UNION CARBIDE

INTERNAL CORRESPONDENCE

PLAINTIFF'S EXHIBIT
UC-1031

METALS DIVISION

270 PARK AVENUE, NEW YORK, NEW YORK 10017

To (Name) Mr. J. L. Myers
Division Metals Division
Location Niagara Falls, New York
Floor Number LOC 699

Copy to Mr. J. W. Rawlings
Mr. R. L. Schult

Date July 8, 1975

Originating Dept.

Floor Number

Answering letter date

Subject Increased RG-244 Sales

A subject of frequent conversations and a defined earnings objective for 1975 is increased sales of RG-244. The inordinate impact of RG-244 on earnings of the Asbestos SPU is nicely summarized by the following figures:

Year	Ratio of Direct Margin From RG-244 Sales to Direct Margin from Total Asbestos Sales
1974	50%
1975 thru May	42%

While our objective is clear and the target accounts have been pinpointed, I do not feel that the intensity of our activity has been adequate to achieve the objective and bring the business to the desired level of profitability. Given our present "sold out" condition on main circuit products, it seems to me that we have an excellent opportunity to concentrate on RG-244 sales.

I would appreciate receiving from you by July 28 any suggestions as to how we can improve upon this situation.

W. C. Thurber

WCT:mc

1. Get clarification on OSHA Med. Exam rqmts
2. We've sent ~2500 mailers
3. Crack RC1

JFM 7/23/75

RECEIVED
JUL 10 1975
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