

FIELD BULLETIN # 0411238

TO: All Customers  
FM: Bruce R. Wingate ext: 234  
Vice President  
DT: November 24, 2004  
RE: Weight & price changes

As mentioned in the 4<sup>th</sup> quarter Triarch Tribune, effective 12/06/04 we are increasing the weight of certain Duroplex product pails by 5 pounds. For example: this will bring a pail of Plastek to 68 total pounds, including the weight of the pail. Please see the attached schedules. The impact is:

- Reduce the number of pails a customer has to handle
- Make the pails uniform in weight across the Duroplex product line, which will improve manufacturing speed & efficiency.
- This will result in an extra 15 square feet of yield on the wall, or an 8% increase in yield. So a typical texture, such as Fissured, Textured Float, Tuscany, etc. will go from 180 sqft of product per pail to 195 sqft of product per pail.
- We will change prices 8% on the products affected by this weight increase; there will be no change in per square foot costs, so this should be a non-issue.
- Example: old price for 100 kits of Plastek Fissured @ 180 sqft per kit = 18,000 sqft @ \$72.76 = \$0.40/sq. ft. = \$7276.00  
  
New price: with the increased coverage rate, of 195 sqft per kit @ \$78.48 per kit; one would only need 92 or 93 kits to do the same 18,000 sqft. The price per square foot is the same at \$0.40/sqft, with a total materials cost of \$7220 for 92 kits or \$7298.64 for 93 kits.

# Triarch Product Group

*Interior / Exterior*

Effective date: 12/06/04

## Interior Line

Product	Original Weight		New Fill Weight	
	5 Gal	1 Gal	5 Gal	1 Gal
Plastek	60.00 lbs.	12.00 lbs	65.00 lbs	13.00 lbs
Texturecoat	65.00 lbs	13.00 lbs	65.00 lbs	13.00 lbs
Undercoat	60.00 lbs.	12.00 lbs	65.00 lbs	13.00 lbs
Spraytek 2	60.00 lbs.	12.00 lbs	65.00 lbs	13.00 lbs
Mono 2	65.00 lbs.	13.00 lbs	65.00 lbs	13.00 lbs
Spraytek 1	50.00 lbs.	10.00 lbs	65.00 lbs	13.00 lbs
Mono	65.00 lbs	13.00 lbs	65.00 lbs	13.00 lbs

## Exterior Line

Product	Original Weight		New Fill Weight	
	5 Gal	1 Gal	5 Gal	1 Gal
Plastek Ext.	60.00 lbs.	12.00 lbs	65.00 lbs.	13.00 lbs
Undercoat Ext.	60.00 lbs.	12.00 lbs	65.00 lbs.	13.00 lbs
Spraytek Ext.	50.00 lbs.	10.00 lbs	65.00 lbs.	13.00 lbs
Mono 2 Ext.	65.00 lbs.	13.00 lbs	65.00 lbs.	13.00 lbs

Please note: The following charts reflect the achievable coverage rate per textural finish, assuming that the material(s) is applied according to manufacturer's published application guides and specifications. Failure to comply with manufacturer's published installation instructions may result in different coverage rates. This comment is imbedded next to word COVERAGE throughout this document.

Trademark notice: Each of the above product names are claimed by Triarch Industries, as a registered trademark, or under U.S. common law trademark protection.

SCHEDULE A  
Effective: 12/06/04  
**DUROPLEX FINISHES**

**Comment:** Each of the above product names are claimed by Triarch Industries, as a registered trademark, or under common law trademark protection.

**Comment:** Please note: The following charts reflect the achievable coverage rate per textural finish, assuming that the material(s) is applied according to manufacturer's published application guides and specifications. Failure to comply with manufacturer's published installation instructions may result in different coverage rates.

Finish	Materials	Application	Coverage	Type
FINE SAND	UNDERCOAT / SPRAYTEK III	SPRAY	270 sq ft/25.23 sq M	Regular kit
PEBBLE STONE	UNDERCOAT / SPRAYTEK II	SPRAY	270 sq ft/25.23 sq M	Regular kit
SPRAY PATTERN	UNDERCOAT / SPRAYTEK I	SPRAY	270 sq ft/25.23 sq M	Regular kit
ANCIENT STONE	UNDERCOAT / SPRAYTEK I	SPRAY-BLADE	270 sq ft/25.23 sq M	Regular kit
RAIN STONE	UNDERCOAT / SPRAYTEK I	SPRAY-BLADE	270 sq ft/25.23 sq M	Regular kit
SMOOTH SAND	PRIME 1 / MONO II	SPRAY	255 sq ft/23.82 sq M	Regular kit
TEXTURED FLOAT	PRIME 1 / MONO	SPRAY-BLADE	195 sq ft/18.22 sq M	Regular kit
TEXTURED FLOAT	PRIMER / PLASTEK	ROLL-BLADE	195 sq ft/18.22 sq M	Regular kit
FISSURED	PRIMER / PLASTEK	ROLL-BLADE	195 sq ft/18.22 sq M	Regular kit
TIGHT KNOCK DOWN FISSURED	PRIMER / PLASTEK	ROLL-BLADE	195 sq ft/18.22 sq M	Regular kit
STRAW	PRIMER / PLASTEK	ROLL-BROOM	195 sq ft/18.22 sq M	Regular kit
SWIRL	PRIMER / PLASTEK	ROLL-BRUSH- BLADE	180sq ft/16.72 sq M	Regular kit
TRAVERTINO	PRIMER / PLASTEK	ROLL-BLADE	195 sq ft/18.22 sq M	Regular kit
FLAGSTONE	PRIMER / PLASTEK	ROLL-BROOM	195 sq ft/18.22 sq M	Regular kit
LIGHT STOMP	PRIMER / PLASTEK	ROLL-STOMP- BLADE	175 sq ft/16.35 sq M	Regular kit
HEAVY STOMP	PRIMER / PLASTEK	ROLL-STOMP- BLADE	140 sq ft/13.08 sq M	Regular kit

SCHEDULE B  
Effective Date: 12/06/04  
**PREMIUM DUROPLEX FINISHES**

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Finish	Materials	Application	Coverage	Type
LIGHT STOMP DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-STOMP SPRAY-BLADE	175 sq ft/16.35 sq M	Premium kit
HEAVY STOMP DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-STOMP SPRAY-BLADE	140 sq ft/113.08 sq M	Premium kit
TRAVERTINO DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-SPRAY-BLADE	195 sq ft/18.22 sq M	Premium kit
FLAGSTONE DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-SPRAY-BROOM	195 sq ft/18.22 sq M	Premium kit
STRAW DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-SPRAY-BROOM	195 sq ft/18.22 sq M	Premium kit
SWIRL DS	PRIMER / PLASTEK / SPRAYTEK II	ROLL-BRUSH SPRAY-BLADE	180 sq ft/16.82 sq M	Premium kit
VENETIAN	PRIMER / PLASTEK / SPRAYTEK II	ROLL-BLADE DAB-BLADE	195 sq ft/18.22 sq M	Premium kit
CONTINENTAL	PRIMER / PLASTEK / PLASTEK	ROLL-BLADE DAB-BLADE	195 sq ft/18.22 sq M	Premium kit
WASH	PRIMER / PLASTEK / SPRAYTEK II	ROLL-BLADE DAB-BLADE	195 sq ft/18.22 sq M	Premium kit
VERATE	PRIMER / PLASTEK / OWS (SG)	ROLL-BLADE DAB	195 sq ft/18.22 sq M	Premium kit
FERRARA	PRIMER / PLASTEK / OWS (SG)	ROLL-BLADE DAB	195 sq ft/18.22 sq M	Premium kit
ANTIGUA	PRIMER / PLASTEK / OWS (AQ)	ROLL-BLADE SPRAY-DAB	195 sq ft/18.22 sq M	Premium kit
TUSCANY	PRIMER / PLASTEK / OWS (AQ)	ROLL-BLADE SPRAY-DAB	195 sq ft/18.22 sq M	Premium kit
FOSSILSTONE	PRIMER / PLASTEK / OWS (AQ)	ROLL-STOMP SPRAY-BLADE	185 sq ft/16.72 sq M	Premium kit
PARCHMENT	PRIMER / PLASTEK / OWS (AQ)	ROLL-BLADE SPRAY-DAB	195 sq ft/18.22 sq M	Premium kit

SCHEDULE C  
EFFECTIVE 12/06/04  
DUROPLEX-EXT FINISHES

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Finish	Materials	Application	Coverage	
CONTINENTAL	PRIMER EXT / PLASTEK EXT	ROLL-BLADE DAB-BLADE	195 sq ft/18.22 sq M	
FISSURED	PRIMER EXT / PLASTEK EXT	ROLL-BLADE	195 sq ft/18.22 sq M	
SPRAY PATTERN	UNDERCOAT EXT / SPRAYTEK EXT	SPRAY	270 sq ft/25.23 sq M	
ANCIENT STONE	UNDERCOAT EXT / SPRAYTEK EXT	SPRAY-BLADE	270 sq ft/25.23 sq M	
LIGHT STOMP	PRIMER EXT / PLASTEK EXT	ROLL-STOMP-BLADE	175 sq ft/16.72 sq M	
HEAVY STOMP	PRIMER EXT / PLASTEK EXT	ROLL-STOMP-BLADE	140 sq ft/13.08 sq M	
SMOOTH SAND	PRIME 1 / MONO II EXT	SPRAY	270 sq ft/25.23 sq M	
TEXTURED FLOAT (SPRAY)	PRIME 1 / MONO EXT	SPRAY-BLADE	195 sq ft/18.22 sq M	
TEXTURED FLOAT (ROLL)	PRIMER EXT / PLASTEK EXT	ROLL-BLADE	195 sq ft/18.22 sq M	
TRAVERTINO	PRIMER EXT / PLASTEK EXT	ROLL-BLADE	195 sq ft/18.22 sq M	
STRAW	PRIMER EXT / PLASTEK EXT	ROLL-BROOM	195 sq ft/18.22 sq M	
SWIRL	PRIMER EXT / PLASTEK EXT	ROLL-BRUSH-BLADE	180 sq ft/16.82 sq M	