

**UNION
CARBIDE**

INTERNAL CORRESPONDENCE

METALS DIVISION

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

To (Name) F. J. Shortsleeve/R. W. Rebholz
Division UCC-Metals Division
Location 38th Floor
270 Park Avenue
New York, NY 10017

Date October 23, 1980

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to G. R. Adams
R. E. Byrne, Jr.
W. B. DeAtley
File

Subject 1981 Sales Budget

Attached is a copy of our 1981 Sales Budget, which has been increased considerably over the one submitted on 9/9/80. The increases are a direct result of the recent financial performance review meeting in St. Louis.

Attached to the budget is a sheet on which I have rated the potential success of certain items, which must be considered when judging the credibility of our performance in 1981.

John L. Myers
John L. Myers

JLM:dal
Attachments

CALIDRIA ASBESTOS 1981 SALES BUDGET-FINAL
(JLM, Revised 10/23/80)

<u>Product</u>	<u>Budget</u>	
	<u>Tons</u>	<u>\$M</u>
SG-103-5	1500	198
(1) -7	3600	487
(2) -9	1800	238
SG-104	10400	1206
-130	200	39
(3) -200	360	63
-210	300	75
HPP	20	4
HPO	740	185
(3)RG-100	570	399
-110	220	59
-144	400	280
-244	440	1311
CSV	3300	594
SHUR	1140	205
(4)UNIVIS	500	90
DOM. TOTAL	25490	5433
SG-100-EX	3100	409
-130-EX	180	34
-210-EX	0	0
AS-200	1100	174
HPP-EX	2640	533
HPO-EX	480	120
T-135-P-EX	100	71
RG-144-EX	250	175
SX-14	90	44
(5)RG-244-EX	400	1144
(6)SX-24	570	1026
EXP. TOTAL	8910	3730
TOTAL	34400	9163 (See attached comments)

- (1) Assumes 300 TPM to GAF-LB and/or Flintkote.
- (2) Assumes 150 TPM to GAF-VG.
- (3) Assumes no commission to Harwick
- (4) Assumes Montello finds packager and promotes UNIVIS
- (5) Assumes \$2800/T for TEC and \$3000/T for others
- (6) Assumes price of \$1700/T on 10/1/80 and \$1900/T on 7/1/81

COMMENTS ON 1981 CALIDRIA ASBESTOS SALES BUDGET

Following are my "ratings" on certain products on the attached 1981 Sales Budget dated 10/23/80, which has been increased by 2000 tons and \$703,000 over that submitted on 9/9/80:

<u>Product</u>	<u>Remarks</u>	<u>Rating</u>	<u>Possible NIFS Loss, \$M</u>
SG-103-7	If Flintkote shuts down, GAF will pickup tonnage	A	0
SG-103-9	To GAF Vails Gate	N-C	238
SG-104	Increased price	R-S	0
SG-130	" "	R-S	0
SG-200	Drop Distributor Commission	R-B	3
SG-210	Increased Price	R-S	0
HPO	" "	R-S	0
RG-100	Increased Volume	R-B	32
"	Increased Price	R-B	8
RG-144	" "	R-B	10
RG-244	" "	R-S	0
UNIVIS	New Volume	N-C	90
SG-100-EX	10/9/80 letter from Tomoe	B	79
SG-130-EX	Increased Price	R-B	1
HPP-EX	Increased tonnage	R-S	0
HPO-EX	Increased Price	R-B	2
RG-144-EX	" "	R-B	6
SX-14	" "	R-B	2
RG-244-EX	" "	R-S	0
SX-24	Increased Volume & Price	R-B	<u>15</u>
TOTAL			\$486M

Rating Codes: N = New, R = Revision, S = Sure Thing, A = 50/50 +, B = 50/50, C = 50/50 -
(Please remember that nothing is a "sure thing")

JLM: 10/23/80