

DATE: April 15, 2005

TO: FIRESTONE RED SHIELD EPDM CONTRACTORS
FIRESTONE SALES REPS AND DISTRIBUTORS

FIRESTONE BALLAST PAVER® NOW AVAILABLE!!

Although the demand for loose-laid ballasted systems has declined due to ballast shortages and increased wind design requirements, it continues to be the leading EPDM single-ply system of choice, accounting for over 40% of EPDM installations today. While the traditional gravel ballasted system is still widely used for large warehouse type structures, paver ballasted systems are on the increase for projects where high traffic, increased wind resistance or membrane protection is necessary. A combination of these three requirements is an ideal choice for *Firestone's new Ballast Paver*.

With the addition of the Paver Ballast System to the Firestone product offering, you can now offer a full-system warranty to your customers including the ballast for up to 15 years. Not only can you offer a full-system warranty, but increased wind warranties up to 150 miles per hour as well!! Whether you need a standard Red Shield Warranty or a 150 mph warranty, you can find all the information in the Firestone Ballast Paver Design Guide which is available on Firestone's website. There is no need to contact Firestone Roofing Solutions to discuss a project, simply follow the Design Guide. If there are any parameters that are not covered in the Design Guide, you will need to contact Firestone's Roofing Solutions Department for assistance. A Technical Information Sheet has been added to Firestone's Website for your submittal needs.

Warranty pricing varies by wind speed and warranty term. Firestone's website has been updated to include pricing for additional wind speed coverage from 72 to 150 mph.

There are two other components necessary for a successful ballast paver installation that Firestone will offer as well. They are 1) Firestone Ballast Paver clips and 2) Firestone Pavemat 600. To order either Ballast Pavers, the clips, or the mat contact your Firestone customer service representative. To make ordering simple, there is one set price nationwide. No regional price, no state price, just one price regardless of location, and NO FREIGHT charges for the 48 contiguous states on full truck orders.

Following is the pricing information for the three Ballast Paver components.

| | Size/Description | Color | Item Number | List Price |
|---------------------|-------------------------|----------------|--------------------|-------------------|
| Ballast Paver | 11-3/4" x 16-1/2" | Natural Gray** | W56RACPV01 | \$2.65/paver |
| Pavemat 600 | 12' -6" x 360' roll | Black | W5635890PV | \$756/roll |
| Ballast Paver Clips | 100 clips/box | Aluminum | W56RACPVCL | \$62/Box |

**Custom colors available are: Terra Cotta W56RACPVTC, Charcoal Gray W56RACPVCG Canyon Red W56RACPVCR and Sand W56RACPVSD. Custom colors list price is \$3.00/paver and may require lead times.

Should you have any questions, please contact your Firestone Sales Representative or Technical Coordinator at Firestone.

Best Regards,

Jim Jannasch
Product Deployment Manager