

The Teamwork Link

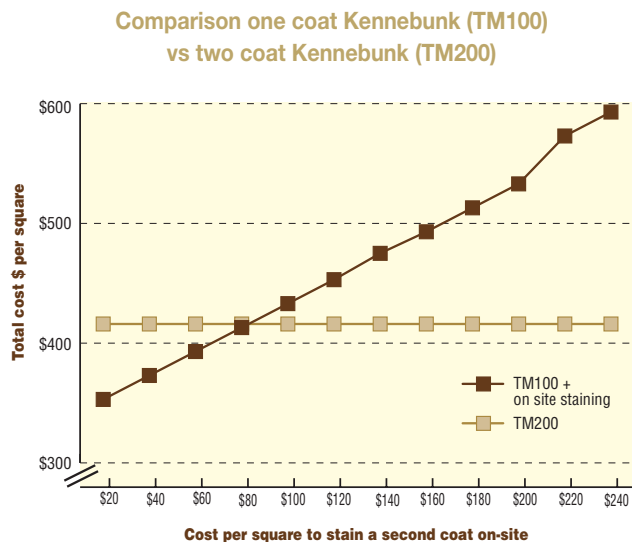


January 2011

Pre-staining: The real costs of 1 vs. 2 coats

The economic downturn has everyone looking to save money on projects. It can be tempting to buy a one coat factory-stained shingle and add a second coat on-site, rather than investing in a factory-stained two coat. But is this option really cheaper?

The chart below compares the cost of a pre-stained two coat Kennebunk vs. a pre-stained one coat Kennebunk that is re-stained on site.



The real costs of 1 vs. 2 coats

MSRP* for 1 square of Kennebunk pre-stained, 2 coats: \$415

MSRP* for 1 square of Kennebunk pre-stained, 1 coat: \$350

Breakeven point for on-site re-staining: \$65 a square.

* MSRP: Retailer can sell for less

If the installer charges more than \$65 a square to re-stain on-site (which is generally the case), one coat will end up costing more.

Why you save even more with 2 coats

Two coat factory stained shingles also give you:

- Higher-quality finish
- Longer-lasting performance with lower long-term staining costs
- **20-year warranty, including 7 years on labor** (vs. a 10-year warranty with no labor for a 1 coat)

The verdict? In many cases, a factory-stained two coat will save you time and money... in the short and long term.

Golden Curry joins **NEW!** maibec's Spice Series

There's an exciting new addition to the semi-transparent colors in our recently-launched **Spice Series**, which is backed by an industry-leading full **3-year warranty** on material and labor.



Burnt Ginger | Cinnamon | Nutmeg Brown | Golden Curry

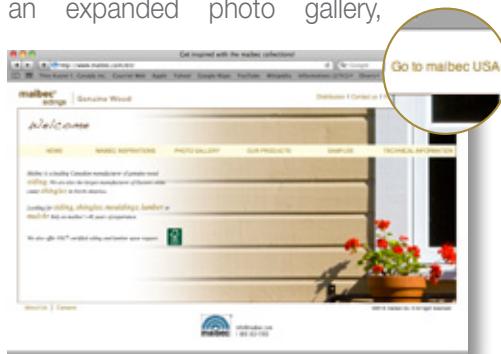


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Visit the dedicated US section on the **maibec** website

US visitors to the **maibec** website have their own dedicated section on our revamped website:

www.maibec.com/us If your browser doesn't take you directly to our US site, just click on the **"Go to maibec USA"** tab in the top right-hand corner of the page. Our revamped site has more breathtaking inspirations, an expanded photo gallery, more expert advice and more new products to explore.



Complete FSC® offering from **maibec**

*"The demand for FSC-certified wood products generated by the green building movement and the LEED system is gaining strength as more and more architects and interior designers specify FSC products in their building. FSC is the only certification system recognized by the (LEED) green building program, and is being used in hundreds of projects across North America."**

maibec now offers the following FSC® certified products:

- FSC® certified Mix shingles at a 5% upcharge
- FSC® certified Pure shingles at a 10% upcharge



The mark of responsible forestry

*Source: <http://www.fsc.canada.org/woodmarket.htm>

Tip of the Month

How to install shingles without leaving pin holes from the fixing of your straight edge.

Attach aluminum flashing above each fixing point of your straight edge. Fix your straight edge at the desired height by putting a staple or small nail through the aluminum flashing. After installing your shingles, knock off the straight edge, leaving no hole on the exposed face of the shingles.

Did you know?

- Number of **shingles in a 16" log** = approximately **41**
- Number of **squares in a tree** = approximately **0.9 squares**
- Number of **squares in a truckload of logs** = approximately **84**
- Number of **squares in a hectare of cedar stand** = approximately **675**