

DL 149 2



INTERNAL CORRESPONDENCE

MINING AND METALS DIVISION

P. O. BOX 579, NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. W. Rawlings
 Division Mining & Metals
 Location New York, New York

Date November 12, 1971

Originating Dept. CALIDRIA Asbestos - Marketing
 Research and Development Department

Answering letter date

Copy to Mr. R. E. Byrne
 Dr. H. B. Rhodes

Subject RG-244 Sales Estimates

We would like to submit a pair of the Subject for your use in conjunction with the Cabot proposal, as follows:

	Very Probable		Very Possible	
	Tons	GMTE	Tons	GMTE
1972	625	\$331M	700	\$401M
1973	815	\$483M	1050	\$650M
1974	975	\$596M	1350	\$863M

These numbers were developed from the attached curves and are substantiated by our customer-by-customer analyses. We are confident that our performance will be within these limits.

The inclusion of the 12 1/2% ultimate penetration curve indicates to us that it is very unlikely for us to do this poorly.

John L. Myers
 John L. Myers

/cb
 Attachments

RECEIVED

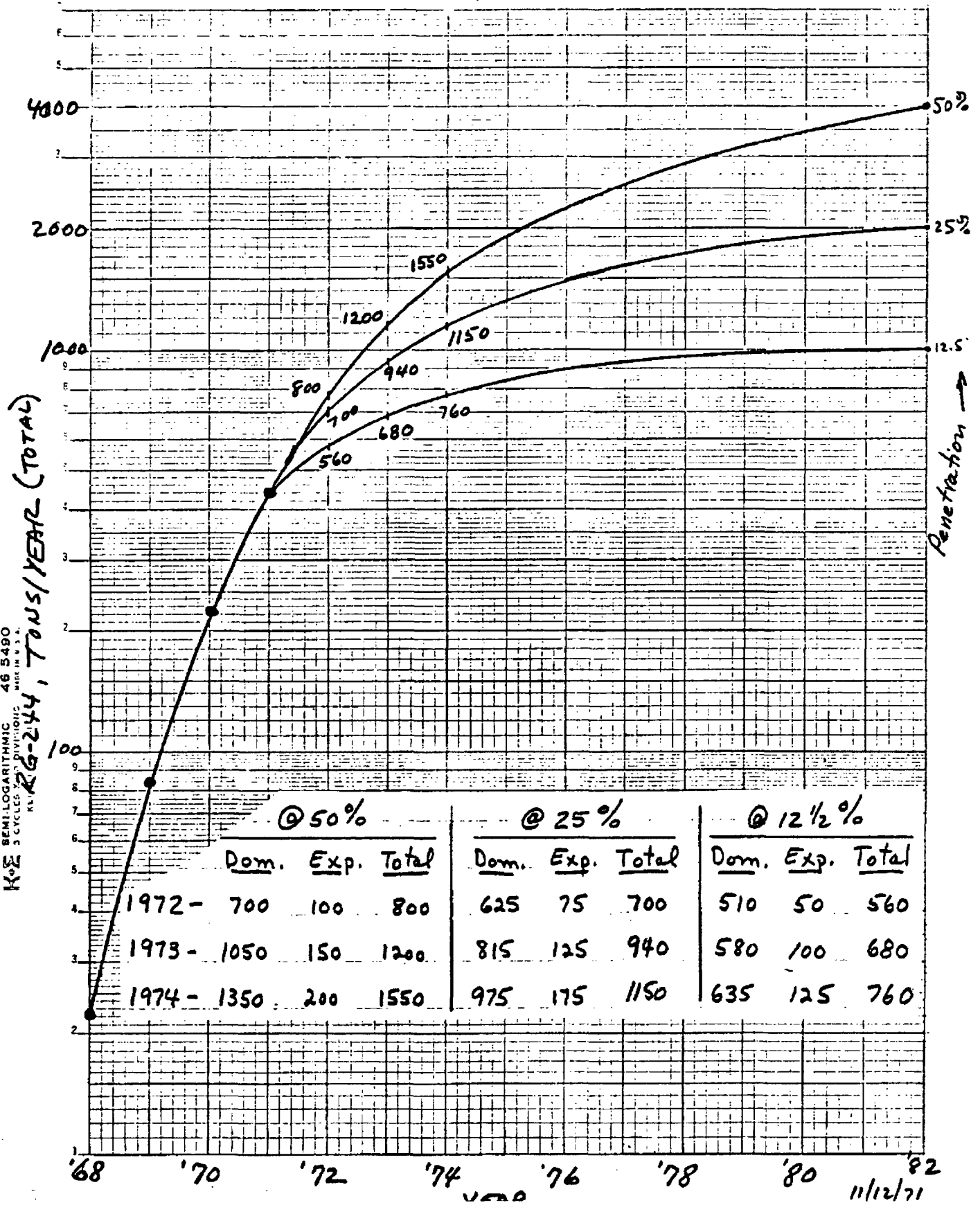
NOV 16 1971

UCC 007551

RG-244 PENETRATION RATES

INTO THIXOTROPE MARKET

TOTAL MARKET → 8000 TONS



K-2 SEMI-LOGARITHMIC 46 5490
5 CYCLES PER DIVISION
K-2 RG-244, TONS/YEAR (TOTAL)

- ① ~~Wm. Mayes~~ JLM
- ② JLM

TO ↑

RECEIVED
APR 3 1972
UCC-CALIDRIA
NIAGARA FALLS, N.Y.

~~Jim~~ see
p. 10, 11

JLM

MY CABOT
FILE