



INTERNAL
CORRESPONDENCE

I-5

UNION CARBIDE CORPORATION 37-47th STREET, P. O. BOX 97 NIAGARA FALLS, NY 14302
METALS DIVISION

To (Name) Mr. W. C. Thurber
Division UCC-Metals Division
Location Section J-1
Area Old Ridgebury Road
Danbury, CT 06817

Date February 24, 1983

Originating Dept. "Calidria" Asbestos

Area

Copy to Messrs.
D. J. Ippolito
G. M. Lincoln
T. P. Norris
J. E. Walsh
File

Subject 1983 Revised Sales Estimate

PLAINTIFF'S EXHIBIT

UC-2867

The 1983 revised sales estimate, attached for your review and approval, indicates an increase of \$154M in NIFS over the original 1983 budget. The primary reason for the additional domestic sales dollars is the price increase of certain grades which became effective January 3 and which are summarized below:

PRODUCT	CARLOAD PRICE (\$/Ton)		TRUCKLOAD PRICE (\$/Ton)	
	1982	1983	1982	1983
SG-103	144	150	144	150
SG-104	128	130	128	130
SG-130	204	210	204	220
SG-200	184	190	184	200
SG-210	270	270	270	290
HPP	240	240	240	260
HPO	270	270	270	290
RG-110	290	300	310	320
RG-100 & -144	800	840	820	880
RG-244	3700	3900	3700	3900

Telvis was originally priced at \$210/ton but was reduced to \$200/ton as Montello is now furnishing the plastic bags.

The increase in NIFS from export sales resulted from price increases of SX-14, from \$560 to \$620/ton, and SX-24, from \$2220 to \$2440/ton. The \$14M reduction in SG-100-EX sales is due to the 1983 price being reduced to \$136/ton versus the 1982 price of \$140/ton.

G. L. Dickson

G. L. Dickson

GLD:dac
Attachment

UCC 025477

1983 SALES ESTIMATE - REVISED
(2/1/83 - GLD)

	ABB		BASE		REVISED 1983 ESTIMATE			
	TONS	M\$	QUANTITY,T ⁽²⁾	PRICE,\$T	NORMAL COST ⁽¹⁾ \$/T	D.M. %	NIFS M\$	Δ NIFS M\$
	<u>DOMESTIC</u>							
SG-103-5 ⁽³⁾	2200	311	70.0 (CL)	150	149.00	0.7	333	22
SG-104 (5)	4000	512	~ 95 (CL)	130	103.93	20.1	520	8
SG-130 ⁽⁶⁾	80	16	41.6 (CL)	210	183.86	12.4	17	1
SG-200 ⁽⁷⁾	480	88	60 (CL)	190	168.93	11.1	91	3
SG-210 ⁽⁷⁾	226	56	36.4 (CL)	270	241.63	10.5	56	-
HPP (8)	60	14	60 (CL)	240	214.27	10.7	14	-
HPO (9)	932	232	40.95 (CL)	270	259.09	4.0	232	-
RG-100	384	307	63.96 (CL)	840	203.74	75.7	322	15
RG-110	208	58	36.4 (CL)	300	240.00	20.0	59	1
RG-144	237	177	36.4 (CL)	840	260.46	69.0	186	9
RG-244	384	1310	10.4 (CL)	3700	1444.21	61.0	1310	-
UNIVIS	300	63	60.0 (CL)	210	166.39	20.8	63	-
CSV	1500	300	60.0 (CL)	200	165.88	17.1	300	-
SHUR	168	34	60.0 (CL)	200	170.68	14.7	34	-
TELVIS	330	69	18.7 (KL)	200	154.24	22.9	66	(3)
DOM. TOTAL	11,489	3547	--	--	--	--	3603	56
	<u>EXPORT⁽¹⁰⁾</u>							
SG-100-EX	3500	490	18.75 (KL)	136	146.40	(7.6)	746	(14)
SG-103-7-EX ⁽⁴⁾	100	14	20.8 (TL)	140	129.59*	8.0*	14	-
SG-130-EX	30	6	20.8 (KL)	200	168.93	6.4	6	-
AS-200	1100	187	18.75 (KL)	170	159.15	6.4	187	-
HPP-EX	1170	258	18.75 (KL)	216	208.62	3.4	253	(5)
HPO-EX	615	160	18.2 (KL)	260	250.69	3.6	160	-
T-135-P-EX	20	15	18.75 (KL)	780	537.00	31.2	16	1
RG-144-EX	300	222	18.2 (KL)	740	251.02	66.1	222	-
SX-14 (11)	100	60	7.92 (KL)	620	255.41	58.8	62	2
RG-244-EX	360	1242	5.0 (KL)	3400	1411.11	58.5	1224	(18)
SX-24 (12)	550	1210	2.64 (KL)	2440	1406.27	42.4	1342	132
EXP. TOTAL	7845	3864	--	--	--	--	3962	98
	<u>TOTAL</u>							
GRAND TOTAL	19,334	7411	--	--	--	--	7566	154

- (1) Fully absorbed plant cost, 1983 normals, per REB letter dated 10/26/82.
 *SG-103-7-EX reflects 1982 costs as no production expected in 1983. 1983 normal cost, would be \$146.35 per GLV.
- (2) CL = Railcar KL = Container TL = Truckload
- (3) Same as SG-100-EX except in 50 lb. plastic bags.
- (4) " " " " " " " 70 lb. " " "
- (5) " " " " " " " 90 T bulk hopper cars.
- (6) " " AS-200
- (7) " " RG-110
- (8) " " RG-100 except larger pellets.
- (9) " " RG-144
- (10) Export products generally not palletized resulting in slightly lower normal costs.
- (11) Same as RG-144 except in 33 lb. W. R. Grace bags.
- (12) Same as RG-244 except in 11 lb. W. R. Grace bags.

Please Review and
advise me if you approve of
change from Budget 1982 Budget

ASBESTOS

D.I.T. - 11/1/82 - FIVE 1/2 1/2

Value of 3 Cans

Domestic	Qty	Price	Sub	Qty	Price	Sub	Value	Price	TOTAL
SG 103-5	2000	288		2302	331	144	+ 43		
103-7	4150	598		0	0	-	- 598		
104	9300	1172		9300	1190	128		+ 18	
130	200	41		200	41	200			
200	360	66		360	66	184			
210	360	81		360	81	170			
14PP	20	5		20	5	140			
HP0	1150	311		1050	284	170	- 27		
R6100	580	447		500	400	800	- 62	+ 15	
110	200	58		200	58	234			
144	400	324		400	324	810			
244	400	1480		400	1400	3200			
CSV	500	98		500	98	190			
Subtotal	600	117		600	117	100			
UNSUB	2200	429		2500	400	100	+ 59		
TOTAL DOMESTIC	8	5515		8	4000		- 1505	10 33	- 1 552
SG 100-6	2700	378		2900	400	110	+ 28		
130-6	20	4		20	4	200			
AS 200	900	153		900	153	170			
HP0	1000	220		1200	267	200			
HP0	500	130		500	130	160			
T-135-PEA	25	20		25	20	780			
R6-144-6	3000	222		3000	222	140			
5-14	90	50		90	50	100			
R6-144-6	3600	1188		3600	1188	3200			
5-14-24	500	1053		500	1053	210			
TOTAL FOREIGN	4	3418		4	3418		+ 72		72
TOTAL ASBESTOS	12	8933		12	8933		- 513		- 480

DTP