UNION CARBIDE CORPORATION
270 Park Avenue, New York, NY 10017
Performance Chemicals and Polymers Division

RECEIVED
JUN 13 1978
M. E. ELLING

6/14
CC sent to Bill Thurber, as Commented to Lee

TO: Mr. M. E. Elling

DATE: June 13, 1978

CC: Mr. T. W. Longmire
Dr. N. J. McCarthy
Mr. G. W. Yule

PLAINTIFF'S EXHIBIT
UC-3712

Dear Mike:

I have arranged for product code 17425 to be assigned to CALIDRIA Silatherm Pellets - the silane treated asbestos you plan to purchase from Metals Division and resell to Dresser and others in the oil patch -- and will reside in profit center 190.

Based on your suggested $1.50 truckload price and assuming the material is packaged in 50 pound bags, I would suggest the following schedule, all prices to be FOB King City, California, freight for account of buyer:

30,000 lbs. and over	$1.50/lb.
12,000 - 29,000 lbs.	1.52/lb.
6,000 - 11,999 lbs.	1.56/lb.
500 - 1,999 lbs.	1.62/lb.
100 - 499 lbs.	1.74/lb.
50 lbs.	2.34/lb.

Please let me know if this price schedule is acceptable to all involved and I will implement it.

Very truly yours,

Marty

M. F. Cohen

MFC:kr

UCC 001681