



**FIBER
ROOFING**

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Insider's Guide to Synthetic Thatch

**PROTECT YOURSELF AND YOUR INVESTMENT FROM
HAZARDOUS, LOW-GRADE SYNTHETIC THATCH**

Did you know that the majority of synthetic thatch on the market today is made out of Polyvinyl Chloride (PVC)? If you're considering using synthetic thatch made out of PVC, here's what you have to know:

PVC is toxic:

- PVC has been proven to inhibit blood clotting and cause lung and kidney irritation
- PVC has been linked to liver damage and respiratory tract irritation
- PVC has been proven to debilitate the Central Nervous System
- PVC has been linked to cause birth defects, and reproductive problems in adults
- PVC is thought to cause changes in bones and lead to muscle pain
- PVC has been linked to development of liver cancer
- Some manufacturers still use the toxic metal, Cadmium, to slow down the degradation of PVC products, especially in countries like China, which depend on cheap product exports to compete in the global economy

Unfortunately, many consumers don't realize the health hazards PVC can



cause as it **accumulates in the body** over time, as they **breathe in vapors released by products containing this substance**.

Even worse, some manufacturers mislead consumers by claiming that only factory workers are at risk of developing health problems, and that the average consumer has nothing to worry about.

But the idea that the average consumer is safe is simply not true. The fact is; PVC poses such serious health hazards that;

- Over 150 communities in Europe already took steps to phase out and ban the use of PVC in public buildings.
- Sweden banned all PVC products outright in 1995 – not just building materials.
- 60 Cities in Spain pushed to be declared PVC-free.
- 274 Communities in Germany have enacted restrictions against PVC.
- PVC packaging has been banned in Spain, Canada, Czech Republic and South Korea

Alternatives to PVC Synthetic Thatch

At Fiber Roofing CC, we began exploring the synthetic thatch market in 2004, when some of our customers in harsh weather climates requested natural thatch alternatives that could withstand harsh winds, rapid changes in temperature, and heavy rains and high humidity.

We knew from the start that PVC thatching wouldn't work. Besides potential health hazards, here are a few other reasons we stayed away from using PVC:

- ✓ PVC is not meant to be exposed to UV radiation from the sun – the intense heat causes rapid degradation of the PVC thatch, and releases toxic fumes
- ✓ PVC synthetic thatch is a very unrealistic imitation of the "real thing"



meant as props for theatre and TV shows – not for use on real resorts and hotels

- ✓ PVC thatch colours fade quickly in the sun, creating a drab, ugly appearance
- ✓ Thatch imitation products from mass manufacturers, like those in China, are a dime a dozen, but unfortunately very poor quality – often the natural thatch outlast the Chinese synthetic products due to the poor quality

So, we developed an alternative to PVC thatch: our Proprietary FiberThatch Technology

FiberThatch Technology is our proprietary technique and ingredient blend for making non-toxic, synthetic thatch that is **GUARANTEED** to last for at *least* 20 years.

This is a highly realistic alternative to natural thatch, that uses absolutely **NO PVC**, and we **GUARANTEE** it for an entire 20 years.

No other synthetic thatch manufacturer in the world can even come close to the quality and confidence we have in our FiberThatch Technology.

**But don't take our word for it – do your own research.
If you're considering a synthetic thatch product, here
are some helpful questions to ask your supplier:**



Suggested Questions to ask your supplier	FiberThatch Technology (Available exclusively from FiberRoofing CC)	Others
Do you have any customers who've used your synthetic thatch for at least 10 years, who will confirm the quality of your product?	Yes. Fiber Roofing has successfully used FiberThatch Technology to complete more thatch turnkey projects globally than any other company in our field. Visit: fiberthatch.com for more details, and check out the list at the end of this report with specific projects we've completed.	Very few competitors actually have even one successful project under their belt. Often photos of real thatch are used instead of their actual synthetic product, or photos of other companies' projects are stolen over the internet, just to close a sale.
Do you have any warranties on your products?	Yes. Fiber Roofing CC has a comprehensive 20 year warranty on all our synthetic thatch systems and will provide a written warranty as part of the purchase agreement. We've installed products made with our FiberThatch Technology in some of the most exclusive resorts in the world – their lawyers wouldn't have let us through the door if our 20 year guarantee wasn't ironclad.	Some may provide a warranty, but is the warranty worth anything? We have also seen warranties that guarantee 90% colorfastness – but it's the 90% that is NOT exposed to the sun! They do this because there's no way to prevent PVC from fading. So study the warranty carefully!
What material is the synthetic thatch that you manufacture made from?	<p>The main ingredient in our FiberThatch blend uses HDPE (high-density polyethylene material), which is 100% recyclable, non toxic, safe, U/V stable and color-fast. It is maintenance and pest free and is visually stunning.</p> <p style="text-align: center;">WE DO NOT USE PVC!!!!!!</p> <p>But the key to FiberThatch Technology isn't just about the materials we use, but the specific layering and shaping process that creates such stunningly realistic synthetic thatch tiles. No one else in the industry has the know-how to do this with such detail.</p>	SOME COMPANIES USED PVC THAT HAS BEEN BANNED BY HUNDREDS OF COMMUNITIES IN EUROPE, AND COMPLETELY OUTLAWED IN SOME COUNTRIES. Other companies use a low quality UV stabilizer or no UV stabilizer at all. So what you get is a synthetic thatch that fades quickly, and needs to be replaced in just a few years.



<p>Are you exclusively a dedicated roofing manufacturer or supplying company, or do you have other lines of business as well?</p>	<p>Fiber Roofing CC has been installing and perfecting FiberThatch Technology products for nearly 20 years. We've installed synthetic thatched roofs on all continents, for hundreds of clients. We focus strictly on roofing materials and directly-related structures like gazebos and huts.</p>	<p>For most manufacturers, synthetic thatch is just one of the products they make for big clients. They're not roofers – they just focus on running their factories and filling wholesale orders of everything from toys, to kitchen appliances, etc. To them, a synthetic thatch is just one of many other projects.</p>
<p>Does your synthetic thatch have a consistent quality?</p>	<p>Yes. Fiber Roofing CC, the developer of FiberThatch Technology has been in business for 20 years, with a focus on manufacturing thatched roofs and supporting structures. We don't have other business lines, so if we didn't produce consistent quality, we wouldn't have lasted this long in the business, and wouldn't have all our references from satisfied clients.</p>	<p>Be very careful. The most expensive component of any polyethylene material is the UV stabilizer. If that is not included, the product may look good initially but will need to be replaced in less than four years. Be careful and do your homework. Ask for and check references of past projects from your supplier.</p>
<p>Will there be back-up provided by you the seller? If not by whom?</p>	<p>We are more than prepared to send one of our highly trained technicians to your location to train your staff once your order has been delivered. We can also send our installation team to do the entire installation project for you. Our job is to make your project a success from start to finish, because we want you to eventually join the list of our many happy clients willing to provide references.</p>	<p>Most manufacturers just manufacture synthetic thatch tiles, but have no idea how to install them. They have no understanding of proper roof pitch, proper attachment methods for wind resistance, or aesthetic considerations. If they don't know how to install it – how could they ever help you?</p>
<p>Will you provide technical back up to resolve problems?</p>	<p>Fiber Roofing CC, has been installing natural thatch for nearly 40 years and synthetic thatch for nearly 20. Combined our management team has more than 150 years of first-hand roof experience around the world, for all types of climates. If we cannot resolve your problems, nobody will ever be able to.</p>	<p>You will be hard-pressed to find any manufacturer with our level of expertise on thatched roof installation. There's nobody out there who knows thatched roof installation better than we do.</p>



Who do you bank with? Who is your raw materials suppliers?	Fiber Roofing has been with the ABSA Bank (Barclays) group for more than 40 years with a history and rating that is difficult to surpass. We have used the same suppliers from the beginning, and have built up relationships that have withstood the test of time. We use BASF, Clariant, SASOL to name but a few.	Make sure to check out any bank or supplier references you receive from other manufacturers. If they're not working with reputable organizations, it's not because they don't want to – it's because they're considered a bad risk by reputable firms.
How realistic is your synthetic thatch?	We are so confident that we will send you a sample <u>free of charge</u> so that you can judge for yourself and compare apples with apples.	Always request samples before purchasing synthetic thatch to make sure it looks just as good in real life as it does in the catalogue picture.
What Life span can I expect before replacing the product?	A large part of our business is to replace bad synthetic thatch manufactured by other suppliers. We fix other people's mistakes, where corners were cut to save money originally. Whether this is your first time buying synthetic thatch, or you're looking to replace someone else's mess – we can provide a cost efficient solution. Our FiberThatch products are Guaranteed to last for 20 years, but can last as long as 50 in some climates.	With PVC thatch, you will have to replace it in a matter of years. Again, don't forget to carefully read the guarantee from other synthetic thatch manufacturers – it often only covers thatch that's NOT exposed to the sun.

Resort and Hotel Projects Completed Using FiberThatch Technology:

Fregate Island Private	Seychelles	± 10000 m ²
La Digue island Lodge	La Digue Island	± 600 m ²
Le Domaine de L'Orangerie	La Digue Island	± 4500m ²
Crown Beach Resort	Cook Islands	± 2300 m ²
Le Meridien Fisherman's Cove	Mahe Island	± 1200 m ²
Sunset Beach Hotel	Mahe Island	± 1500 m ²
Le Relax Hotels	Mahe Island	± 200 m ²
Allamanda Retreat	Australia	± 250 m ²
Indigo Beach Resort	Saudi Arabia	± 4600 m ²
Kat Project Obhur	Saudi Arabia	± 2900 m ²
Abdul Latif Jameel House	Saudi Arabia	± 2400 m ²
Ocean Park Summit	Hong Kong	± 1200 m ²
Mount Hartman Bay	Grenada, West Indies	± 200 m ²
Dublin Zoo	Ireland	± 600m ²
Hanover Zoo	Germany	± 2200 m ²
Chester Zoo	United Kingdom	± 500 m ²
Burger Zoo	Netherlands	± 300 m ²
Quilalea Azura	Mozambique	± 240 m ²



Paramount Pictures "The Hobbit"	New Zealand	± 800 m ²
La Reserve Hotel	Praslin Island	± 1200 m ²
Cap Lazare	Mahe Island	± 400 m ²
Magic Reeve Bungalows	Raratonga	± 1400 m ²
Roncari House	Puerto Rico	± 800 m ²
Harrington House Constantia	South Africa	± 540 m ²
Ras Recidance Camps Bay	South Africa	± 300m ²
Business Hunt	Botswana	± 250 m ²
Montego bay Resort	Jamaica	± 2460 m ²

Don't waste your time and money with inferior PVC thatch. Let us prove to you the quality of our products. If you haven't already requested a quote, drop us a line at info@FiberThatch.com, and we'll send you free samples and a copy of our 20 Year Guarantee so that you can inspect it.

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