



INTERNAL CORRESPONDENCE

## METALS DIVISION

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 File

Date January 22, 1981  
 Originating Dept. "Calidria" Asbestos  
 Answering letter date  
 Subject 1981 Forecast I

This is to confirm my telecon with Thelma Nielsen concerning the Subject on 1/16/81.

Forecast I is 2020 tons and \$339,000 less than Budget, as follows:

| Product  | Budget |     | Forecast I |     | Reduction |     |
|----------|--------|-----|------------|-----|-----------|-----|
|          | Tons   | \$M | Tons       | \$M | Tons      | \$M |
| SG-103-7 | 3600   | 487 | 2500       | 338 | 1100      | 149 |
| SG-103-9 | 1800   | 238 | 1000       | 132 | 800       | 106 |
| RG-100   | 570    | 399 | 450        | 315 | 120       | 84  |
| TOTAL    |        |     |            |     | 2020      | 339 |

Following is a comparison of Budget and Forecast I:

|      | Budget | Forecast I |
|------|--------|------------|
| Tons | 34400  | 32380      |
| \$M  | 9356   | 9017       |

The new numbers more accurately reflect field sales input for GAF Corporation and Colonial Rubber. The Budget numbers had been inflated to achieve desired financial objectives.

John L. Myers

JLM:da1