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(Spectrum Cement Division)

To:

Date:

Attention:

From:

Subject:

Project:

Spectrum Fiber Reinforced Scratch & Brown Coat as a “One Coat”

We have had many requests to see if this product can be used as a one coat. While many of our customers have used our Scratch & Brown as one coat we currently do not market it as such.

Installers that have used our Scratch & Brown as a one coat tell us that:

- A. they put one coat on 3/8” to 1/2” thick and do the same thing with our product
- B. they experience less cracking with our product than with the various one coats or competitive products that they have used
- C. our product stays on the wall better without falling on the ground (*especially with applications over head*) than when they use various one coats or competitive products
- D. our product has superior coverage (*this is due to the fact that the nearly all of our product stays on the wall without falling on the ground as they have experienced with various one coats or competitive products*)
- E. our product has better board life & does not dry out as fast as the one coats or competitive products that they have used (*especially during hot summer weather*)

Tremendous steps over a very long period of time were made by our company to develop our Scratch & Brown coat. Our company has received a large number of glowing reviews on this product from sources across the country.

At some point we will run the laboratory testing (*as opposed to real world testing that our customers are already performing*) & obtain the scientific backup needed for us to market our product as a one coat.

We are eager for you to compare our product to any that you may choose. Please let us know if you would like a sample for your own field comparison. Thank you for your consideration of our products & feel free to call us anytime.

Product conforms to ASTM C-1328 Type S and ASTM C-926 Type CM when applicable.

Thank you for the opportunity of furnishing this quality product on your important project! We look forward to working with you all!