

BFGoodrich

The BFGoodrich Company
Chemical Group
6100 Oak Tree Boulevard
Cleveland, Ohio 44131
(216) 447-6001

Gregory L. Rutman
Staff Vice President,
Assistant General Counsel
and Assistant Secretary

VIA CERTIFIED MAIL RETURN RECEIPT REQUESTED

January 12, 1993

Mr. Gary Batz, President
Fike Corporation
704 South 10th Street
Blue Springs, Missouri 64015

Dear Mr. Batz:

Regrettably, I must inform you of a situation which has arisen between our corporations, and ask that you insure that your corporation cease and desist from making disparaging remarks about BFGoodrich's product, PVC (polyvinyl chloride).

Fike Protection Systems, a division of your corporation, has been advertising an HCl Detection System in a fashion which appears to make false and misleading statements and is causing financial harm to our products. I am attaching a copy of the advertisement to this letter.

We have been in contact with your Mr. Scott McSpearar asking for your proof regarding three specific statements:

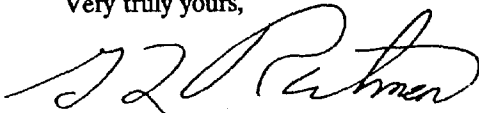
1. The definition or basis for describing HCl as "highly" toxic and corrosive;
2. A reference for the alleged AMA position, and;
3. The basis of the reference to the greater than 60% conversion of PVC to HCl.

To date we have had no response, since, as expected, we believe there is no truthful basis for those statements.

We must therefore demand that you take immediate action to cease and desist from making untrue statements about BFGoodrich's PVC product, and specifically delete the offending references from all literature, sales advertisements and communications.

Please confirm to me in writing that these steps will be immediately taken.

Very truly yours,



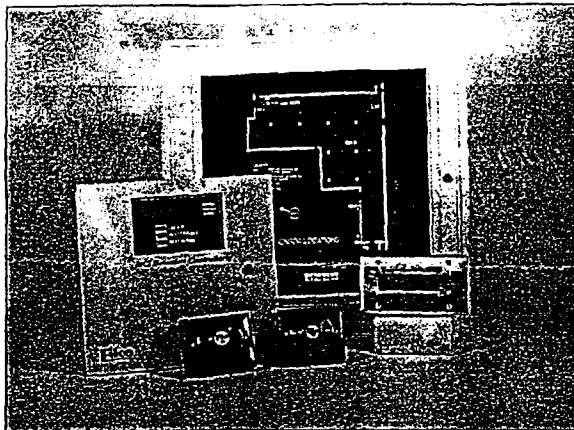
cc: M. Marshall, B. Hinderer, W. Ban

BFG16045

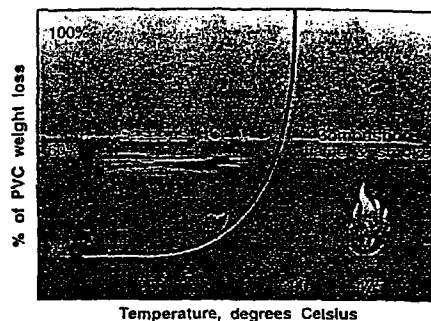
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Early Warning Corrosive Gas Detection

from Fike



The Fike HCl Detection System provides early warning of Polyvinyl Chloride (PVC) thermal breakdown — breakdown that produces corrosive, toxic Hydrogen Chloride (HCl) gas and warns of a potential fire hazard.



Over 60% of PVC weight converts into corrosive HCl gas before combustion occurs!

THE PROBLEM

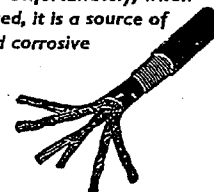
FACT: Hydrogen Chloride (HCl) gas is emitted into the air as a by-product of the overheating of Polyvinyl Chloride (PVC) wire insulation.

FACT: HCl is a highly corrosive, highly toxic gas that is very damaging to sensitive electronics. In fact, experts studying the Hinsdale telecommunications disaster have determined that HCl gas, along with smoke, caused most of the equipment damage. What's more, the American Medical Association has stated that Polyvinyl Chloride is one of the most serious health hazards encountered by firefighters due to the HCl gas it emits during the combustion process.

FACT: Over 60% of PVC weight is converted into HCl gas *before* actual combustion occurs.

FACT: For example, a typical 30,000 line Central Office has approximately 12,000 pounds of PVC insulation. This means that well over three and a half tons of PVC can be converted into corrosive, toxic HCl gas before a fire actually breaks out!

PVC is a common wire insulating material. Unfortunately, when overheated, it is a source of toxic and corrosive HCl gas.



THE SOLUTION

FACT: Fike Protection Systems, a leader in special hazards fire protection, has an answer: HCl Corrosive Gas Detection. This one-of-a-kind detector senses corrosive HCl gas in the earliest stages of thermal decomposition, well before flames or smoke are visible and much faster than conventional methods.

FACT: You should call Fike today to learn more about this revolutionary new concept in facilities protection!

Fike
Protection Systems
Division Fike Corporation

For information circle 222

704 South 10th Street • Blue Springs, Missouri 64015 • (816) 229-3405 • Telefax (816) 229-4615

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