

Major Industries

VS.

The Competitor:

**A POINT BY POINT
COMPARISON**

Company & Product Overview

Major Industries

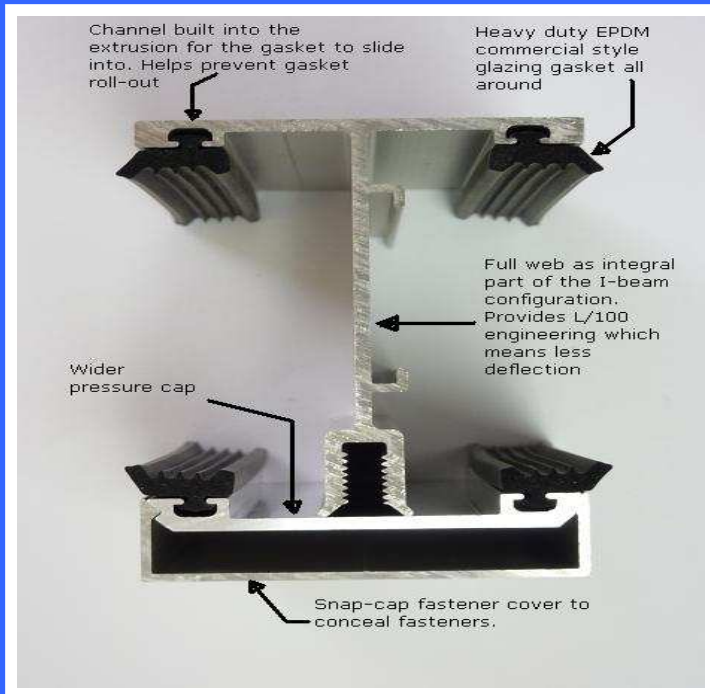
Competitor

30 +	Years in Business	30 +
FRP (Fiberglass Reinforced Panels) 1", 1-1/2", 2-3/4" & 4"	Core Product Panel Thickness Options	FRP (Fiberglass Reinforced Panels) 1", 1-1/2", 2-3/4" & 4"
.070 exterior / .045 interior (with others available)	Face Sheet Thickness	.070 exterior / .045 interior (with others available)
Crystal & White (other color options exist)	Primary Face Sheet Colors	Crystal & White (other color options exist)

It appears they're the same but let's look closer.....

Major vs. Competitor

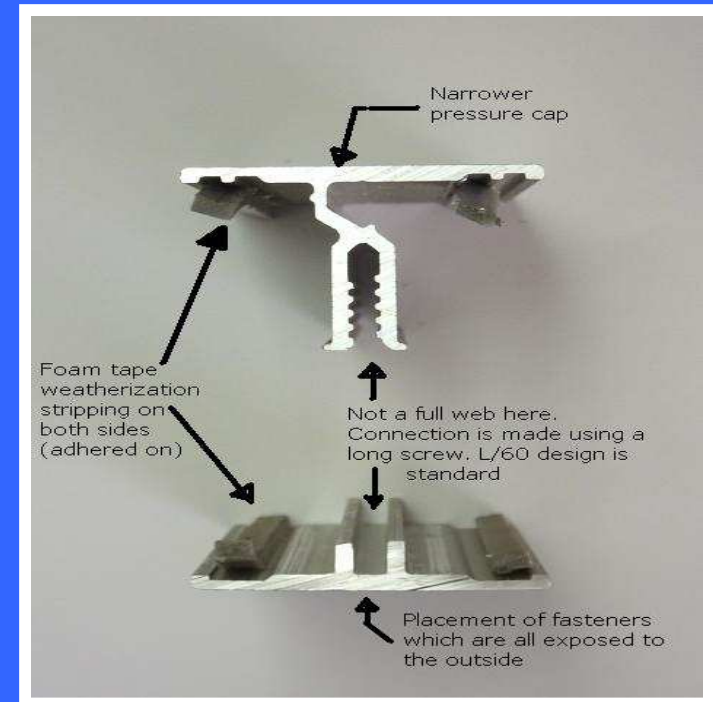
MAJOR



WALL MULLION FRAMING

It's YOUR choice!

COMPETITOR



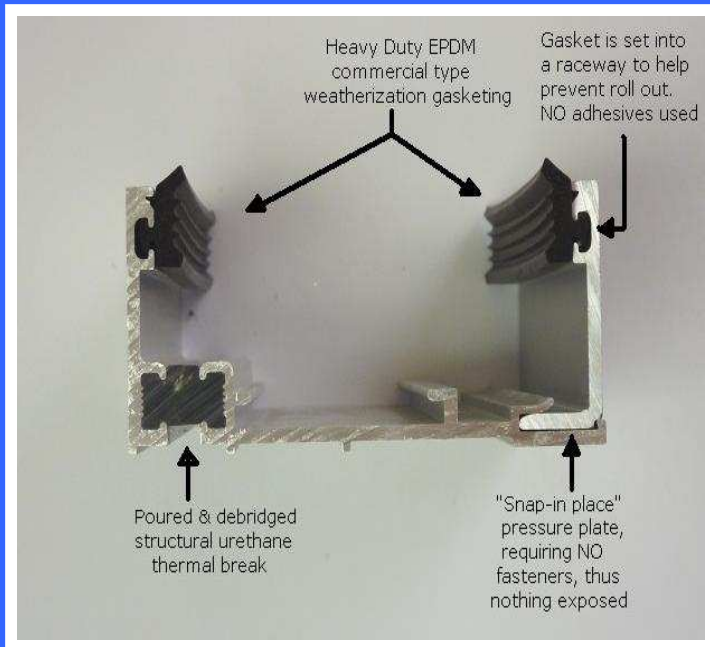
- **Heavy-duty Mullions-** Engineered for optimal performance and supplied by Major.
- **Engineered for Strength and Dependability-** Standard product, engineered to a minimum of L/100 to ensure weather-tightness, allows for longer spans than the competition.
- **Heavy-duty Gasketing-** Commercial grade EPDM gasket measuring 11/16" wide x 1/4 thick. Long-term water infiltration resistance is unmatched by other FRP panel competitors.
- **High Performance Finishes-** PVDF Kynar® architectural coatings and Acid Anodizing (eco-friendly anodizing option also available). Kynar® coatings provide unmatched fade resistance when compared to polyester finishes.
- **Concealed Fasteners-** Nothing exposed to view - provides a very clean looking exterior. May help with potential security issues.

- **Minimal Structure Mullion-** Span lengths are limited with base framing. Additional structure may be added to extend spanability.
- **Cost-reduced Design-** Typically used as a skin system for larger openings - Standard systems designed to L/60.
- **Light-duty Gasketing-** Foam sealing tape is adhered to both sides of the mullion.
- **Standard Finish-** Standard paint is polyester-based and marketed as a "CRF" (Corrosion Resistant Finish). Anodizing option also available.
- **Exposed Fasteners-** Fastener faces are typically exposed to the exterior.

*Note: Pictures of extrusions are not to scale. Competitor's data based on latest published information and is subject to change without notice.

Major vs. Competitor

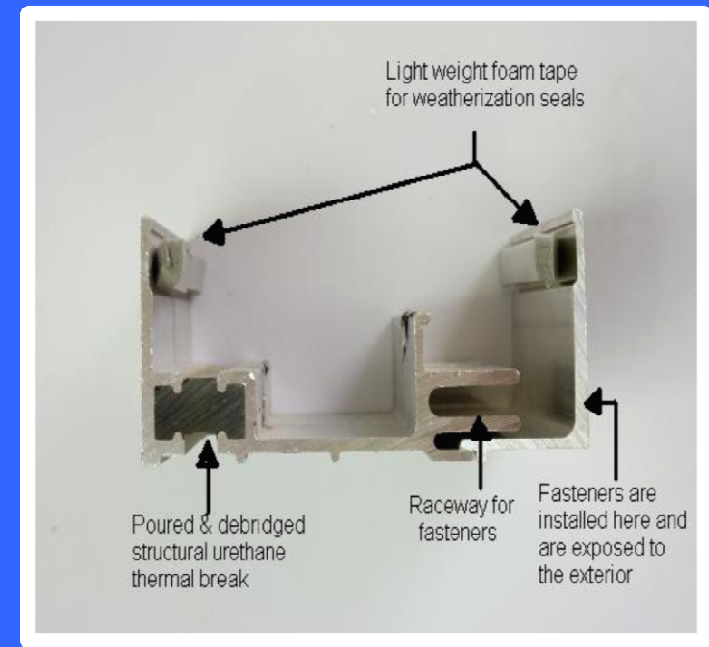
MAJOR



WALL PERIMETER FRAMING

It's YOUR choice!

COMPETITOR



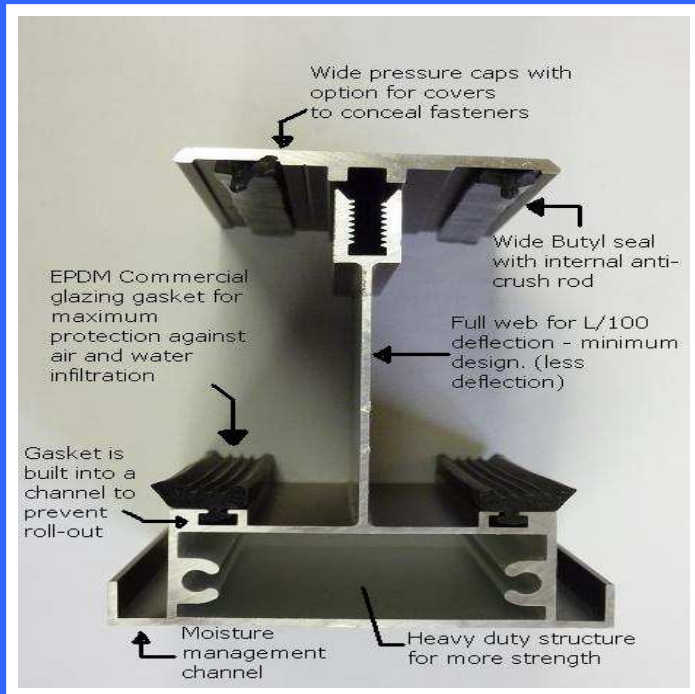
- **Heavy-duty Perimeter Closure System-** Features a "snap-in-place" pressure plate that requires no fasteners.
- **Engineered for Strength and Durability-** Rigid perimeter framing contributes to the L/100 minimum design of the system for reliable weather-tightness.
- **Heavy-duty Gasketing-** Commercial grade EPDM gasket measuring 11/16" wide x 1/4" thick. Long-term water resistance is unmatched by other fiberglass panel competitors.
- **High-performance Finish-** PVDF Kynar® architectural coatings and Acid Anodizing (eco-friendly anodizing option also available). Kynar® coatings provide unmatched fade resistance when compared to polyester finishes.
- **Concealed Fasteners-** Nothing exposed to view - provides a very clean looking exterior. May help with potential security issues.

- **Standard Perimeter Closure System-** Standard type system with exposed fasteners.
- **Cost-reduced Design-** Part of their L/60 standard design.
- **Lighter Gasketing-** Utilize **foam** adhesive tape gasketing.
- **Standard Finish-** Standard paint is polyester-based and marketed as a "CRF" (Corrosion Resistant Finish).
- **Exposed Fasteners-** All fastener faces are typically exposed to the exterior.

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Major vs. Competitor

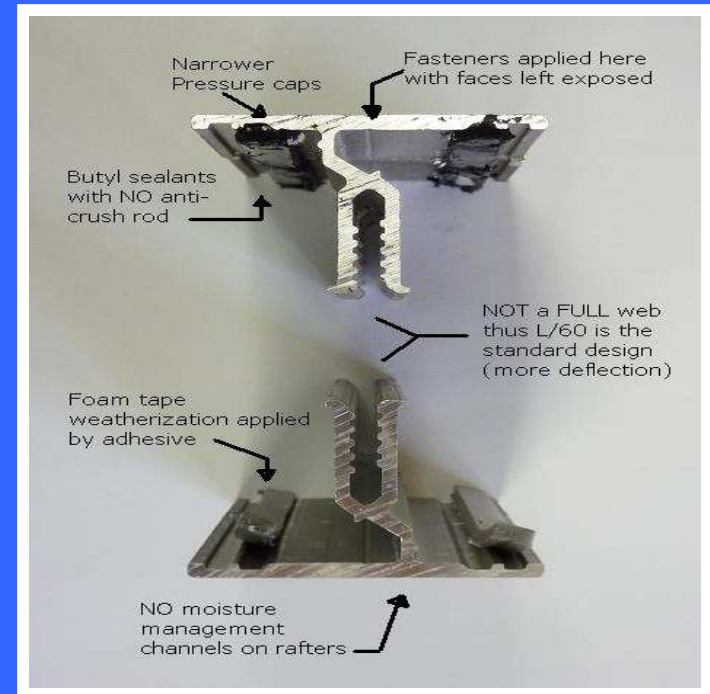
MAJOR



SKYLIGHT RAFTERS

It's YOUR choice!

COMPETITOR



- > **Heavy-duty Rafters-** This is a heavy-duty integral framing system engineered and supplied by Major Industries.
- > **Engineered for Strength and Durability-** Longer spans are available with standard product. Engineered to a minimum of L/100 to ensure weather-tightness.
- > **Heavy-duty Gasketing-** Exterior side features factory-applied butyl sealing tape with a continuous integral EPDM shim to ensure the formation of a continuous seal. Interior side- Commercial grade EPDM gasket measuring **11/16" wide x 1/4 thick**. Long-term water infiltration resistance is unmatched by other fiberglass panel competitors.
- > **High-performance Finish-** PVDF Kynar® architectural coatings (50% & 70%) and Acid Anodizing (eco-friendly anodizing option also available). Kynar® coatings provide unmatched fade resistance when compared to polyester finishes - especially valuable for finishes that are always in direct sunlight.
- > **Hidden Fastener Option-** For skylights that are viewable from above, we offer a concealed fastener system option that provides a very clean looking exterior.

- > **Minimal Structure Rafter-** Lesser span lengths available with standard product. Additional structure may be added to extend spanability.
- > **Cost-Reduced Design-** Designed as a skin system that's often used to sit on top of structural steel members. (Steel to be provided by others at additional cost)
- > **Light-duty Gasketing-** No integral EPDM shim in butyl tape. Foam sealing tape is adhered to the interior side.
- > **Standard Finish-** Standard paint is polyester-based and marketed as a "CRF" (Corrosion Resistant Finish).
- > **Fasteners-** Fastener faces are typically **exposed** to the exterior.

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Major vs. Competitor

MAJOR

PANELS:

- FRP panels- (Fiberglass Reinforced Polyester) using a glass veil to prevent weathering.

THICKNESS OPTIONS:

- 1", 1-1/2", 2-3/4" & 4" panels

FACE SHEETS:

- .070 exterior / .045 Interior face sheets are standard.

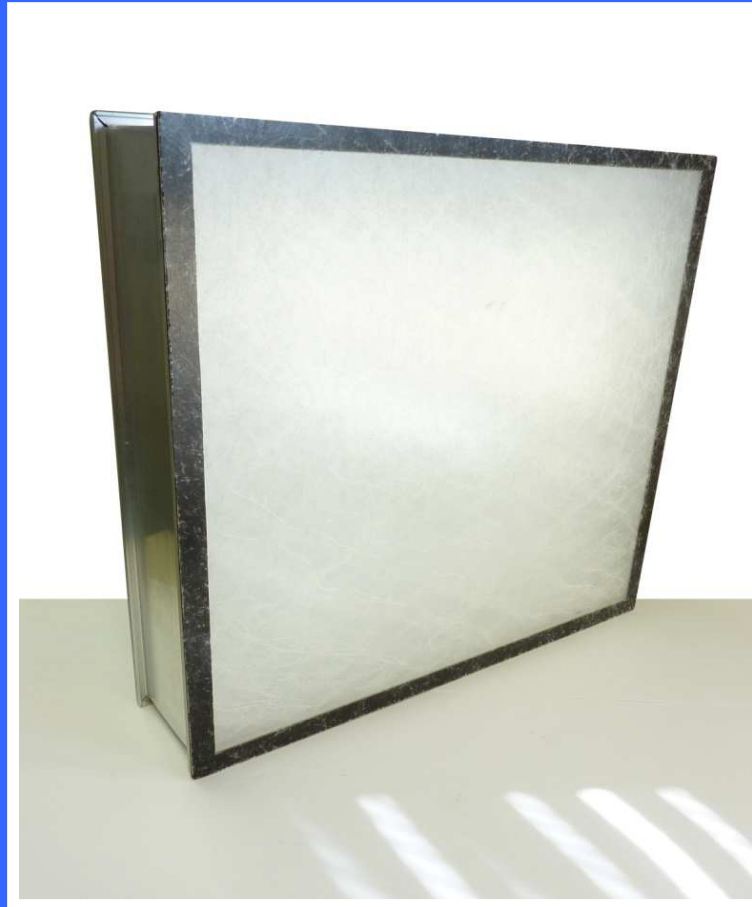
SHEET COLORS:

- Crystal / White primary face sheet colors- (options exist)

Warranties available:

- Color change- up to 20 yrs
- Workmanship- up to 10 yrs

Translucent Fiberglass Panels



Competitor

PANELS:

- FRP panels- (Fiberglass Reinforced Polyester) using a glass veil to prevent weathering.

THICKNESS OPTIONS:

- 1", 1-1/2", 2-3/4" & 4" panels

FACE SHEETS:

- .070 exterior / .045 Interior face sheets are standard.

SHEET COLORS:

- Crystal / White primary face sheet colors- (options exist)

Warranties available:

- Color change- **typ. 1 - 5 yrs**
- Workmanship- **typ. 1- 5 yrs**

YOU compare and get what's right for you!

SPECIFICATIONS ON-LINE AT WWW.MAJORSKYLIGHTS.COM

*Note: Picture of product is not to scale. Competitor's data based on latest published information and is subject to change without notice.

Finishes on Framing Members

Major Industries

- Kynar finishes are STANDARD.
- Anodized finishes are STANDARD.
(Finish applied By Lintec, a licensed applicator)
- Kynar meets AAMA specs:
2604: 50% Kynar - 5 years (up to 10)
2605: 70% Kynar - 10 year (up to 20)

Competitor

- Silicone polyester (*CRF) is STANDARD
- Anodized finishes are NOT STANDARD
(Finish applied in-house at their own facility)
- Silicone Polyesters meet AAMA specs:
2603: (1 year) and
2604: (5 years)
2605: available but not standard.

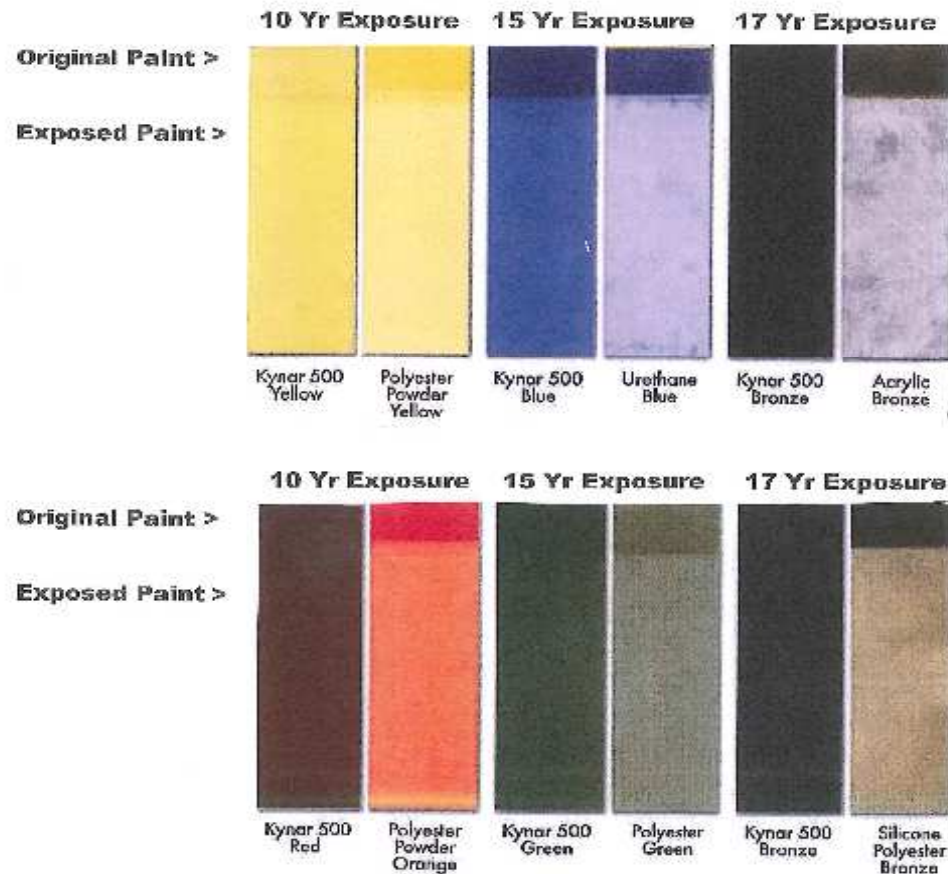
* CRF is the marketing term typically used in their specification and is synonymous with Silicone Polyester.

(see following sheet for a Silicon Polyester vs. Kynar comparison)

THIS is why
 MAJOR uses KYNAR
 and not the
 Competitors CRF
 (Corrosion Resistant Finish)
 which is
 Silicone Polyester.

Kynar®

SUPERIOR Weather Resistance!



Major Industries' standard finish is Kynar®.
The Kompetitor uses Polyester as their standard finish.

So, with this new information we're hoping that you will **review your old specification and update it to higher standards.**

Please make **Major Industries** the BASIS of your Translucent Daylighting Panel designs so you get **the BEST product available** on the market. You can always examine substitutes for inclusion later.

DON'T substitute price for performance!