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Back Page Advice

**"I skate where the puck is going to be, not where it has been."
-Wayne Gretzky**

Product Profile - HER 2000

HER 2000 and HER 202 polyurethane seam and fastener sealants are moisture cure polyurethanes that can be brushed, poured or extruded into place (using the SpidHER). Both products are designed to seal the seams and fasteners on metal roofs **WITHOUT THE USE OF FABRIC**. Fabric can tent, trap moisture and it is labor intensive to install.

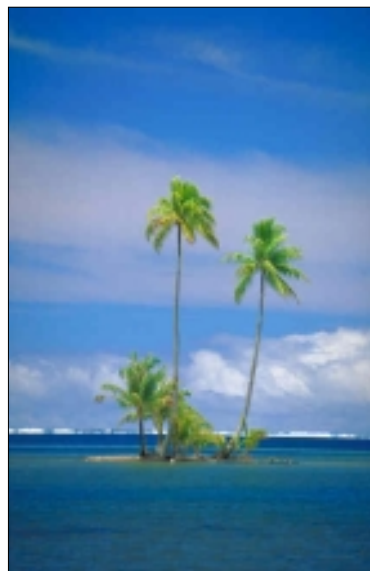
HER, has a proven track record of over 20 years of high performance and eliminates all of the shortcomings of fabric over seams. HER is also great for repairing and sealing around penetrations, HVAC units, gutters, and metal transitions.

Contact ERSystems for a wet sample and give it a try!

New Employees

Technical/Operations: Laura Vollenweider- Chemist

**Annual Incentive Trip -
ARUBA in 2004 !**



ERSystems 2004 incentive trip destination is the south Caribbean island of Aruba! While the island may be compact in size it offers vacationers a multitude of activities. Swimming, snorkeling, tennis, golf, and other various water sports to name a few of the sporting activities available. In addition to the "fun in the sun" activities there is a tremendous amount of shopping, fine restaurants, and several welcoming casino's located within walking distance or a short bus

ride of the Wyndham.

Many contractors are on pace to earn the incentive trip for '04, we would love to have you join us in Aruba!

For more details on the 2004 incentive trip to Aruba contact your technical salesman or call 800-403-7747 and ask for Sarah Johnson or Tony Leonard.



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Hot Roofs...Cool Solutions® with ERSystems Cool Roof Coatings!

The #1 Cool Roof Restoration Company in the nation!

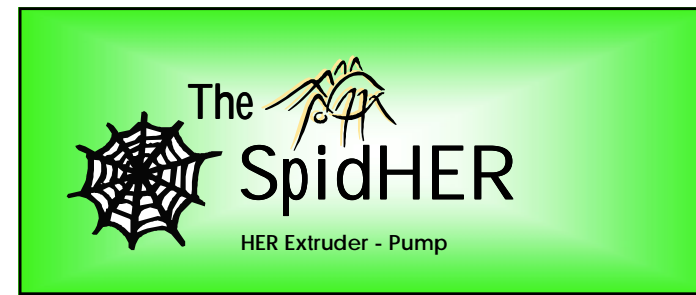


ERSystems

Elastomeric Roofing Systems, Inc.

Summer 2003 - Newsletter


News and Views



If you are involved in metal roof restoration, the SpidHER is for you. Joe Brindle with Custom Coatings was impressed. "We have literally cut our production time to install HER by 35-50% on average. The SpidHER is by far the best designed piece of equipment for its intended use." Rick Yarbrough with Guaranteed Roofing Solutions agrees. "Now that we have been using the SpidHER, time spent against waterproofing has been cut in half, our productivity is more efficient, our labor is happier, and our profitability has increased. The SpidHER is a must for metal roof restoration."



The SpidHER at work sealing seams and fasteners.

| Inside this issue: | |
|---|---|
|  | 1 |
| Save Energy \$ on the Roof | 2 |
| In the News | 2 |
| Corporate Corner | 2 |
| Roofing Project Photos | 3 |
| Contractor Incentive Trip - Aruba !!! | 4 |
| Product Profile- HER 2000 | 4 |

The SpidHER HER sealant extruder is a gear driven, self-contained, pumping system. It has no packings, check balls or seals that can leak or gum up over time. The SpidHER operates on 110V volts and just 13.5 Amps. Over 1 gallon per minute is pumped through a 100 foot 1/2 inch hose and out a 3 foot long wand.

Simply place the SpidHER in a pail of HER polyurethane seam and fastener sealant and pump it into place at a rate of over 100 lineal feet per minute! Start up and clean up are simple.

The SpidHER keeps your coatings pump clean for spraying what it was meant to spray - COATINGS! Ask your ERSystems salesperson how the SpidHER and HER can make you more profitable on your next metal roof restoration.



Hot Roofs...Cool Solutions® with ERSystems Cool Roof Coatings!

In The News

ERLASTIC Receives UL Class A Coating Approval

ERLASTIC acrylic copolymer has received a Class A coatings approval over asphalt substrates. Contact ERSystems for more information.

EPA Listens To Small Business Concerns About HCFC Foam Allocation

WASHINGTON, D.C. – After listening to the concerns of small business, the Environmental Protection Agency (EPA) issued a final rule that will allow limited production of certain hydrochloro-fluorocarbons (HCFC) beyond January 2003.

The Office of Advocacy worked closely with the EPA, industry members, and suppliers to help shape a final rule that addressed the concerns of small business while still protecting the environment. "This was a great collaborative effort by all parties to achieve regulatory relief for small business that makes environmental sense. It's a win/win solution," said Thomas M. Sullivan, Chief Counsel for Advocacy.

"EPA showed a willingness to overcome its initial assumptions and dig into the hard technical data," said Sullivan. "EPA has found that small industrial firms need more time to overcome challenges in developing foam formulas based on alternatives to HCFC-141b. These challenges are especially tough since the alternatives must meet worker safety, flammability, building code, and other standards," he added.

HCFC-141b is a critical blowing agent used, among other things, to make highly efficient insulating polyurethane foams. EPA's final rule allows spray and pour polyurethane foam industry members, who lack viable alternatives, to stay in business as long as they demonstrate that they are making progress transitioning to alternatives. For more information, visit the Office of Advocacy website at www.sba.gov/advo.

Corporate Corner

Tony Leonard, VP Sales and Marketing



2003 appears to be shaping up as a stronger year for the commercial/industrial segment of the roofing industry. While new construction may seem slow, re-roofing is very strong, and **Roof Restoration** is all but exploding!! We are receiving consistent feedback from customers around the U.S. regard-

ing roof restoration. Restoration is a viable alternative in many situations where a complete re-roof would have been required in the past. Building owners, Architects, and Consultants are specifying restoration in many instances as well!

As one of the fastest growing segments in the roofing industry, contractors are considering restoration as an option when surveying aged roofing systems of all types including: BUR, modified bitumen, most single-plyes, metal and polyurethane foam. With the growing emphasis on cool roofing and related technologies, roof restoration and re-roofing market will stay strong through 2003 and continue to grow through 2004.

For the contractor, now is the time to explore restoration as an option for roofing aged systems (Wayne Gretzky says it well on page 4). Take advantage of the fast growing, and continually expanding roof restoration market.

Saving Energy \$ with the Roof

Most energy bills consist of charges based on the amount of energy used (kWh), the level of energy required or demand (kW), the efficient use of energy as indicated by the power factor, and payments for transmission and distribution. Each utility will have different rate schedules that are available to their customers. The rate schedules weight the different components of the bill described above to arrive at the final billing.

Roofing projects typically have the largest impact on the amount of energy used by the HVAC units. A cool roof will require less AC usage - fewer kWh means a lower electricity bill. A cool roof may also lower the electricity demand during peak hours of the afternoon. This will reduce the demand charge (\$/kW).

ERSystems has a **Certified Energy Manager** on staff that can aid you with energy bill analysis and free energy audits. Energy audits can be used to optimize energy savings when comparing various roof restoration systems. Call us for more information.

Roof Projects Across the Country



Spray Polyurethane Foam with Erathane 300 Base Coat and Erathane 300 Finish Coat



EPDM Restoration with Primer I and Era-guard 1000 Acrylic Top Coat in Florida



Metal Roof Restoration with HER2000 over seams and fasteners and Era-guard 1000 Acrylic Top Coat



OlyBond 500
ADHESIVE FASTENER

OlyBond 500 in action with the PaceCart applying a tapered insulation system in Iowa.



OlyBond 500
ADHESIVE FASTENER

OlyBond 500 adhering boardstock with fully adhered PermaWeld PVC in Kansas



These systems use Energy Star Certified Products