

Why Polycarbonate...Instead of FRP?

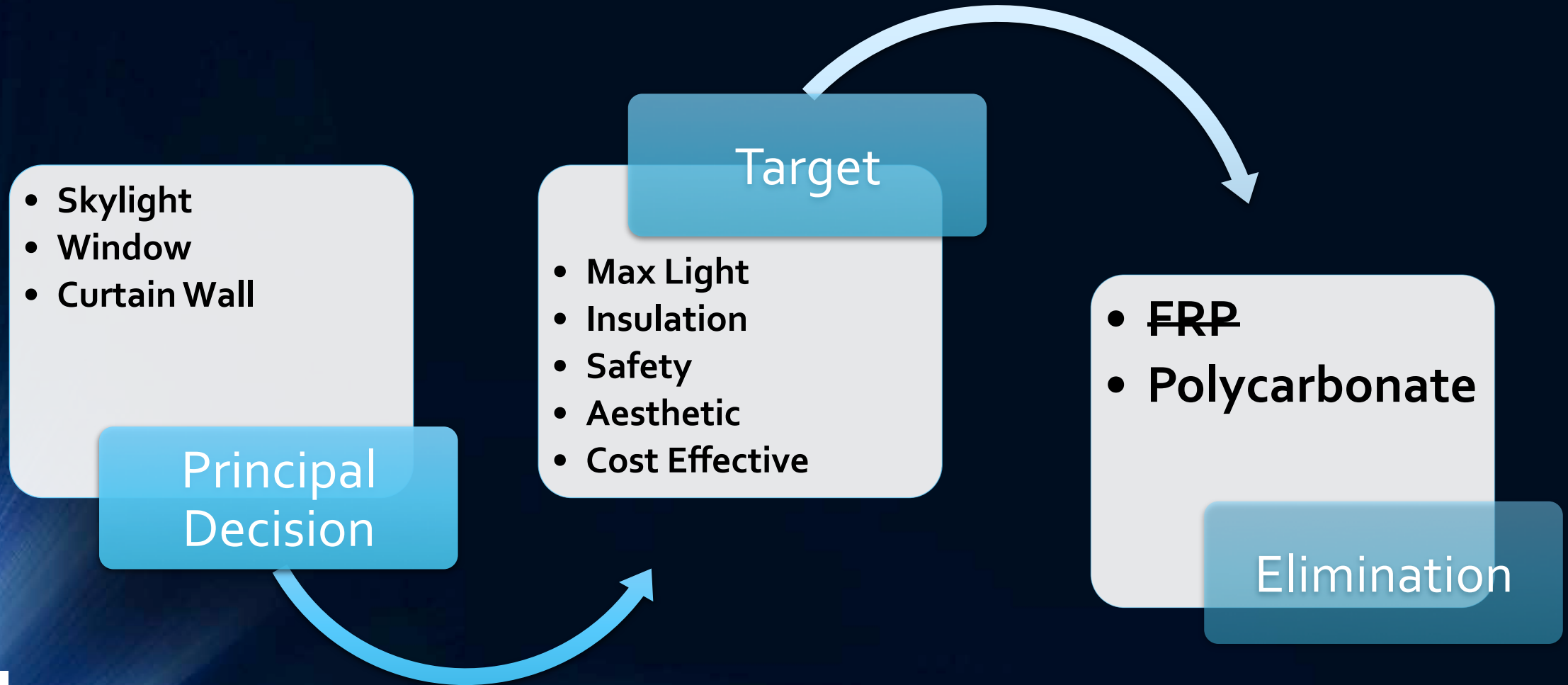


Daylighting

- Bring in natural light
- Improves occupant comfort
- Improve health and productivity

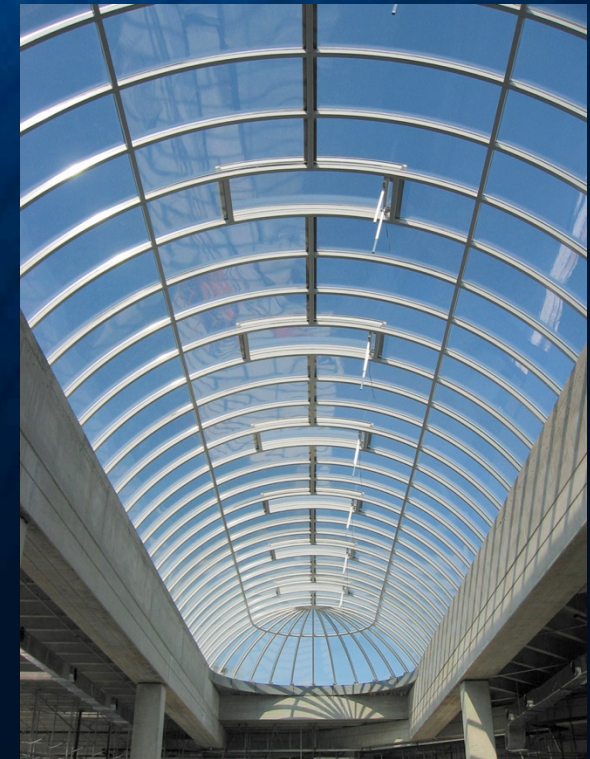


Daylighting – Max for Your Buck



Advantages of Polycarbonate

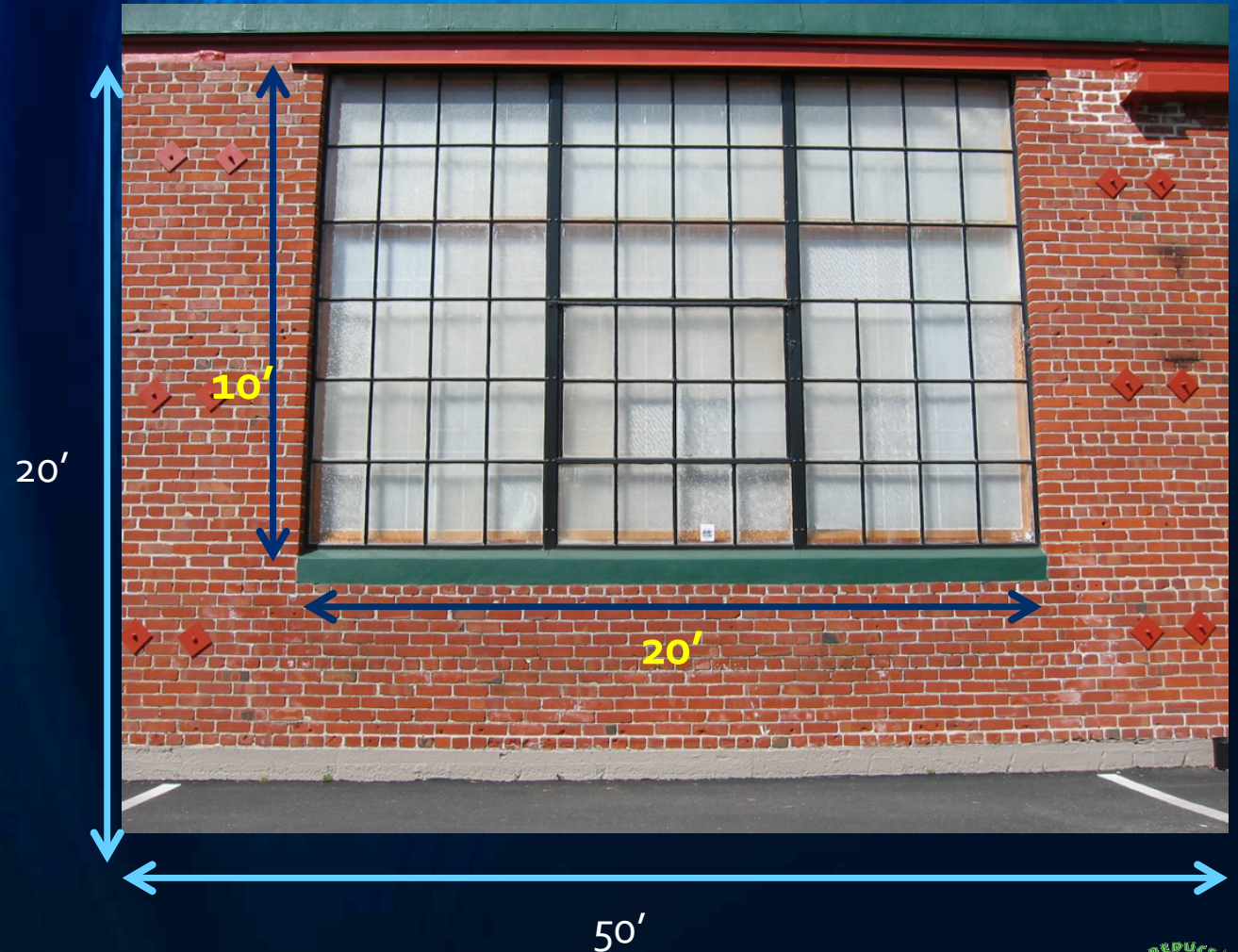
- **High Light Transmission** up to 85% based on thickness and structure
- **Lightweight** reduce cost of shipping and installation
- **Size Availability** up to 82" Wide X 40' long
- **Aesthetic** variety of colors and shapes
- **Fire Rated** Class A & CC1
- **High Impact Resistance**
- **Easy Installation** on-site cutting and bending



FRP vs. PC

FRP Window (example):

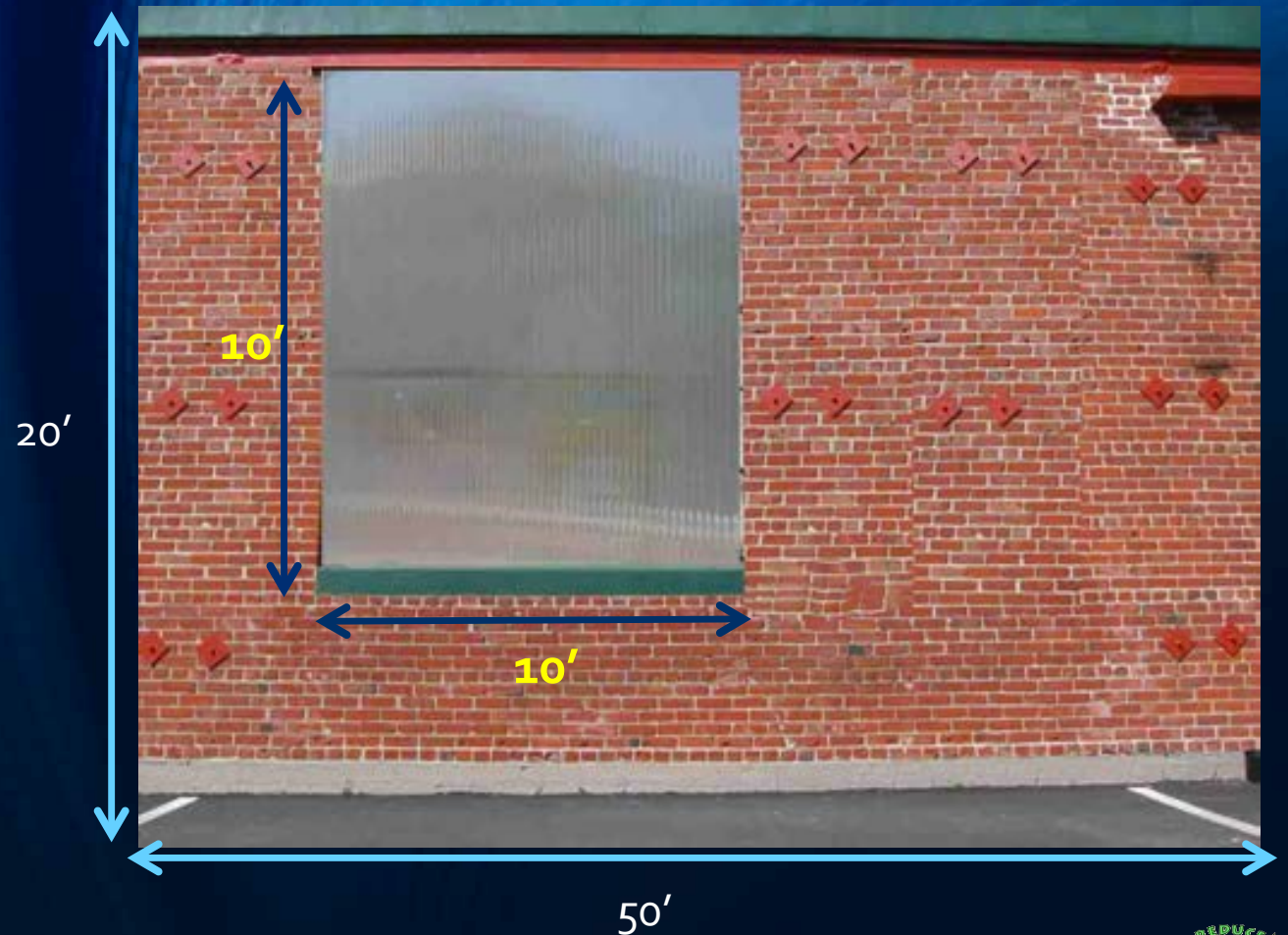
- Wall size: 50' X 20' = 1,000 sqf
 - Window Size: 10' X 20' = 200 sqf
 - LT: 15%
 - R₁ (Wall) = 20
 - R₂ (Window) = 10
-
- Avg. R: $(R_1 * 800 + R_2 * 200) / 1000 = 18$
 - Light: $100,000 \times 15\% \times 200 \text{ sqf} = 3\text{M}$
 - Cost: $200 \text{ sqf} \times \$40 = \$8,000$



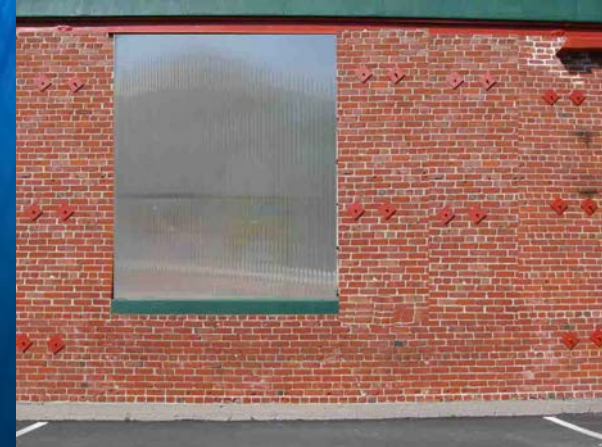
FRP vs. PC (cont.)

PC Window (example):

- Wall size: 50' X 20' = 1,000 sqf
 - Window Size: 10' X 10' = 100 sqf
 - LT: 40%
 - R_1 (Wall) = 20
 - R_2 (Window) = 5
-
- Avg. R: $(R_1 * 900 + R_2 * 100) / 1000 = 18.5$
 - Light: $100,000 \times 40\% \times 100 \text{ sqf} = 4\text{M}$
 - Cost: $100 \text{ sqf} \times \$40 = \$4,000$



FRP vs. PC - Final Example Comparison



- Avg. R: $(R_1 * 800 + R_2 * 200) / 1000 = 18$
- Light: $100,000 \times 15\% \times 200 \text{ sqf} = 3\text{M}$
- Cost: $200 \text{ sqf} \times \$40 = \$8,000$

- Avg. R: $(R_1 * 900 + R_2 * 100) / 1000 = 18.5$
- Light: $100,000 \times 40\% \times 100 \text{ sqf} = 4\text{M}$
- Cost: $100 \text{ sqf} \times \$40 = \$4,000$

Polycarbonate:

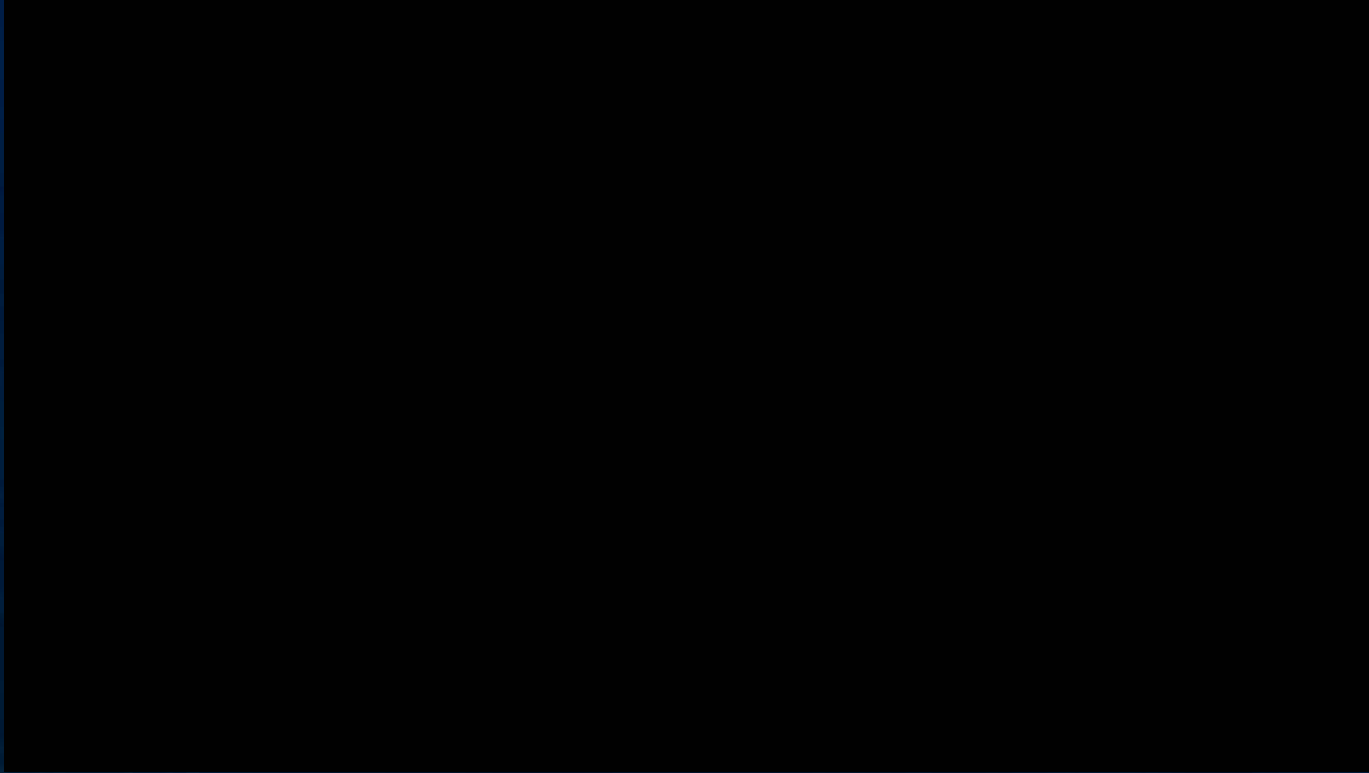
- 1) Better insulation
- 2) 33% more light
- 3) 1/2 of the price



FRP Pictures



Fire and Smoke Hazard



Dear Strategic Partner

AS WE CONTINUE TO PROMOTE THE USE OF POLYCARBONATE IN TODAY'S MARKET, WE RECOGNIZE THAT KNOWLEDGE IS POWER AND FIND GREAT VALUE IN EDUCATING THE MARKETPLACE NOT ONLY ON THE BENEFITS OF OUR PRODUCTS, BUT ON THE PITFALLS OF OUR COMPETITION'S PRODUCTS. IN AN ATTEMPT TO PROVIDE YOU WITH SOME ADDITIONAL INFORMATION ABOUT THE BENEFITS OF POLYCARBONATE OVER FRP, IP-PLASTIC HAS CREATED THE ATTACHED DOCUMENTS FOR YOUR REFERENCE.

IT CAN BE SAID THAT "FAMILIARITY BREEDS COMPLACENCY." IN THE US BUILDING MARKET, FRP IS SPEC'D INTO MORE PROJECTS AND INCORPORATED INTO MORE BUILDING DESIGNS THAN POLYCARBONATE NOT BECAUSE OF ITS SUPERIOR PERFORMANCE VALUES OR ESTHETIC FEATURES, BUT BECAUSE IT IS A KNOWN COMMODITY. THAT SAID, IT BECOMES OUR COLLECTIVE RESPONSIBILITY TO EDUCATE THE CONSUMER – ARCHITECTS, BUILDERS, CONTACTORS – ON THE ADVANTAGES OF USING POLYCARBONATE OVER FRP.

AT IP-PLASTIC, WE PRIDE OURSELVES ON OUR ABILITY TO PROVIDE OUR STRATEGIC PARTNERS WITH QUALITY SERVICE, INFORMATION, AND PRODUCT. PLEASE TAKE SOME TIME TO READ THIS INFORMATION AND FEEL FREE TO PASS IT ALONG TO YOUR COLLEAGUES AND CUSTOMERS. AS YOU KNOW, IT ISN'T HARD TO SEE THAT FROM LIGHT TRANSMITTANCE TO INSULATION VALUES, POLYCARBONATE OUT-PERFORMS AND "OUT-SHINES" THE COMPETITION.

IF WE CAN BE OF ADDITIONAL SERVICE TO YOU, OR IF YOU HAVE ANY QUESTIONS OR CONCERNS, PLEASE FEEL FREE TO CONTACT US.





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