

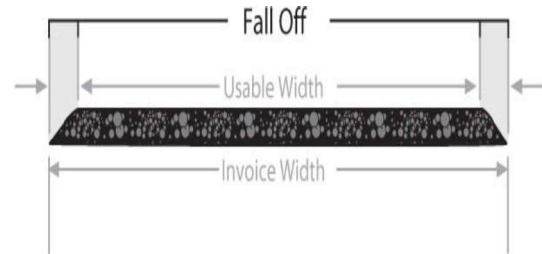
**About this Helpful Hint**

This "Helpful Hint" is intended to explain the yield policy for full width untrimmed rolls.

**Fall Off**

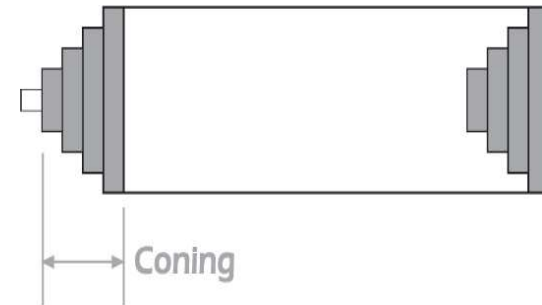
The first factor is rather simple. It represents the loss incurred from a liquid being turned into a sponge-like foam. We refer to this loss as "fall off". Fall off will occur on both ends (cross machine direction) of the material. The amount of fall off will change with the thickness of the material. The thinner the product the less the fall off. The thicker the product the more fall off.

Please reference Gaska Tape's "PVC Foam Manufacturing Tolerances" publication for yield specifications.



**Coning**

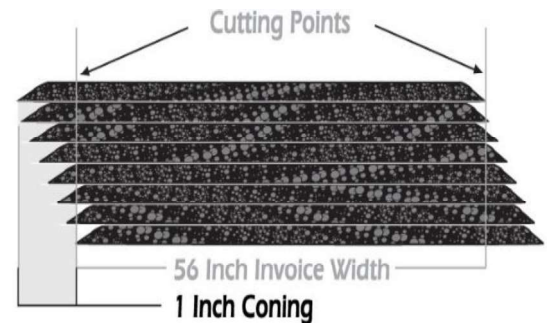
The second yield factor is called "Coning". It can occur when product without exposed adhesive is stood on end. Coning occurs primarily during transit. Material must be wrapped as tightly as possible to prevent coning. This must be corrected before cutting otherwise you may experience loss of yield. A simple corrective action can be to turn the log over and stand it on the other end, or push the core back in line with the material.



**Walking**

The third yield factor is caused by another type of coning called walking. We have improved our manufacturing process by adding "edge guide equipment" to reduce the loss incurred by walking.

A common misunderstanding about yield is to think that the loss is double the amount coned. This is not true. Let's assume you receive a log cast as 56 inches wide with 1-inch of coning. Looking at this you might first think you have loss at both ends. In reality, you only have loss at one end or the other. As you can see from the drawing, at any given time there are 56 inches of cast material. Please notice there is only 1-inch of loss on any given layer.



Please feel free to contact us if you have any questions.