



INTERNAL CORRESPONDENCE

RECEIVED

NOV 24 1980

F. J. SHORTSLEEVE

METALS DIVISION

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

To (Name) Mr. G. R. Adams  
 Division UCC-Metals Division  
 Location 39th Floor  
 270 Park Avenue  
 New York, NY 10017

Date November 21, 1980 NOV 25 1980

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to G. L. Dickson  
 T. P. Norris  
~~F. J. Shortsleeve~~/R. W. Rebholz  
 File

Subject Competitive Price Reports  
 for GAF & Kentile

Enclosed are CPR's for Kentile and GAF and draft letters to their respective purchasing personnel. In order to attempt to retain any business at their Eastern plants, we must make at least token price concenssions. In summary, Kentile-Brooklyn would pay \$132/T for SG-103 and Kentile-Chicago \$136/T. GAF-Vails Gate would pay \$132 and GAF-Long Beach \$136. If GAF's total purchases exceed 4500 tons, the Long Beach price would be \$132/T for all tons in excess of 4500.

Our 1981 budget is based on the prices noted above, so no loss of dollars from budget would be experienced; but we could miss on budgeted tons and associated dollars if we fail to get the Eastern business.

I would appreciate your expeditious approval of the CPR's and any comments you have on the letters.

John L. Myers

JLM:da1  
 Enclosures

UCC 008576

November 20, 1980 (DRAFT)

Mr. A. G. Kennedy  
Kentile Floors  
58 Second Avenue  
Brooklyn, NY 11215

Dear Mr. Kennedy:

This letter confirms recent discussions regarding 1981 pricing which you have had with Gordon Dickson.

Our schedule prices for SG-103-5 and SG-104 are shown on the attached sheet. In order to retain a continuing share of the asbestos requirements at your Brooklyn plant, we offer you a \$4/ton discount for all SG-103-5 shipped to that location in 1981.

We sincerely appreciate the business you have given us in 1980 and look forward to supplying similar quantities in 1981. We would appreciate as much advance notice as possible for your monthly requirements and if you expect your 1981 requirements to differ by more than 10% from 1980.

It continues to be a pleasure to work with you and your associates in Brooklyn and Chicago. Best regards for the Holidays from all of us.

Very truly yours,

John L. Myers  
Marketing Manager

JLM:dal  
Attachment

CC: G. L. Dickson

November 20, 1980 (DRAFT)

Mrs. Rose Ann Munn  
GAF Corporation  
1361 Alps Road  
Wayne, NJ 07470

Dear Mrs. Munn:

This letter confirms recent discussions regarding 1981 pricing which you have had with Gordon Dickson.

Our schedule prices for SG-103-7 and SG-103-9 are shown on the attached sheet. In order to retain a continuing share of the asbestos requirements at your Vails Gate plant, we offer you a \$4/ton discount for all SG-103-7 or SG-103-9 shipped to that location in 1981. In addition, after your purchases at Long Beach and Vails Gate reach a combined total of 4500 tons, the \$4/ton discount will also apply to subsequent shipments to Long Beach.

We sincerely appreciate the business you have given us in 1980 and look forward to supplying increased quantities in 1981. We would appreciate as much advance notice as possible for your monthly requirements and if you expect your total 1981 requirements to exceed 6000 tons.

It has been a real pleasure working with you for the last few months and we look forward to a continuing good relationship. Best regards for the Holidays from all of us.

Very truly yours,

John L. Myers  
Marketing Manager

JLM:dal

CC: G. L. Dickson  
T. P. Norris

UCC 008578

**UNION CARBIDE CORPORATION**  
**MINING & METALS DIVISION**  
**COMPETITIVE PRICE REPORT**

SALES OFFICE LOCATION

Niagara Falls, New York

DATE OF REPORT

11/18/80

PRODUCT

"Calidria" Asbestos

EFFECTIVE WITH RECORD NO.

|          |      |             |                                                                             |
|----------|------|-------------|-----------------------------------------------------------------------------|
| GRADE    | SIZE | PACKAGE     | PRICE BASIS                                                                 |
| SG-103-5 |      | 50 lb. bags | <input type="checkbox"/> 15 N.T. <input type="checkbox"/> LESS THAN 15 N.T. |

CUSTOMER AND DESTINATION

Kentile Floors, Inc., 58 Second Avenue, Brooklyn, NY 11215

|                                 |                         |                                                                                                                                                   |                                                                          |                         |
|---------------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|-------------------------|
| P<br>R<br>I<br>C<br>E           | COMPETITIVE INFORMATION | COMPETITOR                                                                                                                                        | COMPETITIVE PRICE                                                        | UCM PRICE               |
|                                 |                         | Carey Canadian Mines, Ltd.                                                                                                                        | C\$104/Ton                                                               | \$136/Ton*              |
| F<br>R<br>E<br>I<br>G<br>H<br>T | RATE BASIS              | ALLOWANCE RECOMMENDED                                                                                                                             | QUANTITY                                                                 | VALID PERIOD            |
|                                 |                         | \$ 4/Ton                                                                                                                                          | <input type="checkbox"/> THIS ORDER <input type="checkbox"/> THIS PERIOD | FROM 1/1/81 TO 12/31/81 |
|                                 |                         | <input type="checkbox"/> BARGE <input type="checkbox"/> CARLOAD <input type="checkbox"/> LESS CARLOAD                                             |                                                                          |                         |
|                                 |                         | <input checked="" type="checkbox"/> <del>XXXXXX</del> Container <input type="checkbox"/> TRUCKLOAD - DUMP <input type="checkbox"/> LESS TRUCKLOAD |                                                                          |                         |
|                                 | COMPETITIVE INFORMATION | COMPETITIVE SHIPPING POINT                                                                                                                        | RATE                                                                     | PER                     |
|                                 |                         | East Broughton, Quebec, Canada                                                                                                                    | \$                                                                       | OGT<br>ONT<br>OCWT      |
|                                 |                         | M&M DIV. SHIPPING POINT                                                                                                                           | RATE                                                                     | PER                     |
|                                 |                         | King City, California                                                                                                                             | \$                                                                       | OGT<br>ONT<br>OCWT      |
|                                 |                         | ALLOWANCE RECOMMENDED                                                                                                                             |                                                                          | PER                     |
|                                 |                         |                                                                                                                                                   | \$                                                                       | OGT<br>ONT<br>OCWT      |

**EVIDENCE IN SUPPORT OF COMPETITIVE OFFER**

(IN ACCORDANCE WITH POLICY AND PROCEDURE MANUAL SECTION 304, SUBJECT 304.03)

Mr. Andrew Kennedy, Director of Purchases for Kentile Floors, Inc., has advised us that Canadian tile grade asbestos will be available for C\$104/Ton F.O.B. Quebec, Canada in 1981. Carey Canadian, their present Canadian supplier, is actively pursuing this account. In order to maintain any business at this plant it will be necessary to partially meet the competitive situation and lower our scheduled price from \$136/Ton to \$132/Ton. We may not get any orders even at this price because of the wide spread between our delivered cost and Carey's.

\*Subject to any change in schedule price.

|                      |                              |          |
|----------------------|------------------------------|----------|
| SALESMAN (SIGNATURE) | REGIONAL MANAGER (SIGNATURE) | APPROVED |
| G. L. Dickson        | J. Myers 11/19/80            |          |

**UNION CARBIDE CORPORATION  
MINING & METALS DIVISION  
COMPETITIVE PRICE REPORT**

|                                                  |                        |                                                                                            |
|--------------------------------------------------|------------------------|--------------------------------------------------------------------------------------------|
| SALES OFFICE LOCATION<br>Niagara Falls, New York |                        | DATE OF REPORT<br>11/18/80                                                                 |
| PRODUCT<br>"Calidria" Asbestos                   |                        | EFFECTIVE WITH RECORD NO.                                                                  |
| GRADE<br>SG-103-9                                | PACKAGE<br>90 lb. bags | PRICE BASIS<br><input type="checkbox"/> 15 N.T. <input type="checkbox"/> LESS THAN 15 N.T. |

CUSTOMER AND DESTINATION

GAF Corporation, Vails Gate, New York

|                                 |                         |                                                                                                                                                                                                                                                               |                                                                                              |                                                                                               |
|---------------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| P<br>R<br>I<br>C<br>E           | COMPETITIVE INFORMATION | COMPETITOR<br>Carey Canadian Mines Ltd.                                                                                                                                                                                                                       | COMPETITIVE PRICE<br>C\$98-105/Ton                                                           | UCM PRICE<br>\$136/Ton*                                                                       |
|                                 |                         | ALLOWANCE RECOMMENDED  \$ \$4/Ton                                                                                                                                                                                                                             | QUANTITY <input type="checkbox"/> THIS ORDER <input checked="" type="checkbox"/> THIS PERIOD | VALID PERIOD<br>FROM 1/1/81 TO 12/31/8                                                        |
| F<br>R<br>E<br>I<br>G<br>H<br>T | RATE BASIS              | <input type="checkbox"/> BARGE <input type="checkbox"/> CARLOAD <input type="checkbox"/> LESS CARLOAD<br><input checked="" type="checkbox"/> <del>TRUCKLOAD</del> Container <input type="checkbox"/> TRUCKLOAD - DUMP <input type="checkbox"/> LESS TRUCKLOAD |                                                                                              |                                                                                               |
|                                 | COMPETITIVE INFORMATION | COMPETITIVE SHIPPING POINT<br>East Broughton, Quebec, Canada                                                                                                                                                                                                  |                                                                                              | RATE PER <input type="checkbox"/> GT <input type="checkbox"/> NT <input type="checkbox"/> CWT |
|                                 |                         | M&M DIV. SHIPPING POINT<br>King City, California                                                                                                                                                                                                              |                                                                                              | RATE PER <input type="checkbox"/> GT <input type="checkbox"/> NT <input type="checkbox"/> CWT |
|                                 |                         | ALLOWANCE RECOMMENDED                                                                                                                                                                                                                                         |                                                                                              | RATE PER <input type="checkbox"/> GT <input type="checkbox"/> NT <input type="checkbox"/> CWT |

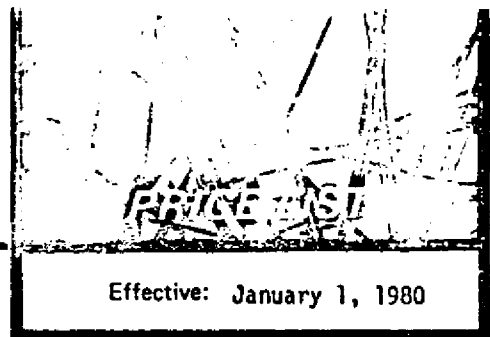
**EVIDENCE IN SUPPORT OF COMPETITIVE OFFER**

(IN ACCORDANCE WITH POLICY AND PROCEDURE MANUAL SECTION 304, SUBJECT 304.03)

We have been advised by Rose Ann Mun, GAF Corporate purchasing, that Canadian tile grade asbestos will be available in 1981 for C\$98-105/Ton F.O.B. mine. In order to maintain any business at this plant it will be necessary to partially meet the competitive situation and lower our scheduled price from \$136/Ton to \$132/Ton. Even at this price we will not be price competitive because of the large difference in our delivered costs and that of Carey. As an incentive to achieve as much business as possible at Vails Gate, we will reduce the price for SG-103-7 to Long Beach from \$136 to \$132/Ton after the Vails Gate and Long Beach combined tonnage exceeds 4500 Tons in 1981.

\*Subject to any change in schedule price.

|                                          |                                                 |          |
|------------------------------------------|-------------------------------------------------|----------|
| SALESMAN (SIGNATURE)<br>S. L. Dickson am | REGION MANAGER (SIGNATURE)<br>J. Myers 11/19/80 | APPROVED |
|------------------------------------------|-------------------------------------------------|----------|



Effective: January 1, 1980

### FLOOR-TILE GRADES

"Calidria" asbestos 1/4-in. pellets for floor-tile applications are available in different packaging as described below. Information on bulk handling of pellets can be obtained from your nearest "Calidria" asbestos office.

NET PRICES — CENTS PER LB. — F.O.B. KING CITY, CALIF. — SOLD ONLY IN CARLOADS OR TRUCKLOADS

|        |     |
|--------|-----|
| SG-103 | 6.1 |
| SG-104 | 5.3 |

Prices subject to change without notice.

### PACKAGING INFORMATION

| Grade    | Packaging   | NET WEIGHT, lbs. |                                    |               |              |
|----------|-------------|------------------|------------------------------------|---------------|--------------|
|          |             | Per Bag          | Per Pallet                         | Per Truckload | Per Carload  |
| SG-103-5 | Plastic Bag | 50               | 2,000-Truck<br>-----<br>2,500-Rail | 40,000 (20)   | 140,000 (56) |
| SG-103-7 | Plastic Bag | 70               | 2450                               | 44,100 (17)   | 137,200 (56) |
| SG-103-9 | Plastic Bag | 90               | 2700                               | 45,900 (17)   | 140,400 (52) |
| SG-104   | Bulk        | --               | ---                                | ----          | ~190,000     |

TO ORDER . . . OR ASK A TECHNICAL QUESTION — call or write your nearest "Calidria" asbestos office below:

Northeast: P.O. Box 579, Niagara Falls, N.Y. 14302 — Tel.: 716-278-3371

South: 17 Executive Park Drive, Atlanta, Ga. 30329 — Tel.: 404-321-6600

Midwest: P.O. Box 579, Niagara Falls, N.Y. 14302 — Tel.: 716-278-3355

West: 100 Oceangate, Long Beach, Calif. 90802 — Tel.: 213-435-3721

Plant: P.O. Box K, King City, Calif. 93930 — Tel.: 408-385-5961

( ) Number of pallets

**COMBINED SHIPMENTS** — Shipments of one or more pallets of any "Calidria" asbestos product may be combined with one or more pallets of any other "Calidria" product for total quantity price, based on the total number of pallets ordered.

**IMPORTANT** — Terms are net cash 30 days from invoice date. Prices apply within continental U.S.A. Union Carbide reserves the right to adjust customer's orders to comply with the ordering quantities shown above.

UNION CARBIDE CORPORATION • METALS DIVISION • 270 PARK AVENUE, NEW YORK, N.Y. 10017

