS DIVISION

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

To (Name) Mr. W. C. Thurber
Division UCC - Metals Division
Location 38th Floor
270 Park Avenue
New York, NY 10017

Date May 6, 1976

Originating Dept. "Calidria" Asbestos

Answering letter date

Subject April Sales

Copy to Messrs. R. E. Byrne, Jr.
F. H. Larrison
H. B. Rhodes
R. L. Schult
File

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MAY 10 1976

Attached is a comparison of unofficial April sales figures with first quarter actual and 2Q Forecast II monthly averages.

Export sales were $20M above Forecast II and domestic sales were $54M below. Uvalde took one less car of SG-104 than expected and Winburn will not take a car until June. The two main short falls were Montello and RG-244. Montello was $41M under budget and Ken Campbell sees no sign of improvement. Their phone isn't ringing for other materials and business is just down, not lost to others. Export sales are also nil and he does not know the reason-unless the whole world is waiting on a change in U.S. Policy and the November election.

RG-244 sales were limited by availability of product, as we had orders for over $50,000 Domestic and $60,000 Export which could not be shipped as requested. The attached sheets summarize the status of SX-24/RG-244 orders and shipments.

John L. Myers

JLM:dal
Attachs.

UCC 005670

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"Calidria" Sales - 1976

	Actual 10 Mo. Ave		Fcst II 20 mo. Ave		April		Actual MAY		June	
Domestic	T	$M	T	$M	T	$M	T	$M	T	$M
SG-102	87	8	65	6	195	18				
-103	0	0	137	13	0	0				
-104	542	40	823	58	627	46				
-130	20	2	20	2	0	0				
-200	60	6	40	4	0	0				
-210	227	34	147	22	173	26				
HPP	5	1	32	4	2	-				
HPO	196	30	201	30	332	51				
T-135-0	2	2	5	3	12	7				
RG-100	-	-	0	0	3	1				
-110	57	9	57	9	5	1				
-144	49	20	39	14	84	33				
-244	52	91	56	101	41	73				
Vi56	20	2	20	2						
CSV	336	37	333	36	79	8				
SHUR	100	11	100	11						
CG-135-P	0	0	17	3	0	0				
TOTAL DOM.	1753	293	2092	318	1553	264				
EXPORT										
SG-100	81	7	60	5	169	15			0	
SG-130	25	3	0	0	0	0			0	
AS-200	75	8	80	8	169	17			3	
HPP	213	27	154	20	244	32			22	
HPO	6654	8 10	29	4	46	7			37	
T-135-P	13	6	13	6	16	8			3C	
RG-110	45	8	33	6	33	6				
144	22	8	9	3	0	0				
SX-14	16	5	10	3	23	7				
RG-244	23	37	10	16	9	14				
SX-24	57	70	46	57	37	48				
		Less	Credit	of	wRG	—	- 6			
TOTAL EXP	636	189	444	128	746	148				
TOTAL	2389	482	2536	446	2299	412				
Forcas I II							2536	445	2542	451
% Budget To Date	→				84	101				
									JLM	

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RG-244 Domestic Status

5/5/76

Date Ent.	Order No.	For Shpmt	Customer	Loc.	lbs.	Value	Cumulative lbs.	Cumulative Value	Remarks
4/2	14466	ASAP	Tech. Prod.	OH	20800	14227		14227	Hold Heard Nixon 5/19
4/19	37650	"	Allied Resin	MA	12000	9828		24055	Hold Overseas next week 5/19
4/21	1524031	"	Amsco	KAN	10400	7114		31169	Shipped 5/6
4	01196	"	Thermoset	IN	800	920		32089	✓
4	8060	"	Prairie	IL	400	500		32589	✓
4	3900	"	Roart	MN	400	500		33089	✓
4/28	93826	"	Hatco	FL	7000	6370		39459	Ship 5/6
4/30	6915	"	Whittaker	NC	7000	6370		45829	Ship 5/6
5/3	2K12007	"	OCF	SC	7000	6370		52199	" 5/5 "
—	—	June	Intl Paint	NJ	2400	2520		54719	
5/5	—	ASAP	Harwick	OH	2000	2070	70,200	56789	✓
—	Warehouse		- Hammond		11600	—		—	Shipped 4/26
—		"	- Finderne		12000	—		—	Ship 5/6
—		"	- Atlanta		4800	—		—	
—		"	- Houston		2400	—	101000	—	

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SX-24/RG-244 Export Status 5/5/76

Date Ent.	Order No.	For Shpmt	Cust.	Location	lbs.	Value	Cumulative lbs	Cumulative $	
2/12	8626	3	TEC	Osaka	9200	6992	9200	6992	
2/20	8630	3/12	Ciba	Brazil	2400	2321	11600	9313	Letter of Credit expired before RG-244 was available
3/1	8632	3/15	Resana	"	13200	12767	24800	22080	
3/15	8638-2	4	TEC	Tokyo	9200	6992	34000	29072	
3/16	8648	ASAP	UCAL	Sydney	4600	4105	38600	33177	shipped
3/30	8652	ASAP	UCAL	Sydney	9200	8210	47800	41387	shipped 5/17
4/9	8656	May	TEC	Tokyo	9200	6992	57000	48379	
4/13	8658	4/26	Joory	Brazil	20,000	19344	77000	67723	Ready, awaiting shipping instructions
4/20	8665	Immed	WRG	Port.	5060	3542	82060	71265	material Ready Shipped 5/14
2/9	8614-2	5/5	WRG	Germ.	30360	18975	112420	90240	Released 5/5, 15,180# ready (all shipped 5/14)
"	" -3	5/26	"	"	30360	18975	142780	109215	
"	" -4	6/16	"	"	30360	18975	173140	128190	

Done by end of month if no problem

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I-1 BUDGETS & FORECASTS
1980

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