



February 19, 1993

Ms. Barbara Pope
Safety Department
Southwestern Refining Company
1700 Nueces Bay Blvd.
Corpus Christi, TX 78407

RE: SAC Environmental, Inc.
Introduction Letter

Dear Ms. Pope:

It was a pleasure speaking with you recently by telephone. In that conversation, I stated that SAC Environmental, Inc. (SAC) would like to provide Southwestern Refining Company with future asbestos consulting services. SAC provides quality service to the marketplace by offering a complete approach to asbestos consulting. Our services include asbestos surveys, bulk sampling, air monitoring (area, OSHA, clearance, and TEM), computer software design, CADD, preparation of engineering specifications and drawings for asbestos abatement, and on-site project management assistance.

SAC has many asbestos certifications including the Florida Asbestos Consulting license (the most difficult asbestos license to obtain in the nation), a member of Georgia Tech's (EPA's Southeastern Asbestos Informational Center) faculty speakers on asbestos related topics, lectures include: Asbestos Removal In Occupied Buildings, Asbestos Removal In The Industrial Setting, and Cost Estimating. Also, Chairman of the National Asbestos Council's Survey, Design, and Administration Committee and the NAC Environmental Choices Editorial Review Board for engineering, and presently lecture nationwide on various asbestos topics.

Georgia Tech and SAC have jointly developed the nation's #1 asbestos cost estimating software package called ACES. ACES has become the standard for cost estimating in the asbestos industry.

SAC has over ELEVEN YEARS of industrial experience in performing asbestos related projects.

If you have any questions or if SAC may be of service, please do not hesitate to call me At (713) 297-8813. I look forward to hearing from you.

Sincerely,

John T. Cash, Jr.
Account Executive

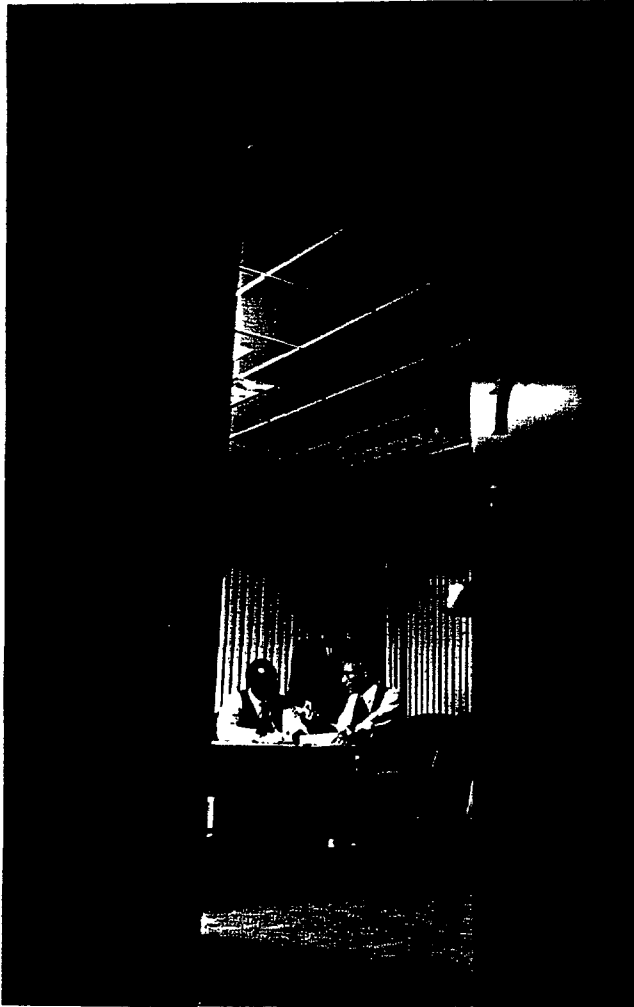
SWRf/Asbestos 0401

*Engineering —
Reflecting The
Future*

SAC
ENVIRONMENTAL

SWRf/Asbestos 0394

A Comprehensive Study



*Our staff focuses on
providing alternatives to
the challenges asbestos
may present.*

Today's business managers are increasingly aware of the hazards of asbestos. The careful considerations of managing and removing asbestos must be clearly examined in order to make a decision.

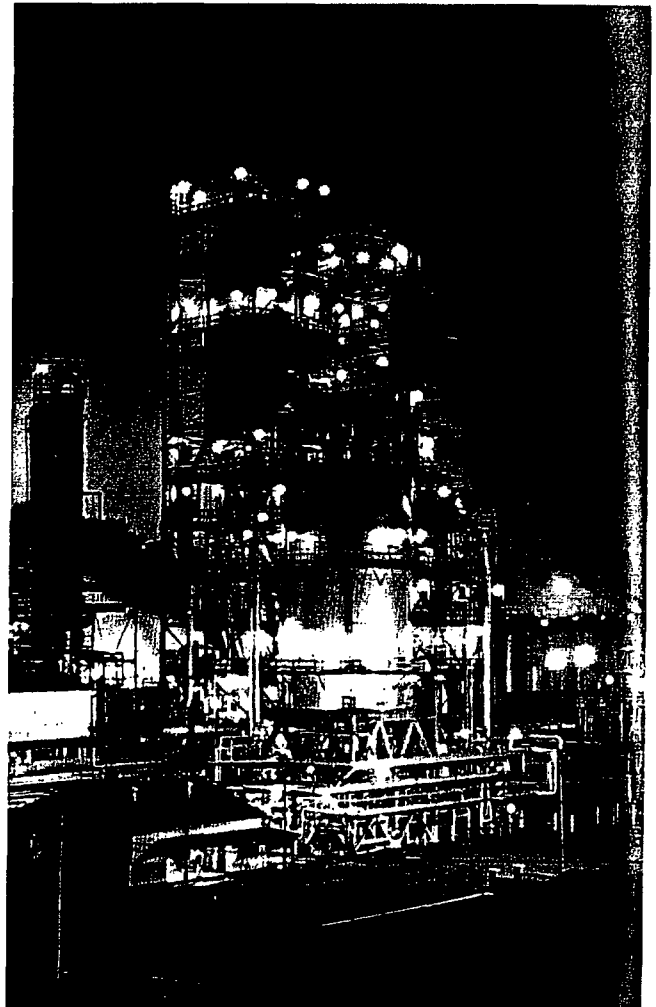
As we examine the problem, we must be certain that all facility surveys and reports are performed within acceptable standards. We will determine the exact location along with the asbestos content. Air monitoring and laboratory analysis are performed and evaluated using carefully guided procedures. We then examine how the conditions of the asbestos might affect the facility occupants over the long term.



A Computer Tracking System

At SAC Environmental we have successfully created a systematic engineering approach to the monitoring and removal of asbestos. Through the expertise of our trained professionals and the utilization of state-of-the-art computer software, SAC has developed the nation's #1 Asbestos Cost Estimating Software package labeled ACES.

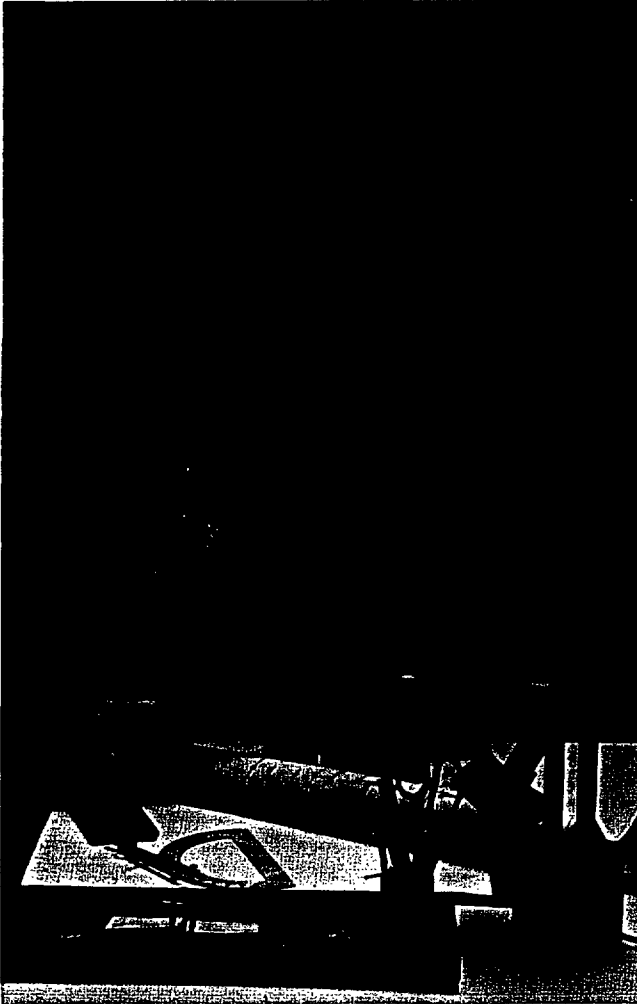
The ACES computer software and customized tracking system provides fast tracking for an up-to-date look at the project underway. As the materials study is performed, every aspect of the assessment is "labeled and recorded" in the computer, allowing ease in inputting and retrieving information. Thus, a flexible computer tracking system is accomplished.



As an ongoing part of our business, SAC provides specialized consulting services to industry management.

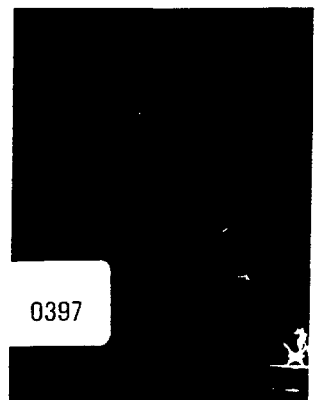


A Blueprint is Devised



*Through a thorough
evaluation, a blueprint
is devised: defining
parameters and
accessibility.*

Experienced engineering personnel design projects to provide cost effective methods of asbestos management and removal. Engineering design documents are developed for specific facility conditions. Our on-site project management and air monitoring personnel oversee the work to ensure contractor skills. SAC Environmental goes above and beyond to provide the full support of our staff for all projects utilizing computer software and design engineering.



Committed to Providing Solutions

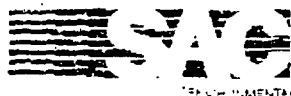
A progressive company, SAC has sponsored and taught courses in leading training institutions for professionals and contractors. We share information and provide solutions to corporate management.

As we now know, the hazards of exposure to asbestos fibers have been well documented. Lung cancer, asbestosis and mesothelioma can result from exposure to asbestos. SAC takes every precaution to insure a healthier environment. Our design team accesses the most viable plan, while considering the allowance of day to day business. With the problems identified you can now feel confident that you are on your way toward accomplishing a solution. Our consulting services carry us far beyond the general industry standards by meeting the challenges through engineering. We are committed to providing answers to the complexities associated with asbestos.



*Positive results are
achieved through
progressive engineering.*





REFERENCES

Mr. Larry Minnick
Carpenter-Painter Foreman
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(904) 325-2001

Mr. Lee Shankle
Engineering Construction Coordinator
Mead Coated Board
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Phoenix City, Alabama 36868-0940
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Mr. Jim Miller
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SWRf/Asbestos 0399

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Baton Rouge, LA 70821
504-291-0466

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Norcross, GA 30071
404-368-1115

10000 Middle River Parkway
Suite 300
Tampa, FL 33637
813-977-4941

Two North Park
4400 Park Lane
Dallas, TX 75205
214-344-1111

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Tomball, TX 77375
Houston, TX 77063
281-294-4578

REQUEST FOR PROPOSAL - ASBESTOS MATERIALS SURVEY

...THE ASBESTOS CONSULTANT SHALL PROVIDE ALL THE EQUIPMENT, MATERIALS, MANPOWER, ETC. FOR THE COMPLETE SURVEY OF THE SUSPECT ASBESTOS CONTAINING MATERIALS (ACM) LOCATED WITHIN THE FACILITY. THE SURVEY SHALL INCLUDE BUT NOT BE LIMITED TO THE INVESTIGATION, TAGGING AND SAMPLING OF THE MATERIALS SUSPECTED OF CONTAINING ASBESTOS. ALL SAMPLING TECHNIQUES, METHODOLOGY, WORKER PROTECTION, ETC., SHALL BE IN ACCORDANCE WITH ALL LOCAL, STATE, OSHA AND EPA REGULATIONS.

The survey shall include but not be limited to the following:

1. All personnel shall be certified through an EPA approved course for surveying for ACM.
2. Consultant shall have a minimum of FOUR years experience in industrial asbestos work.
3. Consultant shall have computer software design personnel available for future assistance.
4. Survey results shall be by type, location, AMOUNT OF ACM, CONDITION OF ACM BY HOMOGENEOUS AREA, AND BY AREA OF THE FACILITY.
5. Each sample shall be clearly defined and keyed into a computer software program designed for this application for ease of input and retrieval of information.
6. COMPUTER SOFTWARE SHOULD ALSO INCLUDE PROGRAMMING FOR PRIORITIZING SPECIFIC WORK AREAS, ABILITY TO PULL UP SPECIFIC HOMOGENEOUS AREAS, ABILITY TO UPDATE/CHANGE ACM REMOVAL DATES, AND PROVIDE CONTRACTOR WORK PROGRESS REPORTS. IN ADDITION, THE CONSULTANT SHALL PROVIDE A COMPUTER COST ESTIMATE FOR THE REMOVAL OF THE ACM BY WORK AREA INCLUDING ALL EQUIPMENT, LABOR, MATERIALS, PROFIT AND OVERHEAD AND PUT BACK COSTS IN COMPUTER SOFTWARE FORM.
7. All sample locations shall be marked by using a 22 gauge stainless steel tag with the number stamped into it and secured by stainless steel wire.

PRICE:

ALL BID PRICES SHALL BE BASED ON A UNIT PRICE PER SAMPLE (INCLUDING LAB FEES) FOR A MINIMUM OF 1,000 SAMPLES. ALL SAMPLES OVER 1,000 SHALL BE AT THE UNIT PRICE.

Bid: \$_____/sample



SAC ENVIRONMENTAL, INC.

SAC Environmental, Inc. offices are in charge of asbestos consulting services for over 300 building/industrial facilities nationwide. Our clients are among the top companies in the insurance, banking, real estate, medical and industrial business. Many of our clients use our services exclusively. SAC is proud of its reputation among the business community for providing quality service in a timely manner. SAC Environmental services include:

- * Asbestos Materials Surveys Using SAC's Computerized Asbestos Tracking System (ATS) Software**
- * Asbestos Removal Cost Estimating Using The ACES II Computer Software - Nation's #1 Software Package Developed Jointly by Georgia Tech And SAC Environmental**
- * Engineering Specifications And Drawings For Asbestos Removal**
- * On-Site Air Monitoring - Area, OSHA And Clearance Sampling**
- * On-Site Project Management**
- * All Consulting Services**

SAC Environmental, Inc. is a full service asbestos consulting organization with offices providing nationwide expertise by providing responsive quality service.

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SAC ENVIRONMENTAL, INC.

SAC Environmental, Inc. offices are in charge of asbestos consulting services for over 300 building/industrial facilities. The below partial list is provided as a sampling of the wide variety of asbestos related projects and services SAC Environmental, Inc. has performed in recent years.

SAC is a full service asbestos consulting organization recognized nationwide for providing responsive quality service to the marketplace.

A POWER GENERATING STATION UNIT

The design of drawings and specifications for the extensive asbestos abatement and reinsulation of a power generating industrial facility. The project lasted eight months with a total cost of \$2 million. This project included the removal of approximately 300,000 square feet of asbestos containing material on the 120 ft. high boiler, related piping and on the turbine - generator. Innovative techniques were created by SAC employees during the project to properly contain the asbestos fibers. These techniques were recognized by the National Asbestos Council's Journal publications committee. An article was written and published called, "Industrial Abatement - An Innovative Approach". In addition, the NAC and Georgia Tech have invited SAC employees to lecture on various innovative/cost saving techniques.

A MAJOR COMMERCIAL BANKING COMPANY - ALL BUILDINGS

SAC provides complete consulting services including all building surveys for asbestos, asbestos removal cost estimating using ACES II, the preparation of engineering specs. and drawings for the removal of asbestos, air monitoring during the removal, prequalifying and selection assistance for a quality removal contractor to perform the work, and on-site project management. Including asbestos removal from occupied high rise buildings.

A POWER COMPANY GENERATING UNIT

The design of specifications and drawings for the complete asbestos abatement and reinsulation of the entire 135 MW power generating facility. The total project including reinsulation cost \$4.0 million. This project was performed using the latest state-of-the-art removal technology, in fact, portions were filmed for presentations during industrial conferences. This film has been presented at both NAC and Georgia Tech industrial seminars.

ONE OF NATION'S LARGEST INSURANCE COMPANIES - ALL BUILDINGS

The complete survey for asbestos containing materials, bulk sampling, air monitoring, preparation of project specifications and drawings for the removal of asbestos, on-site project management and cost estimating for budget planning. SAC provides these services on a nationwide basis for all buildings owned or potentially owned by this insurance company. SAC also provides this company with anywhere emergency service within two days.

A POWER GENERATING UNIT

The design of contract documents to remove asbestos contained material from the boiler of this industrial facility. All state-of-the-art technology was utilized during the project to maximize health protection and minimize friable asbestos exposure.

AIRPORT FACILITIES

The airport facilities (over 200,000 sq. ft.) were surveyed for materials suspected of containing asbestos. The completed survey indicated a substantial amount of ACM. Specifications and Drawings were then developed using the latest technology for the complete abatement of all ACM. On site project management and air monitoring were provided to insure compliance with the contract documents. This was an emergency project that finished two weeks ahead of schedule saving the owner \$210,000.

AN INTERNATIONAL PAPER COMPANY

The 1000 acre paper mill facility will be surveyed for asbestos-containing materials. The survey includes the development of a systematic numbering technique for the management of survey information, surveying, sampling, laboratory analysis, evaluating laboratory data, reporting, and computer information assistance. 10,000 samples are expected to be evaluated for this project.

DEPARTMENT OF TRANSPORTATION

The survey for asbestos containing materials in thirteen buildings owned by the D.O.T. and the preparation of the project specs./drawings and project management to remove the ACM.

THIS IS A SAMPLING OF THE VARIETY OF PROJECTS PERFORMED.

ATS - ASBESTOS TRACKING SYSTEM

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- I. SAC Environmental, Inc. (SAC) knows and understands the complex issues surrounding the survey and management/control of an asbestos program. SAC designed and developed (holds copyright) the Asbestos Tracking System (ATS) software package for conducting complete asbestos surveys for program management.
- II. If you have had a previous asbestos materials survey performed, SAC can convert that information for use into the ATS software program. ATS is then used as a complete management tool offering you total flexibility to determine when the asbestos was removed in specific areas, who performed the removal, etc.

This Is What You Get With ATS!

- * Customized computer software for your facility.
- * Contains the "keyed-in" results of the asbestos survey.
- * The ability to know specifically within the facility where the asbestos is located using our numbering code system.
- * Know specifically where the sample was taken within the facility and the results.
- * The ability to constantly update and track the removal of all sampled asbestos within the facility (past, present and future).
- * Complete laboratory report information per sample taken.
- * The ability to print out reports of any information for management, engineering, maintenance personnel, etc.
- * Security of computer information, updating and removal areas via designated codes.

- III. SAC provides training for ATS software and unlimited support.

ACES - ASBESTOS COST ESTIMATING SOFTWARE

NATION'S #1 ASBESTOS COST ESTIMATING PACKAGE

SAC WAS CO-DEVELOPERS (WITH GEORGIA TECH'S ASBESTOS TRAINING DEPARTMENT) OF THE NATION'S MOST WIDELY USED ASBESTOS REMOVAL COST ESTIMATING SOFTWARE SYSTEM CALLED ACES. THE SYSTEM CAN PROVIDE THE ASBESTOS COST ESTIMATE FOR THE NON - TECHNICAL OR TECHNICAL USER WITH VERY MINIMAL INPUT EFFORT ON VIRTUALLY EVERY TYPE OF FACILITY INCLUDING INDUSTRIAL. NO COMPUTER OPERATIONS EXPERIENCE IS REQUIRED - THE ACCOMPANYING USER DOCUMENTATION ANSWERS QUESTIONS STEP-BY-STEP.

ACES WAS DESIGNED WITH THE CLIENT'S INTEREST IN MIND. IT IS A TOTAL APPROACH TOWARDS COMPLETE COST OPTIMIZATION.

ACES OPTIMIZES THE COST CONSIDERATIONS RELATED TO SCHEDULING - WHILE PROVIDING THE MOST COST EFFECTIVE RELATIONSHIP BETWEEN EQUIPMENT AMORTIZATION VS. LABOR COSTS, ETC. WHICH YIELDS THE GREATEST SAVINGS OVER THE LIFE OF THE PROJECT.

IF YOU WOULD LIKE MORE INFORMATION ON ACES, JUST CALL (904) 285-5400.

NATION'S #1 ASBESTOS COST ESTIMATING SOFTWARE PACKAGE



Asbestos Cost Estimating Software

DEVELOPED JOINTLY BY GTRI (Georgia Tech) and SAC Environmental, Inc.

ACES II Features:

- ☆ No Asbestos / Computer Experience Needed - User Friendly
- ☆ Answer Questions on Screen
 - ACES Delivers the Removal Price Range in Seconds
- ☆ Unlimited Number of Separate Work Areas
- ☆ Unlimited Number of Separate Glove Bag Areas
- ☆ Eight Different Built In Material Locations To Choose From Plus Ability To Enter Other Non-Specified Area
- ☆ 3 Different Types of Asbestos Considered
- ☆ Used For Buildings (Occupied or Non-Occupied), Schools and Industrial Sites
- ☆ Cost Results Are Broken Down By Equipment, Material, Labor, Overhead, Profit Range And Consultants Fee's
- ☆ Enter The Number Of Days To Complete Job, ACES Tells The Number Of Workers Needed
- ☆ Allows The User To Perform 36 Different Jobs At Once
- ☆ Allows For Multiple Types Of Asbestos Containing Material In A Work Area
- ☆ Calculates Equipment Usage Based On Practices Followed In Larger Projects
- ☆ Allows For Multiple Shifts To Work On A Single Job
- ☆ Contains Sophisticated Calculations For Glove Bag Areas
- ☆ Screens Show Detail Price Breakdowns
- ☆ Detailed Report Print Out
- ☆ Complete Easy To Follow User Documentation
- ☆ Will Run On IBM PC Or Compatible Computers
- ☆ Will Run On PC Hard Disk or On Floppy High Density Drive
- ☆ Available in 5¼ Low Density, 5¼ High Density, and 3½ High Density Formats

ACES II \$4250⁰⁰



Georgia Tech
Research Institute



SAC Environmental, Inc.

SWRf/Asbestos 0409

To Order Call 1-800-782-3204

STAFF EDUCATION COURSES

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SAC employees routinely attend courses dealing with asbestos survey, AHERA regulations, testing, abatement, preparation of specs and drawings, management, medical, and legal aspects to remain abreast of changes in the asbestos industry.

A sample of courses attended by personnel include:

"Supervision of Asbestos Abatement Projects"

"Advanced Supervision of Asbestos Abatement Projects"

"Asbestos Abatement Project Monitoring"

"Innovative Techniques and Recent Developments - The Asbestos
"Building Survey/ Hazard Assessment"

"Managing Asbestos in Buildings"

"Sampling and Evaluating Friable Materials"

"Public Relations in Asbestos Industry"

"Building Survey/Hazard Assessment, AHERA"

"Managing Asbestos in Buildings"

"Respiratory Protection During Asbestos Abatement Removal"

"NIOSH 582 Air Monitoring"

Conferences:

SAC employees have since 1985, regularly attended conference held by the National Asbestos Council and have given seminar presentations at most of these conferences.

Faculty Speakers:

Georgia Institute of Technology
Texas A&M at Arlington
National Asbestos Council

Committee Member:

Chairman, National Asbestos Council's Survey, Design, and
Administration Committee
National Asbestos Council Journal's Editorial Review Board
National Asbestos Council's Nominations and Elections Comm.

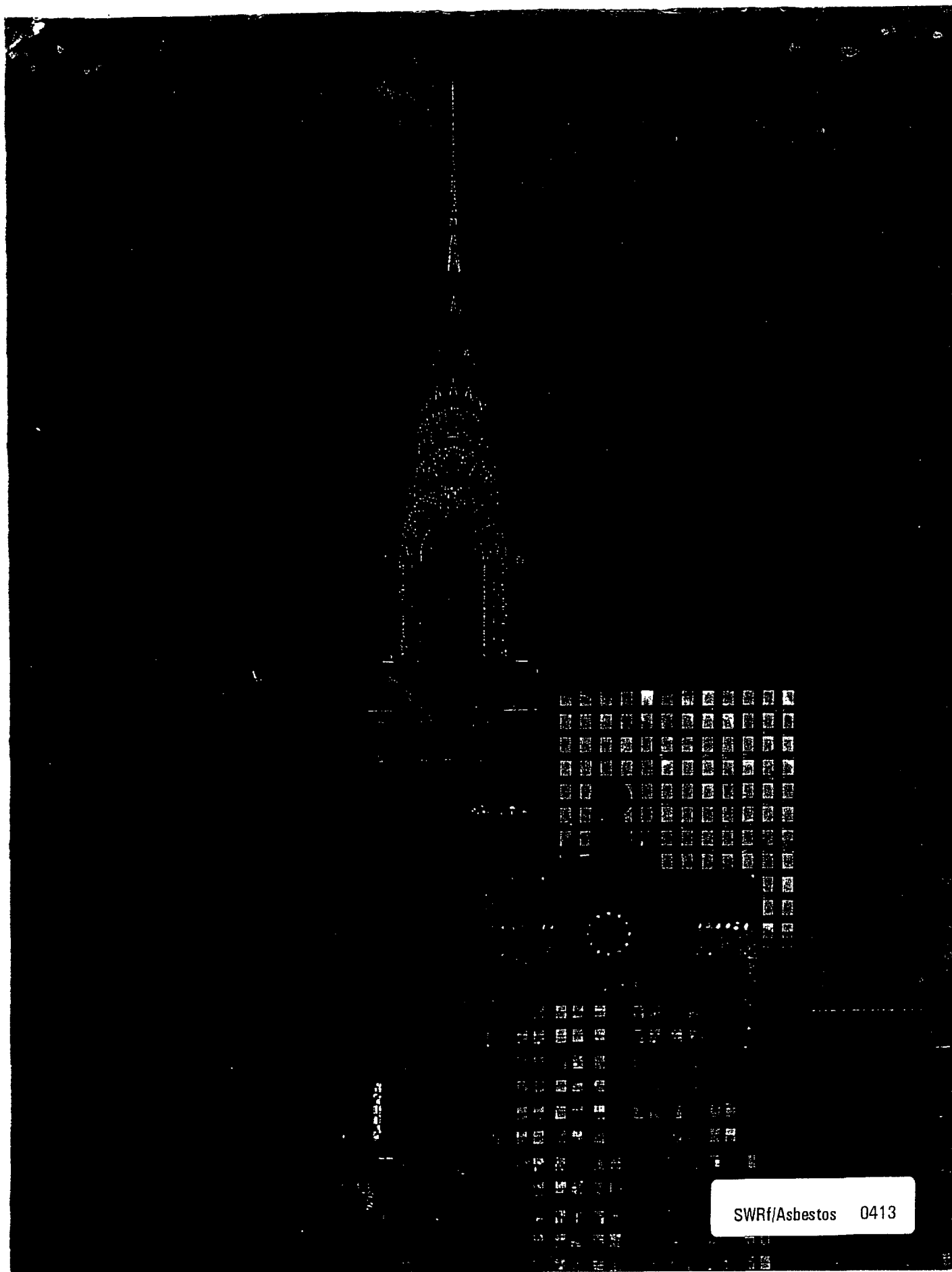


John T. Gresham
Assistant Director

JACKSONVILLE TAMPA BOCA RATON
ATLANTA BATON ROUGE DALLAS HOUSTON

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SWRf/Asbestos 0412



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