



Intumescent Monthly

A monthly report of products, projects and ideas for Albi fireproofing applications

The new Albi website is now live! Visit us at www.albi.com

The goals of the site are to educate, provide technical information and, above all, market the Albi product line. Like all websites, it's a constant work in progress. Additional information is being added daily. Hopefully, a potential customer will be able to find answers to basic questions before they place an order. We encourage all of you to peruse the site and give us your thoughts.

Company News:

New York City is the happening place for fireproofing. We currently have three major jobs underway in the Big Apple. The first involves Albi Clad 800 being applied to a 100 year old overpass for the Long Island Railroad. To date, two contractors have put down 9,700 gallons of exterior fireproofing with more on the way.

We've got another job involving about 3,000 gallons of Albi Clad TF in the Bronx as well as a sizable DriClad job in Manhattan.

The partnership between Albi and PPG continues to grow and produce positive results. We have seen increased sales volume in the past month compared to the previous three months combined. Additionally, we have more ongoing projects which should result in more sales opportunities in the second quarter.

Training:

Albi and PPG have continued to work together training the PPG sales force. Training sessions have been conducted in Chicago for the PMC reps. We also conducted a teleconference sales training meeting for the reps in the upper Midwest. We have just concluded sessions for the stores in the Louisville, KY area and the Architectural Coatings Group - West Sales Zone in Las Vegas. Presently, training sessions are taking place in Reading, PA and Bogota, Columbia. Next week, we will be 'training the PPG training team' in Atlanta, GA.

Sales Literature:

PPG PMC reps can access Albi/PPG literature through the PPG SMART ordering system. Below is the link. Literature can also be obtained through your PMC rep.

<https://www2.orderfront.com/PPGPMC/Login.aspx?ReturnUrl=%2fppgpmc%2fDefault.aspx>

Architectural Coatings should contact their Zone Sales Managers for literature.

Case Histories:

One of this month's case histories features an animal feed facility that used Albi DriClad for a roof deck (as opposed to spray cementitious fireproofing) and Albi Clad TF for the interior support structure. The other features DriClad being used in the renovation of previously primed and painted columns.



Case History

Job Name: Animal Feed Process Facility

Job Location: Chicago Heights, IL

Job Date: April 2013 – July 2014

Contractor: Midwest Fireproofing LLC

Albi Products Used: Albi Clad TF, Albi DriClad

This project was a new construction of an animal feed processing plant. Albi Clad TF was applied to the structural columns and braces in order to achieve a 1 hour rating. TF was chosen because of its clean aesthetic appearance providing a smooth, durable and easily cleaned surface.

For the roof beams and deck, Albi DriClad was an ideal solution. Aside from having a much cleaner look than SFRM, DriClad eliminated the need for masking off the surrounding areas, thus allowing all other work to continue during installation. As a result the production schedule was shortened.



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Case History

Job Name: Metro North Railroad, GrayBar Building

Job Location: New York City

Job Date: January 2014

Albi Product Used: Albi DriClad

Metro North Railroad headquarters are located in the GrayBar building at Grand Central Station. The renovation consisted of a total fit out that required a four hour rating on all the vertical structural steel columns. These columns posed an interesting problem as they are 100 years old and previously painted. Per Underwriter's Laboratories, Inc., painted steel requires the use of metal lath attached to the structural steel prior to the spray application of SFRM. Albi DriClad fireproofing board is classified by UL with fire resistance ratings for up to four hours. Since Albi DriClad is mechanically affixed to itself in a box configuration, it eliminated the required need for metal lath. In addition, the Albi DriClad installs dry, eliminating wet mix, water, and overspray. Moreover, the installation of Albi DriClad does not disrupt the production schedule due to spraying of cementitious fireproofing. All of these attributes resulted in significant cost savings in comparison to the SFRM.



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