

FACSIMILE COVER SHEET

FIKE CORPORATION
704 S. 10th Street
P. O. Box 610
Blue Springs, MO 64015

TO: The BFGoodrich Company
ATTN: Gregory L. Rutman, Esq.
FROM: Logan J. Wilson
DATE: January 20, 1993
FAX#: 216-447-6146
TOTAL NUMBER PAGES INCLUDING COVER: 7
RE: Your Letter of January 12, 1993

RECEIVED

JAN 20 1993

G. L. RUTMAN

CC:

B. Hinderer
M. Marshall

RECEIVED

JAN 21 1993

R. HINDERER

If you do not receive all pages, call Brenda at (816) 229-3405,
ext. 203, or fax (816) 229-4615.

21685001



704 South 10th Street • P.O. Box 610 • Blue Springs, Missouri U.S.A. 64013 • (816) 229-3405 • Telefax (816) 229-4615

January 19, 1993

FAX: 216-447-6146

Gregory L. Rutman, Esq.
Staff Vice President,
Assistant General Counsel
and Assistant Secretary
The BFGoodrich Company
Chemical Group
6100 Oak Tree Boulevard
Cleveland, OH 44131

Re: Your Letter of January 12, 1993

Dear Mr. Rutman:

This fax confirms our phone conversation of Tuesday, January 19, 1993.

We agree that our Craig McSparren, Fike Protection Systems Telecommunications Marketing Specialist, had a phone conversation with your Dr. Robert Hinderer, whom I have learned today is your Chief Toxicologist.

Mr. McSparren, as a result of his conversation with Dr. Hinderer, has effected changes in our sales literature.

As I discussed with you, attached is a copy of our current sales literature, Fike Form B9078-1192 (printed in November of 1992).

Please note from the attached sales literature that we have deleted references to "highly toxic" and have changed our reference to the Journal of the American Medical Association.

We believe that these two changes satisfy what we understood to be Dr. Hinderer's points and your points 1 and 2 of your letter of January 12.

Mr. McSparren did not understand Dr. Hinderer's concern about the 60% conversion of PVC, to be limited to the 60% conversion directly to HCl. We have just understood this point, based upon your written communication.

Fike Japan Corporation, Tokyo, Japan • Fike Europe NV, Herentals, Belgium
Fike Canada, Inc., Burlington, Ontario, Canada • Fike South East Asia Pte Ltd, Singapore

JAN 20 '93 16:30

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As I told you, our sources for this figure are secondary sources, which are subject to proprietary and confidentiality agreements. I am personally engaged in the process of obtaining the six primary sources referenced in our secondary sources and will share them with you as soon as I have had a chance to obtain them.

I have docketed myself to communicate back to you on or before Tuesday, February 2, 1993.

Thank you very much for your understanding and consideration in this matter.

Very truly yours,

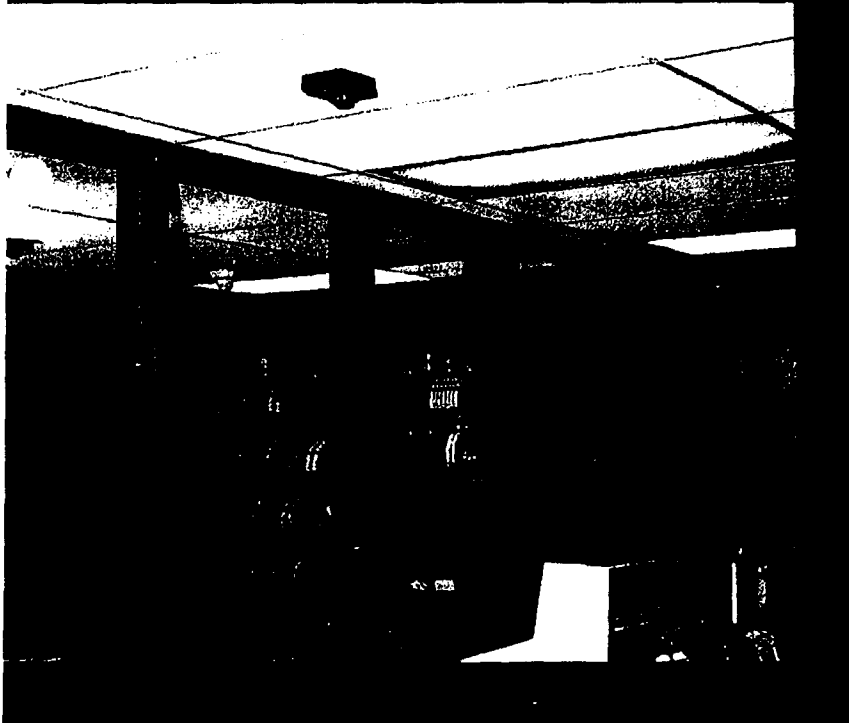
FIKE CORPORATION


Logan J. Wilson
Senior Vice President
Legal Affairs

LJW:bsm

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Protect Your Data Processing Facility from Corrosive Hydrogen Chloride Gas



Fike
Protection Systems
Division Fike Corporation

HCl Detection for Data Processing Facilities:

HCl: A threat to sensitive electrical equipment

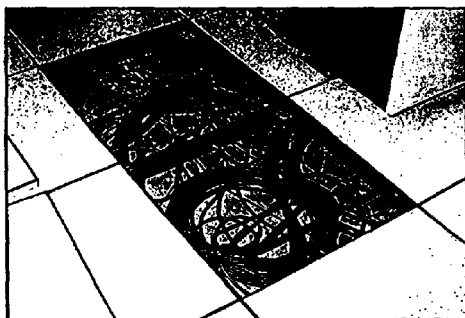
Studies have implicated Hydrogen Chloride gas (HCl) as the leading cause of damage to sensitive electrical equipment. The National Fire Protection Association has stated: "Primary damage to electronic equipment is caused by smoke that contains corrosive chloride and sulfur combustion products." (NFPA 75, *Standard for the Protection of Electronic Computer/Data Processing Equipment*) The Telecommunication Industry's *Hinsdale Central Office Fire Final*

Report cited smoke and HCl corrosion as the major sources of equipment damage.

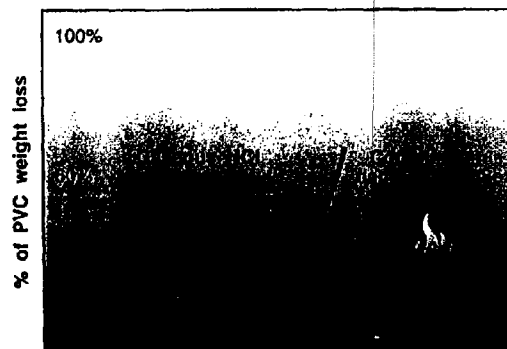
Besides being corrosive, HCl has been identified in the *Journal of the American Medical Association* as one of the most serious health risks encountered by firefighters. Of all the synthetic plastic polymers, research has shown polyvinyl chloride (PVC) to be one of the most insidious fire fighting hazards due to the HCl it releases during combustion.

Is HCl a big hazard?

Hydrogen Chloride is emitted by thermal decomposition of PVC, a wire insulating material found in data processing facilities. Heated conductors cause PVC insulation to decompose and emit invisible HCl fumes. Studies have shown that over 60% of the PVC weight is lost in the form of HCl produced by thermal degradation that precedes combustion. This weight loss occurs over a temperature range of 250-300°C followed by combustion at 475°C. (See chart below)



PVC is a common wire insulating material in data processing facilities. Unfortunately, when overheated, it is a source of toxic and corrosive HCl gas.



Temperature, degrees Celsius

Countering the hazard: HCl detection

Will Smoke Detectors Work?

Once a PVC overheat problem is allowed to progress to the combustion stage, smoke detectors can be expected to react. However, smoke detectors can only respond if combustion products overcome rapid dilution rates caused by high air flow. Conversely, testing has revealed that when HCl detectors are subjected to high air flow environments, they are able to detect HCl gas with increased efficiency.

In actual performance testing on electronic equipment, a major telecommunications research company



HCl Detector

was able to evaluate HCl sensors versus traditional smoke detectors and air sampling systems. When the tests involved the overheating of polyvinyl chloride and printed circuit boards, the HCl sensor responded at least 11% and up to 58% faster than the other detection methods employed.

How does the HCl detector work?

The Fike Early Warning Corrosive Gas Detector utilizes patented technology based on the oscillation of a zinc alloy-coated quartz crystal. The oscillating frequency of this crystal is controlled and monitored by an on-board microcomputer. As the crystal is exposed to HCl, its mass increases due to the formation of salt. The subsequent reduction in the oscillation frequency is interpreted by the microcomputer as an alarm. Normal variations of the oscillating frequency are compensated for to virtually eliminate unwanted alarms.

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State-of-the-art Protection

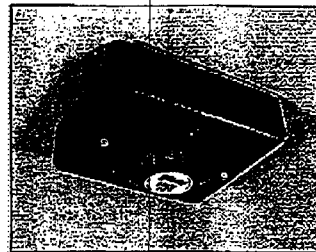
The HCl detector is available in three configurations

Individual HCl Detector

Needing only a 24VDC power source, the self-contained HCl Detector can be applied to small rooms or even internal cabinets. Its alarm relay contact allows signalling into alarm monitoring systems and alerts the user to dangerous Hydrogen Chloride gas.

SYSTEM FEATURES

- Stand alone operation
- Protects small areas
- Integrates into existing alarm systems
- Signals HCl gas presence
- Visually indicates detector status



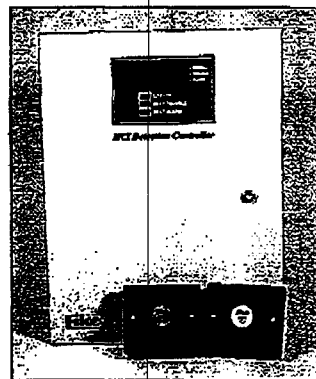
HCl Self-contained Detector

Network HCl Detection System

For applications utilizing multiple detectors, up to 64 network detectors and their controller provide detector addresses and individual custom location messages. This not only signals the presence of HCl gas, but also provides important location information. Faster response to a HCl problem allows the user to control a potential hazard.

SYSTEM FEATURES

- Detectors communicate environment status to Controller
- Up to 64 detectors protect large rooms and subfloor spaces
- Pinpoints alarm locations with 32 character custom messages
- Provides quick and accurate response
- Incorporates 256 event history



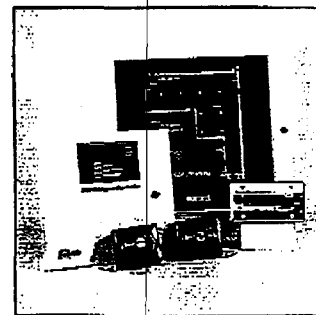
Network Controller and Detectors

Systems Integration

With Systems Integration, you can not only locate detectors in alarm, you can transmit information via fiber optics to strategically located remote displays and custom graphic annunciators. The programmable controller relays allow the integration of other alarm, monitor, and air handling systems with the HCl Gas Detection System.

SYSTEM FEATURES

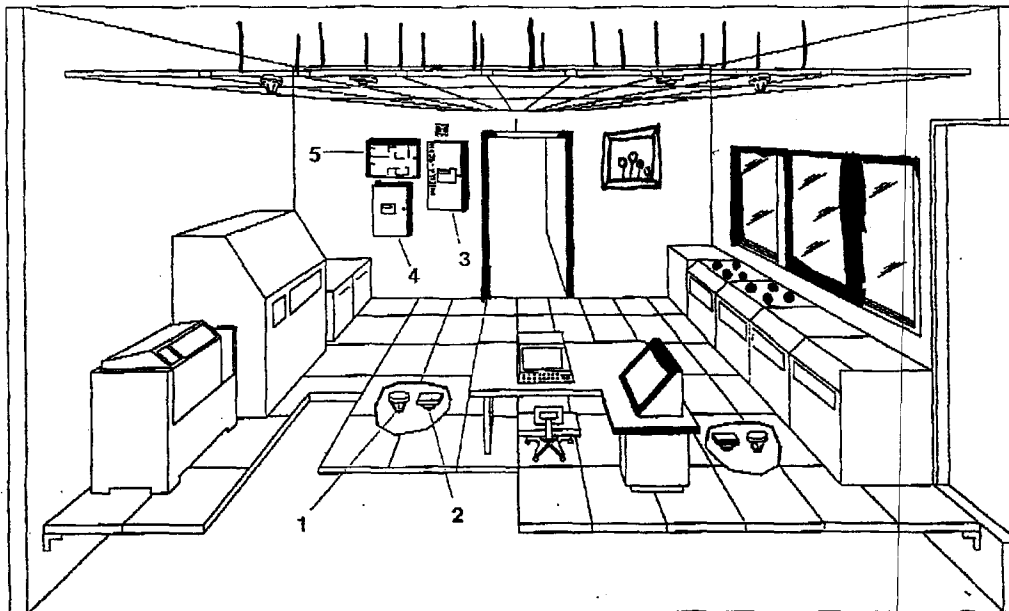
- Controller transmits system information via fiber optics to remote locations
- Annunciates system status to building monitoring system
- Interfaces with HVAC controls for auxiliary functions



Network controller, Detectors, Remote Display, and Graphic Annunciator

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Protection systems integration from Fike



1) Smoke Detector; 2) HCl Detector; 3) Building Monitoring panel; 4) HCl Network Controller; 5) Graphic Floor Plan Annunciator

About Fike Protection Systems

FPS is the innovative, high-technology division of Fike Corporation. Fike Corporation, a company with over 45 years of experience supplying life safety products, has its worldwide headquarters in a suburb of Kansas City, Missouri. For more than a decade, FPS has been supplying the industry with custom designed, high technology detection and suppression systems.

FPS is unique in that it manufactures all of the most advanced forms of corrosive gas and facilities protection systems utilized in the fire protection industry today. FPS manufactures standard detection systems, advanced addressable analog systems, air sampling systems, suppression systems, environmental control, modem communications, as well as HCl gas detection systems. Only FPS can review

your hazard and provide an unbiased recommendation on the type of detector or combinations of detection control systems that are best suited for your unique needs.

If you wish to learn more about state-of-the-art Early Warning Corrosive Gas Detection, you need to contact FPS today!



704 South 10th Street • Blue Springs, Missouri 64015 USA
(816) 229-3405 • Telefax (816) 229-4615

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