



PLAINTIFF'S EXHIBIT

BIR-1012

Memo To: J. Zilfi - RGA

From: R. C. Maloof - BBP

Subject: RELEASE TAPE ON ARCHITECT 80
AND FIREBIRD SHINGLES

Date: August 28, 1984

cc: W. D. Hollinghurst - RGA
W. C. Kinsey - BRM
R. J. Carlson - BBQ
J. W. Jackson - BBH

Joe, while we're at Shreveport, could Bill Hollinghurst have Dennis Kennedy calculate the cost of installing 1-3/4 inch mylar tape on our Architect 80 and Firebird shingles?

Bill Kinsey would like to install the tape on this product for quality reasons but would like to know the cost impact.

Waiting for your reply.

R. C. M.

RCM:VC

BIRD 014356



Memo To: R.C. Maloof - BBP

From: W.D. Hollinghurst - RGA

Subject: RELEASE TAPE ON ARCHITECT 80 AND
FIREBIRD SHINGLES

Date: August 30, 1984

cc: R.J. Carlson - BBQ
J.W. Jackson - BBH
D.T. Kennedy - RGA
W.C. Kinsey - BRM
J. Zilfi - RGA

Per your request, I have calculated the cost of installing 1-3/4" mylar tape on our Architect 80 and Firebird shingles. Bob Carlson has informed me that we probably would not make any changes to our current adhesive and soap solution formulas or usage. Therefore, I have only calculated the additional cost of the mylar tape.

Shreveport Division
Architect 80

80 strips/square @ 36"/strip - 2,880" or 240 Lin. Ft./Square

Usage per square (roofing machine)	240.0 Lin. Ft.
Component std. waste 2%	4.8 Lin. Ft.
Usage per finished square	244.8 Lin. Ft.

244.8 Lin. Ft. @ \$.8583/MLF = \$.210/Square

Charleston Division
Architect 80

80 strips/square @ 36"/strip = 2,880" or 240 Lin. Ft./Square

Usage per square (roofing machine)	240.0 Lin. Ft.
Component std. waste 4%	9.6 Lin. Ft.
Usage per finished square	249.6 Lin. Ft.

249.6 Lin. Ft. @ \$.8583/MLF = \$.214/Square

Wilmington Division
Architect 80

64 strips/square @ 39.375"/strip = 2,520" or 210 Lin. Ft.

210.0 Lin. Ft. @ \$.8583/MLF = \$.180/Square

Firebird

65 strips/square @ 39.375"/strip = 2,560" or 213.3 Lin. Ft.

213.3 Lin. Ft. @ \$.8583/MLF = \$.183/Square

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Usages are net roofing machine requirements and do not include any waste. I assumed the mylar tape would be installed at the roofing machine and, therefore, did include the standard component waste factors at Shreveport and Charleston. Current cost of 1-3/4" mylar tape is \$28.84/roll (33,600 Lin. Ft.) at all locations.

Please call me if you have any questions.

WDH:lcf

WM