PLAINTIFF'S EXHIBIT USM-198

C3624

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Project #A508

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Low Cost Asbestos

During the past year, we have been evaluating various grades of asbestos which are lower in cost than the current 5D asbestos now used, in an effort to reduce raw material costs for CAFCO. This included three different grades submitted by Carey Asbestos and one grade submitted by Lake Asbestos. The Lake Asbestos grade 5Z5 asbestos was the only one completely evaluated because of its low price - approximately $100.00 per ton F.O.B. This calculated to represent a saving of approximately $ 13.00 per ton of CAFCO BLAZE-SHIELD.

The evaluation consisted of testing a 100 lbs. bag, a 1 ton lot, a truck load followed by a second truck load.

Grade 5Z5 Asbestos is as easy to use as a raw material as is the regular 5D, mixes and bags equally as well, and in the bag shows no difference in color or appearance. Both the asbestos and the blended CAFCO resulted in the same sieve analysis, bulk density, etc. In spraying, no difference is found from an application technique or from its tamped appearance. Both products have approximately the same wet and dry strength characteristics, and as BLAZE-SHIELD when dry look completely alike.

Since the major requirement is for BLAZE-SHIELD and its critical factor is normally coverage, a series of tests were conducted in the field to determine coverage.

1. At a field test on the Public Safety Building, Niagara Falls, where CAFCO BLAZE-SHIELD is being applied by Collum Acoustics to cellular decks and steel beams, the two full scale bays tested resulted in a coverage of .95 lbs. per board foot.

2. At the CELL/FOAM building, using 500 lbs. of material, the BLAZE-SHIELD with 5Z5 asbestos, had a coverage of 1.01 lbs. per board foot as compared to regular BLAZE-SHIELD at 1.06 lbs. per board foot.

3. At the Hippodrome job being applied by Colletti, BLAZE-SHIELD with the 5Z5 asbestos resulted in a coverage of 1.13 lbs. per board foot as compared to 1.10 lbs. per board foot for CAFCO with 5D asbestos.

In addition, truck loads each have been shipped to Colletti, Stebbing, and Florida Insulation, but these jobs were not evaluated. No adverse comments were received.

We are therefore recommending that Lake Asbestos 5Z5 asbestos may be used in lieu of 5D for CAFCO BLAZE-SHIELD; since this grade is equal to or better than the 6D asbestos currently used in HEAT-SHIELD and the price is the same, we recommend that 5Z5 may also be used in HEAT-SHIELD. Though little testing has been done using this asbestos in SOUND-SHIELD, we expect it to perform no differently than regular 5D and therefore recommend its use here, with the caution that the 5Z5 and 5D asbestos not be used for the same job, as there may be some difference in shade when the SOUND-SHIELD dries out.

In view of the above, we are changing Specification 95-1-1 to include Lake Asbestos 5Z5 as asbestos for CAFCO.

FMS/ec
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