

POLYGLASS USA, INC.

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WATERPROOFING MATERIALS AND INSULATING SYSTEMS

Adds value!

October 4, 2007

To: POLYGLASS Distribution Partners
From: POLYGLASS USA, Inc.

RE: Rotation & Storage of Polystick and SA (Self Adhered) APP & SBS Membranes

We would like to thank all of you for support and cooperation for helping maintain and grow the POLYGLASS SA (Self Adhering) & Polystick membranes!

In our efforts to continue to provide leading edge technology to you, your customers and the market place, we are furnishing some simple reminders regarding the stacking, storage and rotation of the POLYGLASS SA & Polystick membranes.

- If you double stack any POLYGLASS product, Please use a separator (a piece of cut plywood) between stacked pallets. Taking this step will help eliminate "seam wrinkles" that can occur in the selvage areas of the membranes, when double stacking.
- Always remember to rotate your stock of POLYGLASS SA & Polystick products AND transitional {winter- summer grade} APP and SBS, as new loads of material are received. This is particularly important with Self Adhesive membranes and seasonal APP & SBS Torch products.
- All rolled goods and boxed materials are to be stood upright. They are not permitted to be laid flat. Lying of such will cause membranes to "flatten" and create difficulty for customers to unroll.
- Promoting the use of the SBS Modified Asphalt Adhesives/Sealants in the seam detailing is highly recommended. Such recommendation appears on the carton; your customer will appreciate knowing at the time of sale.
- Wherever possible, please take the time to assure that the SA & Polystick products are stored in warm, dry locations. It is even more helpful to recommend such to the end-users.

Satisfying your customer is the ultimate goal of POLYGLASS. By taking the time to follow these steps, we can continue to assure customers of a continued sense of satisfaction. These steps should also help ensure your inventory control and reduce product claims.

We understand the importance of your warehousing and we hope these recommendations reconfirm our commitment to working with you and enhancing our partnership.

Sincerely,

Rand McReynolds RRO
POLYGLASS USA, Technical & Warranty Supervisor