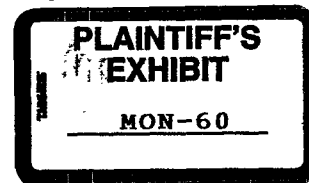


(Don't look at this)



COST STUDY

ORGANIC VAPOR RESPIRATORS

Increased usage of organic vapor respirators has created growing demands on supplies and labor along with increasing cost. Newly developed equipment has become available which will fulfill our needs with a minimum amount of labor, supplies and drive down cost.

Our present Comfo II organic vapor respirators are used for one 8-hour shift and then exchanged. These used respirators are collected and prepared for re-use. This preparation involves complete disassembly; washing with cleaning agents; drying; replacing cartridges; inspecting by a safety inspector, re-assembling, sterilizing and sealing in a plastic bag. This tedious process is necessary to insure that the respirator is safe and efficient for use.

A newly developed "one-way" or disposable respirator is now available. The unit is the 3M #8712 organic vapor respirator. The respirator would provide the same protection as the Comfo II.

The results of a study of our in-plant usage has provided evidence that by using the new disposable masks we would benefit in an annual savings of \$2800. The attached chart outlines costs comparisons.

A handwritten signature in cursive script, reading "David G. Williams".

David G. Williams

DGW/sh

February 28, 1978

APPENDIX I

COST STUDY CHART

The 3 M organic vapor respirator #8712 ea. \$4.58

Comfo II ea w/out cartridge	\$8.85
(2) Comfo II cartridges (two required)	<u>3.40</u>
Comfo II unit complete	\$12.25

ACTUAL COST COMFO II

(Cost at present annual consumption rate)

Comfo II units used per year = 4,212

Total cartridge cost	\$14,321	
Unrecovered (lost) masks	<u>3,950</u>	
Total cost per year	\$18,271	or \$4.34 each

Additional costs		
Cost per Comfo II unit	\$4.34	
Labor to clean, sterilize, etc.	.89	
Supplies (detergent, alcohol, plastic bags, etc.) estimated	<u>.02</u>	
Actual cost of Comfo II	\$5.25	\$5.25

Savings per unit using 3M #8712 .67

Annual Savings using 3M 8712 \$2,822.00

Since an annual savings would be realized by using the 3M 8712 organic vapor respirator, it is strongly recommended that we provide them for usage at our plant.