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What are rooftop supports?

Rooftop supports are a family of systems designed to support and organize objects on flat commercial roofs. The supports offer protection for the objects and the roof deck. There are several levels of supports:

**Engineered Equipment Mounting:** These systems include products such as the RectorSeal Big Foot Systems® which are designed for supporting and organizing large equipment on more complex projects. These systems often require engineering takeoffs and custom frame designs.

**Equipment Stands:** Equipment stands are mount supports designed to fit a range of equipment in a single package. The RectorSeal Big Foot® Fast Fix stands are an example of this system. These products are ideal for smaller equipment such as mini-split and VRF/VRV condensers.

**Vibration Pads and Risers:** Pads and risers are for heavy support applications where additional framework is not required. The devices are usually made of recycled rubber for protection of the roof deck and vibration isolation. RectorSeal offers the Fix-It-Foot line in this category.

**Rooftop Pipe supports:**
What is a rooftop pipe support?

**Traditionally**, rooftop pipe supports are any convenient object used to elevate a pipe or any light weight item off the roof deck. The most common method is a 4x4 lumber sleeper or other handy construction debris.

**Currently**, competitors are entering the market with designed supports that offer the contractor greater support options, deck and vibration protection, known performance, and enable the contractor to complete the job faster with a more professional appearance.

**Rooftop pipe supports** are designed for piping but can be used for other lightweight applications on flat commercial roofs. The products should be easy to install, low cost, and provide a professional look for applications such as water and gas piping, electrical conduits, ducting, walkways, condensate lines, and refrigerant lines. Additionally, they provide vibration isolation, deck protection, are compatible with industry available support accessories, and can have options for wind, water, and snow loads.
- **Rooftop Pipe Support**

**The RectorSeal RPS** is a lightweight, versatile, non-penetrating support recommended for all lightweight applications such as pipes, conduits, ducting, and solar installations on flat commercial roofs.

**Attributes:**
- .15” thick UV stabilized copolymer
- Temperatures up to 200 f
- Removable 1” thick high density insulated foam base
- Galvanized perforated strap for up to a 2” pipe
- Loads up to 350 lbs. with strut and 250 lbs. without
- Screw guides
- Notch for universal strut placement
- 3 Accessory ½” holes with 5/8” and ¾” nut retainers
- Interlocking tabs to align multiple supports
- Numbered pipe alignment grooves
- 5 year warranty

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RectorSeal's RPS is a light weight, versatile, non-penetrating support recommended for all lightweight applications. Cost, complexity, and load capacity separate pipe supports from other members of the engineered support systems family such as Big Foot. The RPS should be sold as an economical stand-alone product or as an addition to other support systems.

Recommended uses include:
• Water and gas piping
• Electrical conduits
• Ducting
• Condensate lines
• Refrigerant lines
• Solar applications
• Cable trays
• Walkways
How do I install it?

**Installation** is as simple as:

- Remove the galvanized perforated strap from the bottom of the RPS
- Place the RPS on any flat surface
- Line up the items to support using the numbered pipe grooves
  - or ½” holes
- Secure the item using the provided 2” galvanized perforated strap and screw guides
  - or contractor supplied nuts, bolts, and washers
- Attaching universal strut and accessories: Strut and hardware not included
  - Remove the insulated base by gently pulling on it
  - Insert 5/8” inch nut in the retainers built into the under side of the RPS
  - Place the universal strut in the molded notch and use a ½” bolt to secure
  - Replace the insulated base
- Attaching extension rods: Rods and hardware not included
  - Remove the insulated base by gently pulling on it
  - Insert 3/4” inch nuts in the retainers built into the under side of the RPS
  - Secure the extension rods and hardware
  - Replace the insulated base

Recommended support spacing as per ASTM A53-86 for steel pipe and 2’ to 7’ for PVC
Do not exceed the maximum load per roofing manufacture specifications
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Target Customer

Any contractor interested in a professional installation without the cost and complexity of more robust support systems and not willing to compromise with the unprofessional look of a “construction debris” installation.

Recommended Contractors:
- HVACR
- Plumbing
- Electrical
- Construction

Wood sleeper
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**Roof Top® Blox** – IPS: This product is very similar to the RectorSeal RPS design and functionality

**Roof Top® Blox:**
- Material: .1”-.135” thick UV stabilized copolymer
- Dimensions: 8.75” x 8.75” x 4.5”h
- Temperatures: Up to 200 f
- Base: Removable 1” thick insulated foam
- Strap: Galvanized, perforated, for up to a 2” pipe
- Loads: Up to 350 lbs. with strut and 250 lbs. without
- Screw guides: Yes
- Strut channel: Yes
- Accessory: ½” & 3/8” bolt holes with 5/8” and ¾” nut retainers
- Interlocking tabs: Yes
- Pipe alignment grooves: Yes, 9 x .75”
- Contractors pack: 8 unit
- Price: Est. $8 Distributor
- Warranty: 5 years

**RPS:**
- Material: .15” thick UV stabilized copolymer
- Dimensions: 7.5” x 8” x 5”h
- Temperatures: up to 200 f
- Base: Removable 1” high density insulated foam
- Strap: Galvanized, perforated, for up to a 2” pipe
- Loads: Up to 350 lbs. with strut and 250 lbs. without
- Screw guides: Yes
- Strut channel: Yes
- Accessory: ½” bolt holes with 5/8” and ¾” nut retainers
- Interlocking tabs: Yes
- Pipe alignment grooves: Numbered, 5 x 1”
- Contractors pack: 10 unit
- Price:
- Warranty: 5 years
Key Competitor

Miro – Miro Industries, Inc.: This product is not universal and requires several different bases to match the RPS

**Miro Pipe Supports:**
- Material: UV stabilized Polycarbonate
- Dimensions: 6” x 6” x 3.375”h
- Temperatures: Not listed
- Base: None
- Perforated strap: None
- Loads: Up to 172 lbs. with strut and 72 lbs. without
- Screw guides: Yes
- Strut channel: No
- Accessory: 3/8” bolt holes
- Interlocking tabs: No
- Pipe alignment grooves: Yes 1
- Contractors pack: 63 per case
- Warranty: 20 years
- Price: Est. $8.25 to contractor

**RPS:**
- Material: .15” thick UV stabilized copolymer
- Dimensions: 7.5” x 8” x 5”h
- Temperatures: up to 200 f
- Base: Removable 1” high density insulated foam
- Strap: Galvanized, perforated, for up to a 2” pipe
- Loads: up to 250 lbs. with strut and 200 lbs. without
- Screw guides: Yes
- Strut channel: Yes
- Accessory: ½” bolt holes with 5/8” and ¾” nut retainers
- Interlocking tabs: Yes
- Pipe alignment grooves: Numbered, 5 x 1”
- Contractors pack: 10 unit
- Warranty: 5 years
- Price:
**KnuckleHead** – GreenLink: This product requires several different bases and universal strut to secure more than one pipe or accessories

**KnuckleHead Lite Pipe:**
- Material: Fiberglass-reinforced nylon
- Dimensions: 7” x 3.2”h
- Temperatures: Not listed
- Base: Optional
- Perforated strap: None, optional molded strap
- Loads: Up to 600 lbs.
- Screw guides: Yes, for securing base
- Strut channel: Yes on specialized strut head
- Accessory: Specialize clips for strut, no risers as they are height adjustable with optional 18” extensions
- Interlocking tabs: No
- Pipe alignment grooves: Yes, 2
- Contractors pack: 63 per case
- Warranty: A 10-year warranty is available?
- Price: Est. $8.95 to contractor

**RPS:**
- Material: .15” thick UV stabilized copolymer
- Dimensions: 7.5” x 8” x 5”h
- Temperatures: up to 200 f
- Base: Removable 1” high density insulated foam
- Strap: Galvanized, perforated, for up to a 2” pipe
- Loads: up to 250 lbs. with strut and 200 lbs. without
- Screw guides: Yes
- Strut channel: Yes
- Accessory: ½” bolt holes with 5/8” and ¾” nut retainers
- Interlocking tabs: Yes
- Pipe alignment grooves: Numbered, 5 x 1”
- Contractors pack: 10 unit
- Warranty: 5 years
- Price:
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Competitive Positioning

- Market Share: 0%
  - Brands: RPS

- Market Share: 60%
  - Brands: Roof Top® Blox

- Market Share: 30%
  - Brands: Pipe Supports

- Market Share: 10%
  - Brands: KnuckleHeads
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Why RectorSeal?

Name, Design, Durability

The most common form of support for lightweight applications is a wood sleeper, the RectorSeal designed product gives a more professional look and offer a greater range of installation options.

The only peer competitive product is Roof Top® Blox. We match them on most attributes and exceed them in material thickness a product height. Testing of the first articles shows we match Blox for total load of 250 lbs. without strut and 350 lbs. with strut.

KnuckleHeads are an interesting product but have a more complicated design. Their products require multiple fittings and manufacturer specific parts. Our design and Blox, is a single unit that can accept industry common fittings and accessories. I feel Green Link is pushing this design to enhance the sales of their adhesives. Their warranty 10 years but you must contact them for the details.

Miro has a very simple design that requires separate units to perform different task. These products seem to be geared to support a single pipe run per support. Their offering is not universal and seems to fit a more engineered or commodity approach. Their warranty is the industries longest at 20 years.
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Objections

**Load:** These products are designed for low cost and light duty. The weight of piping, conduit, refrigerant lines, solar, and walkways should not be an issue. For instance; a 2” SCH 40 pipe weighs 3.652 lbs. per ft. You would have to balance 55’ of pipe or have more than five 10’ sections on a single support to meet the 200 lbs. load. A 2’ x 6’ section of walkway weighs 80 lbs. and would be supported by 4 RPS’s. A solar photovoltaic panel weighs approximately 43 lbs.

**Wind resistance:** We are working on it - The final product will be similar to Blox with an adaptor that can be glued or screwed down.

**Durability:** Our product is UV rated for 5 years and made of .15” thick 100% Copolymer. The manufacturer rates the expected life of the product at 20 years.

**Warranty:** RPS is 5 years which matches Blox. Knucklehead claims 10 years but you must contact them for details (I do not know them yet). The longest is Miro at 20 years. We claim 5 years based on a conservative UV rating with the manufacture and estimate the life of the unit at 20 years.