

GRACE

Construction Products Division

PLAINTIFF'S EXHIBIT WRG-798

TO:

as of 4/1/86
 R. D. DRATNOL - CPD/ATLANTA
 A. B. Ganahl - CPD/Santa Ana
 M. G. Lopinto - CPD/Somerville
 W. C. McDaniel - CPD/Winter Park
~~R. A. Ploetridge - CPD/Atlanta~~
 R. A. Schivinski - CPD/Chicago

DATE: April 7, 1986

FROM:

J. S. Hamilton

SUBJECT: Customer Letters

cc:

R. L. Asher - CPD/Winter Park
 T. P. Felt - CPD/Santa Ana
 W. K. Rogers - CPD/Somerville
 B. C. Rugg - CPD/Atlanta
 J. I. Stone - CPD/Chicago
 R. C. Abernathy
 R. J. Bettacchi
 J. A. Danneker
 O. M. Favorito
 J. W. Hughes

D. M. Kirven
 P. E. Korenberg
 R. H. Locke
 B. J. Mees - CPD/Canada
 B. D. Pollock - CPD/Canada
 M. A. Stecyk
 Steve Venuti
 R. C. Walsh
 J. J. Worthington

Attached are four letters to use when answering customer inquiries concerning tremolite or commercial asbestos.

- Letter #1 should be routinely used to answer questions concerning the tremolite content of Monokote (MK-4 or MK-5). For inquiries on other vermiculite-based products, please contact me.
- Letter #2 is a standard answer to questions about MK-3 and should be accompanied by "Asbestos In Buildings" published by the Safe Buildings Alliance. Contact me about questions on other products which may have contained commercial asbestos and on more complex issues concerning MK-3.
- Letter #3 discusses both MK-3 and current Monokote products.

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PX DEP. EX. NO. 5
 FOR ID., AS OF 8/13/91

- Letter #4 is in response to competitive allegations concerning Monokote and the Greenville, S.C. trial.

Plan to use these letters on a routine basis until further notice. You'll note that the first paragraph is merely introductory and you can modify it as the situation warrants. Please copy me any time you use these letters and I welcome your comments and suggestions for improvements.



JSH/acd
Att.

J. S. Hamilton

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LETTER #1

GRACE

Construction Products Division

W.R. Grace & Co.
62 Whittemore Avenue
Cambridge, Mass. 02140

(617) 876-1400

Dear Mr.

This is in response to your recent inquiry concerning W. R. Grace & Co.'s MONOKOTE® fireproofing product.

Currently, all of GRACE's vermiculite-based products, including MONOKOTE, are manufactured without the addition of any commercial asbestos, and this has been true for more than twelve years. (EPA regulations permit spray-applied products to contain up to 1% commercially-added asbestos.)

Vermiculite is a naturally-occurring mineral, mined from deposits which may also have asbestiform tremolite containing rock. Except for trace amounts, the tremolite is removed in the processing of vermiculite. It is this processed vermiculite which is used in all of our finished vermiculite-based products, including MONOKOTE.

Since the introduction of MONOKOTE MK-4 and MK-5 to the marketplace, in 1973, we have had the products tested for asbestos content by independent testing laboratories. Attached are copies of the four most recent analyses; two were completed by the Environmental Science Laboratories of Mt. Sinai Hospital and two by Arthur D. Little, Inc. These results are consistent with those obtained over the past twelve years. Based on all of these tests, and the expert opinion of those who have conducted the tests, we believe MONOKOTE should be considered asbestos-free.

In addition to performing analyses of finished products, we also perform air sampling tests to determine possible concentration of airborne fibers to which workers may be exposed under job-site conditions. In our most recent tests, all measurements showed airborne fiber concentrations significantly below current and proposed OSHA permissible exposure and action levels and, in fact, below statistically reliable levels. As a result, we believe that when our products are used in accordance with instructions, they pose no unreasonable health risk.

I trust that the information provided in this letter will enable you to use GRACE products with the same confidence in their safety and performance as you have in the past.

Sincerely,

10005784

GRACE

LETTER #2

Construction Products Division

W R. Grace & Co.
62 Whittemore Avenue
Cambridge, Mass. 02140

(617) 876-1400

Dear Mr.

I am writing you regarding W. R. Grace & Co.'s MONOKOTE®-3 fireproofing product.

Prior to 1973, W. R. Grace & Co. produced a fireproofing material, MONOKOTE-3, which did contain commercially-added asbestos. However, MONOKOTE-3 should not be confused with those products which were formulated with high asbestos contents (up to 90%) and were air sprayed to form a low density, fluffy, lightly-bound mat. By contrast, MONOKOTE-3 contained approximately 12 - 13% chrysotile asbestos and was combined with water on the job site to produce a dense, cementitious, plaster-type mixture which firmly bonded to the surface to which it was applied. The asbestos fibers are encapsulated in the plaster matrix, and if undamaged, are not subject to release into the environment.

In deciding on an appropriate course of action when dealing with asbestos-containing materials, one should consider the type of product used, the physical condition of the in-place material, and the vulnerability of the material to physical damage. For that reason, I have included a copy of Asbestos In Buildings, published by the Safe Buildings Alliance. It discusses rational, scientific approaches to buildings with asbestos-containing materials.

I hope this information is useful. If you have any further questions, please feel free to call me.

Sincerely,

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GRACE

LETTER #3

Construction Products Division

W R. Grace & Co.
62 Whittemore Avenue
Cambridge, Mass. 02140

(617) 876-1400

Dear Mr.

This is in response to your recent inquiry concerning W. R. Grace & Co.'s MONOKOTE® fireproofing products.

Prior to 1973, W. R. Grace & Co. produced a fireproofing material, MONOKOTE-3, which did contain commercially-added asbestos. However, MONOKOTE-3 should not be confused with those products which were formulated with high asbestos contents (up to 90%) and were air sprayed to form a low density, fluffy, lightly-bound mat. By contrast, MONOKOTE-3 contained approximately 12 - 13% chrysotile asbestos and was combined with water on the job site to produce a dense, cementitious, plaster-type mixture which firmly bonded to the surface to which it was applied. The asbestos fibers are encapsulated in the plaster matrix, and if undamaged, are not subject to release into the environment.

In deciding on an appropriate course of action when dealing with asbestos-containing materials, one should consider the type of product used, the physical condition of the in-place material, and the vulnerability of the material to physical damage. For that reason, I have included a copy of Asbestos In Buildings, published by the Safe Buildings Alliance. It discusses rational, scientific approaches to buildings with asbestos-containing materials.

Currently, all of GRACE's vermiculite-based products, including MONOKOTE MK-4 and MK-5 are manufactured without the addition of any commercial asbestos, and this has been true for more than twelve years. (EPA regulations permit spray-applied products to contain up to 1% commercially-added asbestos.)

Vermiculite is a naturally-occurring mineral, mined from deposits which may also have asbestiform tremolite containing rock. Except for trace amounts, the tremolite is removed in the processing of vermiculite. It is this processed vermiculite which is used in all of our finished vermiculite-based products, including MONOKOTE.

Since the introduction of MONOKOTE MK-4 and MK-5 to the marketplace in 1973, we have had the products tested for asbestos content by independent testing laboratories. Attached are copies of the four most recent analyses; two were completed by the Environmental Science Laboratories of Mt. Sinai Hospital and two by Arthur D. Little, Inc. These results are consistent with those obtained over the past twelve years. Based on all of these tests, and the expert opinion of those who have conducted the tests, we believe MONOKOTE should be considered asbestos-free.

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In addition to performing analyses of finished products, we also perform air sampling tests to determine possible concentration of airborne fibers to which workers may be exposed under job-site conditions. In our most recent tests, all measurements showed airborne fiber concentrations significantly below current and proposed OSHA permissible exposure and action levels and, in fact, below statistically reliable levels. As a result, we believe that when our products are used in accordance with instructions, they pose no unreasonable health risk.

I trust that the information provided in this letter will enable you to use GRACE products with the same confidence in their safety and performance as you have in the past.

Sincerely,

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GRACE

Letter #4

Construction Products Division

W R Grace & Co.
62 Whittemore Avenue
Cambridge, Mass. 02140

(617) 876-1400

Dear Mr.

I understand certain competitors to GRACE have recently supplied you with information concerning a court case in South Carolina and through implication, have made false statements concerning our current MONOKOTE® fireproofing products. I'd like to provide you with the facts about the case, as well as assure you that our current products were in no way connected with this trial.

A jury in Greenville, S. C., awarded \$8.4 million in damages to the City of Greenville in a trial against Grace. The city claimed that Grace was negligent in its sale of MONOKOTE-3, which occurred in 1971-1972. This jury verdict has been reported in The Wall Street Journal, the New York Times and we're sure other newspapers. Since the stories only mention "MONOKOTE" and do not distinguish between MK-3 and MK-4 or MK-5, there may be confusion on the part of our customers.

Prior to 1973, W. R. Grace & Co. produced a fireproofing material, MONOKOTE-3, which did contain commercially-added asbestos. However, MONOKOTE-3 was a "second generation" cementitious fireproofing material designed as an alternative to fibrous, high-asbestos content materials. MONOKOTE-3 should not be confused with those products which were formulated with high asbestos contents (up to 90%) and were air sprayed to form a low density, fluffy, lightly-bound mat. By contrast, MONOKOTE-3 contained approximately 12 - 13% chrysotile asbestos and was combined with water on the job site to produce a dense, cementitious, plaster-type mixture which firmly bonded to the surface to which it was applied. The asbestos fibers were encapsulated in the plaster matrix, and if undamaged, are not subject to release into the environment.

Although MK-3 is an asbestos-containing material, its presence in a building poses no unreasonable risk of injury to building occupants. (In the case of Greenville, the city did not plan immediate removal of the MK-3, indicating that they also did not believe there was a risk.) We believe that the verdict is not supported by the law and the facts, and we will appeal.

As for our current products, specifically GRACE's vermiculite-based products including MONOKOTE, they all are manufactured without the addition of any commercial asbestos, and this has been true for more than twelve years. (EPA regulations permit spray-applied products to contain up to 1% commercially-added asbestos.)

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Vermiculite is a naturally-occurring mineral, mined from deposits which may also have asbestiform tremolite containing rock. Except for trace amounts, the tremolite is removed in the processing of vermiculite. It is this processed vermiculite which is used in all of our finished vermiculite-based products, including MONOKOTE.

Since the introduction of MONOKOTE MK-4 and MK-5 to the marketplace in 1973, we have had the products tested for asbestos content by independent testing laboratories. Attached are copies of the four most recent analyses; two were completed by the Environmental Science Laboratories of Mt. Sinai Hospital and two by Arthur D. Little, Inc. These results are consistent with those obtained over the past twelve years. Based on all of these tests, and the expert opinion of those who have conducted the tests, we believe MONOKOTE should be considered asbestos-free.

In addition to performing analyses of finished products, we also perform air sampling tests to determine possible concentration of airborne fibers to which workers may be exposed under job-site conditions. In our most recent tests, all measurements showed airborne fiber concentrations significantly below current and proposed OSHA permissible exposure and action levels and, in fact, below statistically reliable levels. As a result, we believe that when our products are used in accordance with instructions, they pose no unreasonable health risk.

I trust that the information provided in this letter will enable you to use GRACE products with the same confidence in their safety and performance as you have in the past.

Sincerely,

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