



PVC Comparison

System Terms

What is a pre-fabricated system?

Some roofing manufacturers panelize their systems by factory welding a succession of standard roll widths into one large panel (roof in a box) up to the following sizes:

- 40 mil – 3,000 square feet with 10' tabs and no dimension greater than 100 feet
- 50 mil – 2,500 square feet with 10' tabs and no dimension greater than 80 feet
- 60 mil – 1,500 square feet and no dimension greater than 60 feet

What is a traditional custom system?

The roof is covered by rolling out membrane in individual rolls. Each roll is custom fit to exact shape of the area being covered including any projections that may be present. The roll is attached to the substrate and then seamed at the time of installation.

What is a field seam?

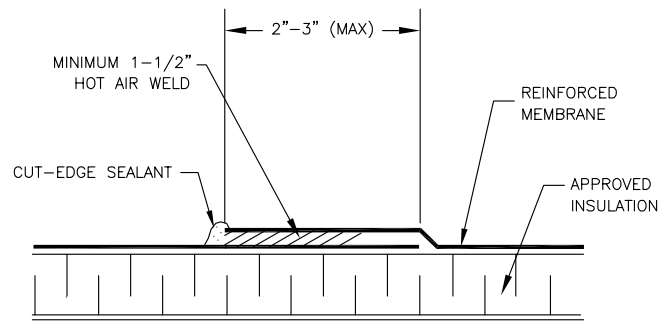
A splice or seam made in the field (not factory) where overlapping sheets are joined together using an adhesive, splicing tape or heat welding.

What is a robot?

An automated machine used in the roofing process of joining thermoplastic membranes by heating between the two layers and applying pressure with a weighted wheel. The application of heat can be adjusted according to product being installed, thickness of material and ambient temperature. The number of feet per minute being welded can also be adjusted.

What is a hand weld?

A method of melting and fusing together the overlapping edges of separate sheets of thermoplastic roofing membranes by the application of heat (in the form of hot air) from a small hand-held welder and pressure with a hand-held roller.



Field seam



Field seam with robot



Hand welder



Hand weld



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Audience Advantages

Why **DISTRIBUTORS** value Mule-Hide PVC and TPO Roofing Systems versus Pre-Fabricated Roofing Systems:

- Pre-Fab roofs are sold direct to contractors and not sold through distribution.
- Mule-Hide provides the distributor a viable alternative for competing in the specification-driven PVC market.

Why **CONTRACTORS** value Mule-Hide PVC and TPO Roofing Systems versus Pre-Fabricated Roofing Systems:

- Mule-Hide PVC and TPO roofing systems are constructed with wider rolls than Pre-Fab systems, reducing the number of seams by at least 50%.
- Pre-Fab panelized rolls can weigh up to 800 pounds each, more than twice as much as the heaviest Mule-Hide PVC or TPO roll.
- Mule-Hide contractors utilize the benefits of distribution, eliminating the need to maintain inventory at their own shop like a contractor who is forced to buy direct.
- Mule-Hide PVC and TPO membranes are thicker.
- Contractors can make more money installing a custom roof (see page 7).
- Mule-Hide offers skirted edge metal products for both PVC and TPO.
- Mule-Hide does not require the additional step of membrane stretching to fasten the field sheets.
- Mule-Hide offers warranty options with longer terms.
- All Mule-Hide system warranties are No Dollar Limit (NDL).
- Up to 30-year system warranties available for commercial projects and 10-year material warranties available for residences.

Why **ARCHITECTS** value Mule-Hide PVC and TPO Roofing Systems versus Pre-Fabricated Roofing Systems:

- Mule-Hide PVC and TPO roofing systems are constructed with wider rolls than Pre-Fab systems, reducing the number of seams by at least 50%.
- Mule-Hide PVC and TPO membranes are thicker.
- All Mule-Hide systems are custom fit to the roof. They are not Pre-Fabricated.
- Mule-Hide does not use membrane stretchers, eliminating stress.
- Mule-Hide offers warranty options with longer terms.
- All Mule-Hide system warranties are NDL.
- Up to 30-year system warranties available for commercial projects and 10-year material warranties available for residences.

Why **BUILDING OWNERS** will value Mule-Hide PVC and TPO Roofing Systems versus Pre-Fabricated Roofing Systems:

- Mule-Hide PVC and TPO roofing systems are constructed with wider rolls than Pre-Fab systems, reducing the number of seams by at least 50%.
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Selling Strategy

Field Fabricated Installation versus Factory Prefabricated Panels

Core Selling Statement: Field Fabrication is a Better Solution.

What problems arise with Pre-Fab?

The reality of construction creates undeniable problems for roofs fabricated off site. Pre-Fab Manufacturers highlight the fact that every single one of their roofs is pre-fabricated in one of their factories across the country. The pre-fabricated panels are then bundled and shipped to the job. However, pre-fabrication creates many pitfalls that a custom-built, field-fabricated roofing system eliminates.

- Drawings off by an inch or more
- Framing off by an inch or more
- Measurements off by an inch or more
- Miscalculated roof angles and pitches

Which would you consider the better fit: A custom suit made by a tailor or a suit off of the rack? It is obvious that a custom tailored suit is an exact fit. Pre-Fab PVC promotes a “custom tailored” roof but the reality of construction makes it a “suit off of the rack.”

How does Pre-Fab PVC handle new construction?

Buildings are seldom ever constructed to the exact measurements shown on the first set of blue prints. Changes during construction, unforeseen complications, and simple mistakes are just some of the reasons the constructed dimensions differ from the original design. A field-fabricated installation easily compensates for any discrepancies.

