



Intumescent Monthly

www.albi.com

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

Intumescent Fireproofing Worksheet:

We have developed a new sales tool when selling any project requiring intumescent fireproofing. This worksheet lists all of the information required for providing a thorough, accurate estimate. Thus far, the feedback received has been very positive.

<http://albi.com/fireproofing-worksheet>

Company News:

Big River Sales, Albi's rep in the upper Midwest, and PPG have been working together on a number of projects. That work is already paying dividends. Jobs awarded thus far include Ingersoll Square (450 gallons) and YMCA Wellmark (100+ gallons).

Albi /PPG Product Training:

We have scheduled Albi / PPG product training sessions in Des Moines, IA and Omaha, NE in June. Plans are also in the works for more training sessions in July with the PMC group. If you are interested in Albi product training, please let your sales manager and PMC rep know.

Featured Albi Product:

Albi Cote FRL is our water based, interior intumescent fire retardant paint. FRL provides a Class A rating with the most efficient coverage rate (one coat at 225 sq. ft./gallon) of any UL listed fire retardant paint. It has a flame spread of 25 or less and smoke development of 50 or less. Competitive fire retardant paints typically require two coats at 100 to 150 sq. ft./gallon per coat for a Class A rating.

Featured Equipment:

The Graco Mark IV was used to apply Albi Clad TF in both of this month's case histories. We also use it in our fire test lab. The Mark IV is an airless texture sprayer with a capacity of 1.25 gallons per minute. For Albi Clad TF and Albi Clad FP, it is an excellent choice for an airless sprayer.

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:

This month's case histories come from two ongoing projects in New York City using Albi Clad TF.



Case History

Job Name: PS 437
Job Location: Brooklyn, NY
General Contractor: Silverite Construction, Hicksville, NY
Job Date: March 2014
Product Used: Albi Clad TF

Description of Job:

This project is the first of three public schools in Brooklyn and Queens. All three schools are estimated to use a total 7000 gallons of Albi Clad TF combined.

This job was a team effort between our estimator and our Eastern Region VP of Sales. The general contractor was trained at our facility, along with some on-sight support during the initial phase of the project. This project is an excellent example of the coordinated teamwork necessary in selling many fireproofing projects.

The job called for 200+ mils of fireproofing. The customers very pleased with the final finish appearance and overall application.



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Case History

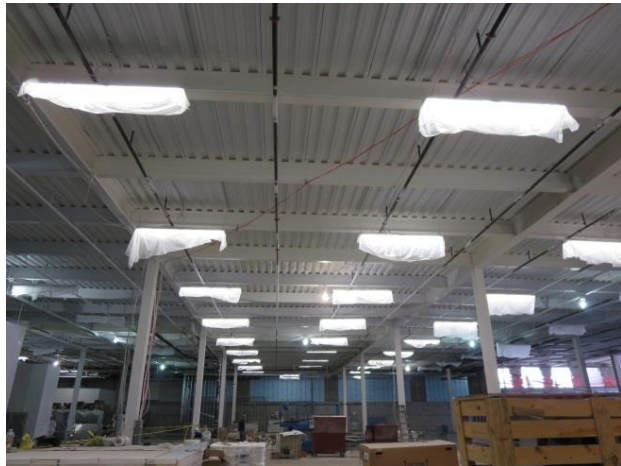
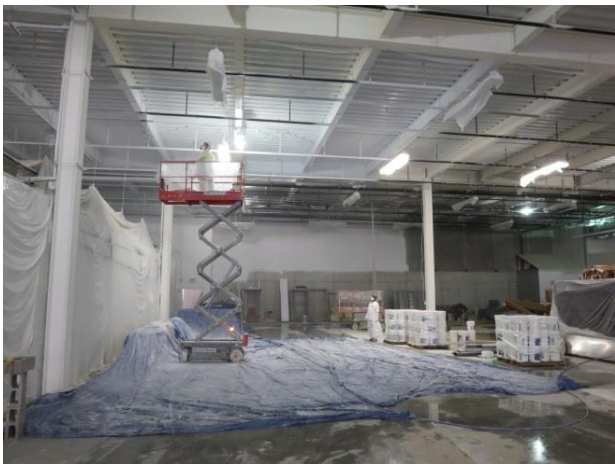
Job Name: Riverdale BJ's Store
Job Location: Bronx, NY
Subcontractor: FCS - Mountainside, NJ
Job Date: January 2014
Product Used: Albi Clad TF

Description of Job:

The job called for 12,000 gallons of Albi Clad TF. The store is typical of a big box retail configuration. The Albi Clad TF was applied to all exposed wide flange steel columns and beams for a two hour rating.

The negotiations for this project were conducted simultaneously with the owner/developer and general contractor over the course of two years. During negotiations we had the opportunity to recommend an approved Albi applicator, FCS, who we knew was well suited for this particular project.

As of May 20, 2014, the project is ongoing with completion estimated to be the fall of 2014.



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