

ASBESTOS SPU
EARNINGS OBJECTIVES

	<u>Affect on Income Before Tax</u>	<u>Estimated Affect on Net Income</u>
<u>1. Sales Objectives</u>		
(a) Develop additional RG-244 Sales (+300 tons)	\$202.7M	\$152.0M
(b) Develop RG-600 Sales in 1975 (200 tons)	50.0	37.5
(c) Develop 200 ton sales of SG-200 at Ford Motor Co.	23.4	17.6
(d) Develop 1200 tons of SG-102 Sales at Flintcote in 1975	15.5	11.6
Sub-totals	\$291.6M	\$218.7M
 <u>2. Cost Objectives</u>		
(a) Improve RG-244 productivity	\$23.5M	\$17.6M
(b) Locate longer life filter cloths	16.7	12.5
(c) UCC haul ore	10.0	7.5
(d) Volume adjustment - 2000 tons	43.0	32.2
(e) Energy conservation goal	5.0	3.7
Sub-totals	\$98.2M	\$73.5M
Totals	\$389.8M	\$292.2M

WCThurber/es
January 22, 1975

S-FORD-395

SCF-FORD-1230

S-UC-196.1

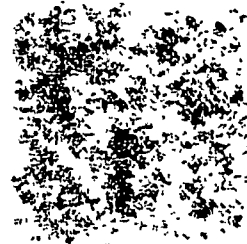


Mr. J. E. Mingo
Niagara Falls, New York

December 4, 1974

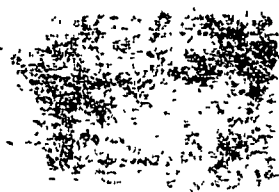
Action Plan for Calidria Sales - 1975

I would like to meet in Niagara Falls during the week of December 16th with you and any of your associates that you feel are appropriate to develop details of an Asbestos Sales Plan for 1975. Specifically, I would like to discuss at the meeting:

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1. Allocation of manpower resources;
 2. What is required to increase our share of each of the domestic short fiber asbestos market areas enumerated in Table 4 attached;
 3. How we can accelerate the growth of RG-244 sales to more fully utilize the increased capacity available in 1975;
 4. Plans and prospects for RG-600;
 5. The export sales picture.

I will be in touch with you in the near future to pick a specific date.

W. C. Thurber



WCT/es