



Ranjit Sen
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Date: 2/8/2000

Subject: Results from tests of Picklex® 20 for steel and Galvanized steel products.

After months of testing and use in production, I wanted to take a moment to tell you how impressive your products have been to our staff in Cullman.

As you are aware of the fact that, we do extensive ASTM B117 salt spray tests at our facility in Huntsville. Our samples that were treated with Picklex® 20, passed and exceeded the required 132 hrs of salt spray with no bleed out. We also have run identical tests for galvanized products, with same kind of result. As a result, on one product line, we have replaced both Hot Dip Galvanizing and Zinc Phosphate treatment with just Picklex® 20, prior to prime and paint. Also, we are working with the Government, trying to remove hot dip Galvanizing on further contracts.

The other one that was a big surprise, how big an impact Picklex® 20 has made to our production area. As you know that, we purchase the piece parts from numerous sub contractors, these being normal mill run "I" beams, "T" beams, rectangular tubing and plate, where we have rust and mill scale problems. At first I had a hard time justifying this product because of the recurring costs, but here are the results. We no longer grind and wire brush the mill scale and surface rust; we just shoot it with Picklex® 20. We also do not have to carry anti-splatter and nozzle spray, because no weld splatters form when welding is done on Picklex® 20 coating. In one area, we have tubing that have rust in 3/4" cut hole, where we used to wire-brush each, on thirty-six holes per beam @ twenty minutes per beam. Now we just spray Picklex® 20 and weld. Another impressive time saver was after Plasma cut, a full length of two twenty foot "I" beams attached to a major weldment. This used to take two men for one half-hour, with wire brushes, needle guns and grinders. After using your product, most comes off with an air hose or just wiping with a glove.

I really could go on and on about time and labor that we are saving, but I'm telling you, what you were telling me when I first tried your products.

I want to thank you again, for making me aware of your product. I've been telling other ME's, with whom I have worked over the years, and I'm sure they will also have the same kind of results.

Sincerely,

A handwritten signature in black ink, appearing to read 'Lee Smith', is written over a horizontal line.

Lee Smith
Senior Manufacturing Engineer Specialist