UC 149-2

UNION CARBIDE

INTERNAL
CORRESPONDENCE

UNION CARBIDE CORPORATION ROBINSON PLAZA II, ROUTE 60, PITTSBURGH, PA 15205
METALS DIVISION

To (Name) Mr. J. T. Kelly
Division UCC Metals Division
Location Danbury, CT
Area

Date January 23, 1984

Originating Dept.

Area

Copy to Mr. G. M. Lincoln, Jr.
Mr. J. L. Myers
Mr. T. P. Norris
Mr. W. C. Thurber
Mr. J. E. Walsh

Subject "CALIDRIA" ASBESTOS SALES
1983 Sales Summary

I-6

Attached are reports summarizing commercial, distributer, and export sales for 1983.

G. L. Dickson

GLD/dav
Attachment

# ASBESTOS

## NET TONS

| DOMESTIC | MONTH DECEMBER 1983 ACTUAL | BUDGET | % BUDGET | YEAR TO DATE DECEMBER 1983 ACTUAL | BUDGET | % BUDGET |
|---|---|---|---|---|---|---|
| SG103-5 | 252 | 200 | 126 | 3193 | 2200 | 145 |
| SG103-7 | 0 | 0 | ERROR | 5 | | ERROR |
| SG104 | 450 | 360 | 125 | 5618 | 4000 | 140 |
| SG130 | 0 | 7 | 0 | 47 | 80 | 59 |
| SG200 | 31 | 40 | 78 | 540 | 480 | 113 |
| SG210 | 14 | 21 | 67 | 181 | 226 | 80 |
| HPP | 7 | 6 | 117 | 87 | 60 | 145 |
| HPD | 77 | 80 | 96 | 875 | 932 | 94 |
| RG100 | 64 | 39 | 164 | 556 | 384 | 145 |
| RG110 | 35 | 18 | 194 | 221 | 208 | 106 |
| RG144 | 42 | 22 | 191 | 250 | 237 | 106 |
| RG244 | 22 | 39 | 55 | 232 | 384 | 60 |
| CSV | 79 | 140 | 56 | 734 | 1500 | 49 |
| SHUR | 0 | 13 | 0 | 147 | 168 | 87 |
| UVIVIS | -29 | 30 | -96 | 86 | 300 | 29 |
| TELVIS | 94 | 30 | 312 | 262 | 330 | 80 |
| TOTAL DOM | 1138 | 1045 | 109 | 13034 | 11489 | 113 |

## DOLLARS

| DOMESTIC | MONTH DECEMBER 1983 ACTUAL | BUDGET | % BUDGET | YEAR TO DATE DECEMBER 1983 ACTUAL | BUDGET | % BUD |
|---|---|---|---|---|---|---|
| SG103-5 | 38 | 28 | 136 | 479 | 311 | 154 |
| SG103-7 | 0 | 0 | ERROR | 1 | 0 | ERROR |
| SG104 | 59 | 46 | 128 | 729 | 512 | 142 |
| SG130 | 0 | 1 | 0 | 11 | 16 | 69 |
| SG200 | 6 | 8 | 75 | 102 | 88 | 116 |
| SG210 | 3 | 6 | 50 | 48 | 56 | 86 |
| HPP | 2 | 2 | 100 | 23 | 14 | 164 |
| HPD | 20 | 19 | 105 | 239 | 232 | 103 |
| RG100 | 53 | 31 | 171 | 469 | 307 | 153 |
| RG110 | 11 | 5 | 220 | 65 | 58 | 112 |
| RG144 | 32 | 16 | 200 | 205 | 177 | 116 |
| RG244 | 74 | 133 | 56 | 797 | 1310 | 61 |
| CSV | 16 | 28 | 57 | 148 | 300 | 49 |
| SHUR | 0 | 3 | 0 | 29 | 34 | 85 |
| UVIVIS | -5 | 7 | -71 | 17 | 63 | 27 |
| TELVIS | 19 | 6 | 317 | 52 | 69 | 75 |
| TOTAL DOM | 328 | 339 | 97 | 3414 | 3547 | 96 |

## NET TONS

| EXPORT | MONTH DECEMBER 1983 ACTUAL | BUDGET | % BUDGET | YEAR TO DATE DECEMBER 1983 ACTUAL | BUDGET | % BUDGET |
|---|---|---|---|---|---|---|
| SG100 | 694 | 325 | 213 | 3206 | 3500 | 92 |
| SG103-7 | 0 | 10 | 0 | 0 | 100 | 0 |
| SG130 | 0 | 0 | ERROR | 52 | 30 | 172 |
| HPP | 131 | 110 | 119 | 1013 | 1170 | 87 |
| HPD | 127 | 55 | 232 | 798 | 615 | 130 |
| RG144 | 91 | 31 | 294 | 346 | 315 | 110 |
| RG244 | 40 | 30 | 133 | 312 | 345 | 90 |
| AS200 | 300 | 100 | 300 | 1632 | 1100 | 148 |
| T135P | 6 | 6 | 0 | 38 | 20 | 189 |
| SX14 | 5 | 10 | 50 | 62 | 100 | 62 |
| SX24 | 32 | 55 | 58 | 499 | 550 | 91 |
| TOTAL EXP | 1421 | 732 | 194 | 7956 | 7845 | 101 |
| TOTAL SAL | 2558 | 1777 | 144 | 20991 | 19334 | 109 |

## DOLLARS

| EXPORT | MONTH DECEMBER 1983 ACTUAL | BUDGET | % BUDGET | YEAR TO DATE DECEMBER 1983 ACTUAL | BUDGET | % BUD |
|---|---|---|---|---|---|---|
| SG100 | 95 | 46 | 207 | 436 | 490 | 89 |
| SG103-7 | 0 | 2 | 0 | 0 | 14 | 0 |
| SG130 | 0 | 0 | ERROR | 10 | 6 | 170 |
| HPP | 28 | 24 | 117 | 217 | 258 | 84 |
| HPD | 33 | 14 | 236 | 207 | 160 | 130 |
| RG144 | 67 | 23 | 291 | 257 | 274 | 94 |
| RG244 | 137 | 103 | 133 | 1060 | 1190 | 89 |
| AS200 | 51 | 17 | 300 | 277 | 187 | 148 |
| T135P | 0 | 5 | 0 | 30 | 15 | 200 |
| SX14 | 3 | 6 | 50 | 40 | 60 | 67 |
| SX24 | 79 | 121 | 65 | 1219 | 1210 | 101 |
| TOTAL EXP | 493 | 361 | 137 | 3754 | 3864 | 97 |
| TOTAL SAL | 821 | 700 | 117 | 7167 | 7411 | 97 |

UCC 005164

UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

METALS DIVISION

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

To (Name) G. L. Dickson
Division Metals
Location Pittsburgh, PA

Date January 6, 1984

Originating Dept.

Answering letter date

Copy to T. P. Norris - Long Beach

Subject CALIDRIA Distributor Sales
Fourth Quarter Summary

## ACTIVITY

Quarterly activity commenced with a sales trip to the Louisville, Kentucky area with A. T. Callas following up on samples and accounts visited earlier in the year. Active prospects include Reliance with RG244 in a high temperature coating and Kelly Technical for off grade RG244. The following week was spent giving sales seminars in Harrison & Crosfield's Toronto and Montreal offices and attending the National Paint & Coatings Convention in Montreal. The last week in October a trip was made to the Los Angeles area to have a business review with their Tustin (Pacific) headquarters and make joint calls on major buying accounts.

November started off with our annual meeting with Montello which has been reported previously and was followed up with a visit to Phoenix to continue to push on new business development in the latex roof coating and plastering areas. The Phoenix area is expected to produce new HPO business for D & F Distributing in 1984. A mid-month sales meeting was held in Pittsburgh followed by a meeting with John Crane in New York to review our new 244 brochure. The month concluded with a sales trip to the Memphis area where potential interest was again resurrected on RG244 with Alpha Chemical.

The continuation of the Memphis trip started off December activity and a two day stop was made in Nashville to call on buying accounts and prospects. The final activity for the year was at a sales meeting in Pittsburgh. The balance of December was spent using up 1983 vacation time.

## PERFORMANCE

The fourth quarter was the strongest quarter of the year by far and although original budget numbers were not achieved, year end results were slightly above on tons and right on M$ of Forecast 4. With the exception of Montello our 1984 pricing action has not caused and undue concerns. Copies of quarterly sales, expenses and activites are attached.

Very truly yours,

Jack Walsh

J. E. Walsh

JEW/tlg
Attachments

JAN 9 1984

# QUARTERLY SALES REPORT

| RODUCT | QUARTER | | YTD | | BUDGET | | % BUDGET | |
|---|---|---|---|---|---|---|---|---|
| | T | M $ | T | M $ | T | M $ | T | M $ |
| G210 | 47.6 | 11.7 | 106.4 | 27.0 | 166 | 41 | 64 | 66 |
| PO | 127.3 | 33.3 | 555.3 | 142.1 | 704 | 172 | 79 | 83 |
| G110 | 41.3 | 11.1 | 103.6 | 27.9 | 84 | 23 | 123 | 121 |
| G144 | 60.9 | 46.1 | 134.4 | 102.2 | 149 | 111 | 90 | 92 |
| G244 | 46.0 | 153.2 | 189.6 | 633.6 | 294 | 999 | 64 | 63 |
| SV | 276.1 | 55.4 | 771.0 | 154.4 | 1500 | 300 | 51 | 51 |
| HUR | 22.1 | 4.4 | 146.8 | 29.4 | 168 | 34 | 87 | 86 |
| NIVIS | 32.0 | 6.7 | 49.0 | 10.3 | 300 | 63 | 16 | 16 |
| ELVIS | 131.2 | 26.2 | 262.3 | 52.4 | 330 | 69 | 79 | 76 |
| OTAL | 785.0 | 348.1 | 2318.4 | 1179.3 | 3695 | 1812 | 63 | 65 |

Date December 30, 1983

# CUSTOMER CALL FREQUENCY/ACTIVITY SUMMARY

Salesman J. E. WALSH

| | 1Q | 2Q | 3Q | 4Q | Total |
|---|---|---|---|---|---|
| Call Reports Filed | 45 | 61 | 59 | 43 | 208 |
| Days in Field | 19 | 22 | 26 | 22 | 89 |
| Calls per Field Day | 2.4 | 2.7 | 2.3 | 2.0 | 2.3 |
| Other Customer Contacts | 9 | 9 | 5 | 8 | 31 |
| Office Work | 30 | 26 | 28 | 24 | 108 |
| Conventions | 7 | 5 | 0 | 3 | 15 |
| Meetings | 4 | 2 | 2 | 4 | 12 |
| Training | 0 | 0 | 0 | 0 | 0 |
| Total "Non-Calling" Days | 41 | 33 | 30 | 31 | 25 |
| Vacation | 1 | 1 | 6 | 11 | 25 |
| Holidays | 1 | 2 | 2 | 4 | 9 |
| Other (Sick, etc.) Snow Days | 2 | 1 | 0 | 0 | 3 |
| Total "Non-Working" Days | 4 | 10 | 8 | 15 | 37 |
| Total Days Available | 64 | 65 | 66 | 60 | 255 |
| % in Field | 30 | 34 | 39 | 37 | 35 |
| % "Non-Calling" | 64 | 51 | 45 | 52 | 53 |
| % "Non-Working" | 6 | 15 | 12 | 3 | 15 |

UC 149-2 (780)

**INTERNAL CORRESPONDENCE**

**UNION CARBIDE CORPORATION** • 100 OCEANGATE, LONG BEACH, CALIFORNIA 90802

To (Name) G. L. Dickson
Division Metals Division
Location Pittsburgh, PA

Date January 5, 1984

Originating Dept. Metals Division

Answering letter date

Copy to J. E. Walsh, Atlanta

Subject COMMERCIAL SALES
4TH QUARTERLY SUMMARY
MARKET DEVELOPMENT
LITERATURE UPDATE

Fourth quarter sales results were above budget as summarized in the following: (refer to attached table for details)

| | TONS | $ M |
|---|---|---|
| through September 30, 1983 | 8,105 | 1,652 |
| October | 820 | 228 |
| November | 962 | 172 |
| December | 817 | 197 |
| 4th Quarter Total | 2,599 | 597 |
| 1983 Total Sales | 10,704 | 2,249 |
| % Budget | 138% | 130% |

TILE GRADE PRODUCTS

Strong tile sales continued to December 31, 1983 and the year ended at 142% Budget (Tons) and 147% Budget ($M). Due to proposed OSHA emergency temporary standard (ETS), Kentile requested a quote for SG-103 in 40 lb. bags. After discussion with King City on availability, etc., a price of $170.00 ton was quoted on December 2, 1983. Since the ETS was stayed until January 12, 1984, no action was taken, although King City did produce one 1,600 lb. pallet in 40 lb. bags. They await Kentile evaluation.

SG-200 AND RG-100

RCA Rubber Company continued above budget for the year, ending at 112% ton and 115% $M. A similar good performance by Colonial Rubber Company ended their year at 145% ton and 153% $M.

-0183B.1-

HPO

HPO has replaced SG-130 at Tremco, Vernon, California and should continue to show improvement at various Tremco plants in 1984.

RG-244

A poor sales year for RG-244 because of customer concerns over OSHA regulations. Improved operating conditions in automotive and construction industries should continue to bring some relief to this product area.

MEXICO

LOSETAS ASFALTICAS, S.A. - no orders for 1983. We are assured business conditions will improve in Mexico in 1984 allowing us to finally begin shipping SG-103-7.

Euzkadi, S.A. - a production trial using two pallets of SG-103-7 was run in November, 1983. Results should be available within two weeks.

MARKET DEVELOPMENT

No active projects under consideration.

LITERATURE UPDATE

Revision of the RG-244 brochure is now in the hands of the legal department. Once they indicate their approval, final printing can begin.

A copy of my quarterly expenses is attached.

T. P. NORRIS

TPN:rt

-0183B.2-

T. P. NORRIS

COMMERCIAL SALES REPORT

1983 FOURTH QUARTER

| Product | 4th Quarter T | 4th Quarter $M | YTD T | YTD $M | 1983 Budget T | 1983 Budget $M | % Budget T | % Budget $M |
|---|---|---|---|---|---|---|---|---|
| SG-100/103 | 693 | 104 | 3197 | 479 | 2200 | 311 | 145 | 154 |
| SG-104 | 1473 | 191 | 5598 | 728 | 4000 | 512 | 140 | 142 |
| SG-130 | --- | --- | 46 | 11 | 80 | 16 | 57 | 69 |
| SG-200 | 60 | 11 | 540 | 101 | 480 | 88 | 112 | 115 |
| SG-210 | 13 | 4 | 75 | 22 | 60 | 15 | 125 | 147 |
| HPP | 25 | 7 | 72 | 20 | 60 | 14 | 120 | 143 |
| HPO | 90 | 28 | 344 | 102 | 228 | 60 | 151 | 170 |
| T-135-0 | --- | --- | --- | --- | --- | --- | --- | --- |
| CG-135-P | --- | --- | --- | --- | --- | --- | --- | --- |
| RG-100 | 172 | 147 | 556 | 470 | 384 | 307 | 145 | 153 |
| RG-110 | 40 | 12 | 118 | 37 | 100 | 30 | 118 | 123 |
| RG-144 | 14 | 13 | 113 | 102 | 88 | 66 | 128 | 155 |
| RG-244 | 20 | 80 | 45 | 177 | 90 | 311 | 50 | 57 |
| VISB | --- | --- | --- | --- | --- | --- | --- | --- |
| CSV | --- | --- | --- | --- | --- | --- | --- | --- |
| SHUR | --- | --- | --- | --- | --- | --- | --- | --- |
| Total | 2595 | 595 | 10704 | 2249 | 7770 | 1730 | 138 | 130 |



UCC 005170

UC 149-2

UNION CARBIDE

INTERNAL
CORRESPONDENCE

UNION CARBIDE CORPORATION ROBINSON PLAZA II, ROUTE 60, PITTSBURGH, PA 15205
METALS DIVISION

To (Name) T. P. Norris
Division J. E. Walsh
Location UCC - Metals Division
Area Long Beach - Atlanta

Date January 23, 1984

Originating Dept.

Area

Copy to

Subject "CALIDRIA" Asbestos Sales
4th Quarter

Export sales for the four quarters of 1984 versus budget are summarized as follows:

| | TONS | | | $M | | |
|---|---|---|---|---|---|---|
| | Actual | %Budget (1) | %Budget (2) | Actual | %Budget (1) | %Budget (2) |
| 1st Quarter | 1,745 | 111 | 89 | 808 | 106 | 84 |
| 2nd Quarter | 1,781 | 91 | 91 | 803 | 84 | 83 |
| 3rd Quarter | 1,737 | 89 | 89 | 964 | 100 | 100 |
| 4th Quarter | 2,693 | 114 | 137 | 1,179 | 100 | 122 |
| TOTAL | 7,956 | 101 | 101 | 3,754 | 97 | 97 |

(1) Based on Danbury Budget.

(2) Based on Annual Budget ÷ 4.

4th quarter sales were extremely strong which resulted in sales for the year meeting budgeted tons (101%) and nearly meeting budgeted dollars (97%). Much of this was due to an increase in sales of SG-100 and AS-200 to Tomoe. Orders for RG-244 and SX-24 were slightly above budget during this period and, except for SX-14, all other products moved according to plan. Although there did not appear to be any early shipments in order to beat the 1984 price increases, it appears that our International Distribution Department invoiced a large number of orders shipped late in the month. This will have an adverse effect on January sales although, at this point, sales for the early part of 1984 look very promising.

G. L. Dickson

GD/dav