

Date: January 12, 2009
To: US Sales Force
From: Kyle Tierney
Re: Stonhard's Xpress Product Line

We have had AR (acrylic methyl methacrylate) products in our product line for many years. Our understanding of the challenges associated with the products limited the degree in which we promoted these products. Due to an increased understanding of the methyl methacrylate (MMA) chemistry, more resources and better knowledge on how to install it, where to sell it and how to effectively handle the installation concerns, we have re-branded and now introduce our new **Xpress** Technology. The products include Stontec Xpress (formerly Stontec ARF), Stonshield Xpress (formerly Stonshield ART) and introducing Stonclad Xpress.

All of the Xpress systems are chemical and stain resistant, designed for new construction and critical path projects and ideally suited for education, healthcare environments, retail, sports and entertainment venues. See the Product Data Sheets for details.

Stontec Xpress - Wear resistant flake system available in a low gloss finish and progressive color options.

Stonshield Xpress - Designer-friendly, textured floor system offering moderate slip resistance.

Stonclad Xpress - The Stonclad Xpress system is still being tested. A future tech bulletin will address the particulars of the product.

Xpress products utilize the unique MMA chemistry. When compared to other Stonhard products and chemistries, there are many exclusive advantages to this product as well as some matters that must be addressed during the quoting and selling of the system.

The Big Advantages

Really Fast Install Time - The Xpress products exhibit a quick cure time, with each layer curing in less than one hour (temperature dependent). This allows for installation in areas with extremely limited time frames and includes many commercial and retail markets where the installation can take place overnight (where the area is closed and can be reopened the next morning, ready for customers). New markets = new business.

Wide Temperature Window - The Xpress products can be installed in a wide temperature range between **20°F and 85°F**. The material can be applied in coolers, freezers and exterior applications without the added cost and time of raising air and slab temperatures. It's important to remember that the materials should still be stored in a warm area, between 60°F and 80°F before installation begins.

Recoating - Unlike many other chemistries, Xpress products bond very well to existing MMA chemistry systems. Minimal surface prep is required and the area needs to be clean and dry. The chemistry of the MMA achieves an excellent, chemical bond when applied over itself. Other chemistries require an aggressive prep because bonding is dependent on the profile achieved and a mechanical bond only.

On-site Measuring - This is a large departure for Stonhard; our company is known and highly regarded for our pre-weighed and prepackaged materials. The new Xpress product line involves measuring of the resins and catalyst on the jobsite. Due to on-site conditions (temperatures, area size), the amount of catalyst and resins used during the installation can vary. This allows for on-site adjustment of the materials in response to environmental conditions, material needs and installation timing. The unique chemistry of the Xpress products contributes to our ability to allow this degree of on site control over the products and still have tremendous confidence in the cure and overall performance of the system.

On-site Measuring - This is a large departure for Stonhard; our company is known and highly regarded for our pre-weighed and prepackaged materials. The new Xpress product line involves measuring of the resins and catalyst on the jobsite. Due to on-site conditions (temperatures, area size), the amount of catalyst and resins used during the installation can vary. This allows for on-site adjustment of the materials in response to environmental conditions, material needs and installation timing. The unique chemistry of the Xpress products contributes to our ability to allow this degree of on site control over the products and still have tremendous confidence in the cure and overall performance of the system.

Thickness – Both the Stontec and Stonshield Xpress systems are 3 mm thick, which is nearly **double the thickness of the old systems**. This provides an extremely resilient protective layer and meets the majority of specs for project bids.

Some Considerations

Hazardous Materials - The Xpress chemistry utilizes MMA resins, which are flammable. The catalyst material is a reactive oxidizer, so both require special handling protocol and jobsite set up and control.

Odor - Probably the biggest issue we will face with all Xpress projects will be odor control. The MMA chemistry has a very strong odor, which unless handled properly will affect the jobsite.

Safety Plan - When quoting an Xpress system, you will receive a memo that addresses the hazards of the products and the proper steps required to ensure bidding and installing the system safely. You will also receive a comprehensive Xpress Products Safety Plan to be reviewed by all parties once a project is secured. These items are also available by request at any time.

The introduction of the Xpress product line will allow us to penetrate markets that we have avoided in past. With proper education and organization, Xpress products are easy to install and provide the same benefits and great looks industries have come to know. Please contact me with any concerns or questions.

Stontec Xpress

Color	1/4" Flake	1/16" Flake
<i>Custom</i>	1030ARF	1030ARFS
<i>TBD</i>	1029ARF	1029ARFS
<i>Dakota Bronze</i>	1010ARF	1010ARFS
<i>White Platinum</i>	1011ARF	1011ARFS
<i>Santa Cruz</i>	1012ARF	1012ARFS
<i>Smoky Mountains</i>	1013ARF	1013ARFS
<i>Ivory Crest</i>	1014ARF	1014ARFS
<i>Shenandoah Buff</i>	1015ARF	1015ARFS
<i>Silver Sage</i>	1016ARF	1016ARFS
<i>Mojave Beige</i>	1017ARF	1017ARFS
<i>Diablo Trail</i>	1018ARF	1018ARFS
<i>Glacier Peak</i>	1019ARF	1019ARFS
<i>Blue Ridge</i>	1020ARF	1020ARFS
<i>Falls River</i>	1021ARF	1021ARFS

Stonshield Xpress

Color	System #
<i>Custom</i>	258AR
<i>TBD</i>	258ARU
<i>Steel Gray</i>	240AR
<i>Brick Red</i>	241AR
<i>Flagstone</i>	244AR
<i>Glacier</i>	245AR
<i>Cobalt</i>	246AR
<i>Driftwood</i>	248AR
<i>Ash</i>	253AR
<i>Nutmeg</i>	254AR
<i>Malt</i>	255AR
<i>Cypress</i>	260AR
<i>Acorn</i>	261AR
<i>Twilight</i>	262AR