

# MEMORANDUM

cc: BB- Mr. Mein  
BBB- Mr. Adams  
BBB- Mr. Russell  
→BBB- Mr. Weaver

In Reply to \_\_\_\_\_ Date 9/30/71 From BBQ To BB- Mr. Conrad  
Subject REINFORCED ASBESTOS FLASHING

PLAINTIFF'S EXHIBIT

BIR-788

The following is in answer to Mr. Russell's memo of 9/14/71 on the above subject regarding an experimental run of Asbestos Reinforced Flashing at FB, and requesting a specification.

As stated by Mr. Russell, the felt would be #455 Nicosat from Nicolat Industries which is a 15# Asbestos Felt (10x10 glass reinforced). This would be saturated and then coated both sides and surfaced with #36 Talc on the face and #42 Talc Slurry on the back. The glass scrim would be on the top side and the coating should be distributed two-thirds on the top or face and one-third on the back. The material should be wound into rolls 36" wide and 36' long and wrapped in a plain wrapper with "Reinforced Asbestos Flashing" stencilled on the wrapper.

This product should weigh approximately 65.0 lbs. per 100 sq. ft. roll. The materials per unit would be as shown below:

| <u>Materials</u>                           | <u>Lbs./100 Sq. Ft. Roll</u> |              | <u>Lbs./100 sq. ft.</u> |
|--------------------------------------------|------------------------------|--------------|-------------------------|
|                                            | <u>Net</u>                   | <u>Gross</u> |                         |
| 15# Asbestos Felt (10x10 glass reinforced) | 16.2#                        | 17.2#        | 15.0#                   |
| Saturant (50%)                             | 8.1                          | 8.3          | 7.5                     |
| Coating Asphalt                            | 19.0                         | 19.6         | 17.6                    |
| Filler (50%)                               | 19.0                         | 19.6         | 17.6                    |
| #36 Talc                                   | 2.3                          | 2.5          | 2.1                     |
| #42 Talc                                   | 0.2                          | 0.2          | 0.2                     |
| Weight/roll                                | 64.8#                        |              |                         |
| Finishing Materials                        | 0.2                          |              |                         |
| Shipping Weight                            | 65.0#                        |              |                         |

Will you please let me know when you will schedule a trial run. If I can be of any help, please let me know.

*CAH*

CAH:mas/rp

cc: Mr. R. E. Heim-BB  
Mr. L. W. Weaver-BBH ✓  
Mr. J. D. Conrad-MB

MEMORANDUM

BBB

In Reply to \_\_\_\_\_ Date 9/14/71 From F. Lee Russell To Mr. C. A. Homan-BBQ

Subject REINFORCED ASBESTOS FLASHING

Mr. Heim has stated his desire to proceed with an experimental run of the Asbestos Reinforced Flashing on Nicolets #445 Nicosat Reinforced by a Fibreglas Scrim.

Mr. Heim has further suggested that due to the machine backlog and other areas that we purchase approximately two rolls of this material and make an experimental run with it in Norwood. To do this, I am sure that we must have a specification for the plants to comply with in order to make this product.

Please call me if you need any assistance.

FLR:JK

## MEMORANDUM

cc: L. Weaver ✓  
C. Homan

in Reply to \_\_\_\_\_ Date 8/18/71 From F. Lee Russell To R. E. Heim  
Subject REINFORCED ASBESTOS FLASHING

As per our discussion concerning the reinforced flashing, the Nicolet Industries have informed us that their number 455 Asbestos Reinforced with a fiberglass scrim is available to us as a base to manufacture the subject Flashing material.

This is the same base material that the Celotex Division, Jim Walter Corporation manufactures their AB#20 Base Flashing Sheet on. In researching the trade I have found that this material is as acceptable, if not more so, than the reinforced asbestos flashing as manufactured by Johns-Manville and the Ruberoid Company.

Mr. Davis of the Nicolet Company has quoted a price of \$4.40 per hundred square foot F.O.B. their plant in Ambler, Pennsylvania.

The selling price on this type material to roofing contractors is approximately \$10.00 per square. To wholesalers there is a 5% discount, approximately \$9.50 to wholesalers.

As you can see from the above figures there should be an approximate 35 to 40% gross profit mark up on this material.

We should be able to sell at least 50,000 rolls of this material the first year we actively solicit business with this product.

Below is an approximate break-down as to what each Division should be able to sell:

1. Charleston - 12,500 rolls
2. Pacific Division - 12,500 rolls
3. Shreveport - 10,500 rolls
4. Perth Amboy - 8,500 rolls
5. Norwood - 6,000 rolls

Total 50,000 the first year we actively solicit business for this product.

We definitely need this material as an addition to our Built-Up Roofing Product line, because as you know from your experience, flashings are the most vulnerable part of a Built-Up Roof and I am not entirely satisfied with our present flashing system.

FLR:en