Preliminary Consultation MONTGOMERY COUNTY HISTORIC PRESERVATION COMMISSION STAFF REPORT

Address: 16101 Oak Hill Road, Sandy Spring Meeting Date: 5/242023

Resource: Master Plan Site #15/52 **Report Date:** 5/17/2023

(Edgewood II)

Applicant: Steven Gudelsky **Public Notice:** 5/10/2023

Review: Preliminary Consultation **Staff:** Dan Bruechert

PROPOSAL: Request to replace wood porch with AERATIS

STAFF RECOMMENDATION:

Staff recommends the applicant make any revisions recommended by the HPC and return for a HAWP.

ARCHITECTURAL DESCRIPTION:

SIGNIFICANCE: Master Plan Site #15/52, Edgewood II

DATE: c. 1858 with later additions

Excerpt from *Places from the Past*:

Originally built c.1858, Edgewood has strong historical associations with the Stablers, a prominent Quaker family associated with the settlement and agricultural development of Eastern Montgomery County in the 1800s. Robert Stabler built Edgewood about 1858 when he married. His father, Caleb, of Drayton, gave him the land. Robert was a prosperous farmer active in the Grange and one of the incorporators of the Sandy Spring Bank. The original dwelling was the 2½-story block, two rooms wide with a rear kitchen ell. Later, probably in the late 1800s, a new kitchen wing was added and the old kitchen converted into a dining room. About 1903, another rear wing was built, giving the house a roughly U-shaped plan. The dwelling is set within a grove of hardwood trees from which the property obtained its name.



Fig. 1: Subject property.

BACKGROUND

On May 14, 2022, the HPC denied a HAWP at the subject property to replace the existing wood porch decking with Azek.¹

The applicant appealed the HPC decision to the county Board of Appeals which heard the case in October 2022. The Board of Appeals was evenly split 2-2, so the appeal was denied and the HPC's decision was upheld.²

PROPOSAL

The applicant proposes to replace the existing wood porch flooring with Aeratis porch flooring at the subject property.

APPLICABLE GUIDELINES

When reviewing alterations and new construction at Master Plan Sites several documents are to be utilized as guidelines to assist the Commission in developing their decision. These documents include *Montgomery County Code Chapter 24A (Chapter 24A)* and *the Secretary of the Interior's Standards for Rehabilitation (Standards)*. The pertinent information in these documents is outlined below.

¹ The Staff Report and HAWP application are available here: https://montgomeryplanning.org/wp-content/uploads/2022/05/I.D-16101-Oak-Hill-Road-Sandy-Spring-990754.pdf. The hearing is available here: https://morppc.granicus.com/MediaPlayer.php?publish id=f36bd3dd-d77b-11ec-bbb4-0050569183fa.

² The Board of Appeals opinion is available here: https://www.montgomerycountymd.gov/BOA/Resources/Files/pdf/opinions/2022/A-6760.PDF.

Montgomery County Code: Chapter 24A-8

- (a) The commission shall instruct the director to deny a permit if it finds, based on the evidence and information presented to or before the commission that the alteration for which the permit is sought would be inappropriate, inconsistent with or detrimental to the preservation, enhancement or ultimate protection of the historic site or historic resource within an historic district, and to the purposes of this chapter.
- (b) The commission shall instruct the director to issue a permit, or issue a permit subject to such conditions as are found to be necessary to ensure conformity with the purposes and requirements of this chapter, if it finds that:
 - (1) The proposal will not substantially alter the exterior features of an historic site or historic resource within an historic district; or
 - (2) The proposal is compatible in character and nature with the historical, archeological, architectural or cultural features of the historic site or the historic district in which an historic resource is located and would not be detrimental thereto or to the achievement of the purposes of this chapter; or
 - (3) The proposal would enhance or aid in the protection, preservation and public or private utilization of the historic site or historic resource located within an historic district in a manner compatible with the historical, archeological, architectural or cultural value of the historic site or historic district in which an historic resource is located; or
 - (4) The proposal is necessary in order that unsafe conditions or health hazards be remedied; or
 - (5) The proposal is necessary in order that the owner of the subject property not be deprived of reasonable use of the property or suffer undue hardship; or
 - (6) In balancing the interests of the public in preserving the historic site or historic resource located within an historic district, with the interests of the public from the use and benefit of the alternative proposal, the general public welfare is better served by granting the permit.
- (c) It is not the intent of this chapter to limit new construction, alteration or repairs to any 1 period or architectural style.

Secretary of the Interior's Standards for Rehabilitation:

The Secretary of the Interior defines rehabilitation as "the act or process of making possible a compatible use for a property through repair, alterations, and additions while preserving those portions or features, which convey its historical, cultural, or architectural values." The *Standards* are as follows:

- 2. The historic character of a property shall be retained and preserved. The removal of historic materials or alteration of features and spaces that characterize a property shall be avoided.
- 6. Deteriorated historic features will be repaired rather than replaced. Where the severity of deterioration requires replacement of a distinctive feature, the new feature will match the old in design, color, texture and, where possible, materials. Replacement of missing features will be substantiated by documentary and physical evidence.

III.A

9. New additions, exterior alterations, or related new construction shall not destroy historic materials that characterize the property. The new work shall be differentiated from the old and shall be compatible with the massing, size, scale, and architectural features to protect the historic integrity of the property and its environment.

STAFF DISCUSSION:

The subject property is the *Edgewood II* Master Plan Site. The historic house consists of the original c. 1858 2 ½-story dwelling to the south and a later rear wing addition, c. 1903, to the north. The original dwelling fronts on Spencerville Road to the south, while the north wing is accessed via Oak Hill Road from the west (now experienced as the front).

The applicant proposes to replace the existing wood porch flooring on both the south (original dwelling) and west (north addition) porches with Aeratis porch flooring. The application states that the work is being proposed due to continuing rot and deterioration, requiring several previous replacements. Staff has conducted multiple site visits and can confirm that the tongue and groove porch flooring is showing signs of rot and deterioration.

The question to be resolved at this Preliminary Consultation is: whether Aeratis is an acceptable replacement material for the wood porch flooring at the subject individually listed Master Plan Site.

Staff has consistently maintained that wood is a widely available material that can be replaced in-kind at County Master Plan sites. Standard 6 states that deteriorated distinctive materials should be replaced with a material that matches the "design, color, texture, and, where possible, materials." Staff finds that the porch flooring is a 'distinctive' material. Following the guidance of Standard 6, Staff find that there is a material that can satisfy all of the criteria and that is milled tongue and groove wood.

Staff acknowledges that the quality of some of the most widely available wood has degraded over the last several decades. Old-growth forests can no longer be harvested, and the wood harvested today is selected for its ability to grow quickly and straight. This contemporary wood is less dense than the historically available wood which had tight growth rings and, as a result, was more durable. The density and durability of the old wood is why there are 200-year-old windows that still function well (with occasional maintenance), but 30-year-old windows need to be replaced.

There are several ways to use contemporary wood and extend its lifespan. The first consideration is the wood species. Some species like Southern Yellow Pine are not very durable and are likely to degrade very quickly. Species like Cedar or Redwood resist rot and bug infestation because of the resin naturally in the wood. Additionally, tropical species like Ipe or Teak or Mahagony are widely available. Second, wood needs to be appropriately prepped before it is installed. It can be seasoned so the interior moisture is consistent with the surrounding atmosphere. The wood can also be primed or stained and sealed on all six sides before it's installed.

The National Park Service published Preservation Briefs 45: Preserving Historic Wood Porches³ in 2006 to address this specific issue. In discussing plastics and composites, the brief states, "the historical significance of a particular property and its porch influences decisions regarding possible use of substitute materials. In general, greater emphasis is placed on authenticity and material integrity when maintaining and repairing individually significant historic properties." The brief reiterates that the wood available today is different than the wood available historically.

³ The full text of the Preservation Briefs is available here: https://www.nps.gov/orgs/1739/upload/preservation-brief-45-wood-porches.pdf.

	Wood Characteristics					
Species	Cut or Grade	Cost	Workability	Resistance to Decay	Resistance to Cupping	Paint Holding Ability
Redwood	Clear, Vertical-grain, all-heart	SSS	Fair	Excellent	Excellent	Excellent
	"B" Select, flat-grain	55	Fair	Excellent	Good	Good
Cedar	Clear	55	Fair	Excellent	Good	Fair
Cypress	Clear	\$\$	Fair	Excellent	Fair	Good
Douglas Fir	"C" & better, Vertical-grain	ss	Fair to Poor	Good to Fair	Excellent	Fair
Southern Yellow Pine	"D" Select, flat-grain	5	Fair	Fair	Good	Fair
	Vertical-grain	555	Fair	Fair	Excellent	Fair to Good
Eastern White Pine	"D" Select, flat-grain	5	Excellent	Fair	Excellent	Good
	Vertical-grain	SSS	Excellent	Fair	Good	Excellent
Poplar	Firsts and Seconds	5	Good	Poor	Good	Fair
American Mahogany	Clear	SSS	Excellent	Excellent	Excellent	Good

This table summarizes the characteristics of just a few of the different species available, including the workability of the wood (indicating a better wood for decorative porch pieces), the resistance to decay (an important feature for all porch components), resistance to cupping (a wood highly resistant to cupping is a better choice for floor board replacement) and paint holding ability. The Cut or Grade is also listed, as a low-grade wood can perform very differently than a higher grade in the same species. Cost will vary depending on region and market supply and demand. In general, it is best to contact two or three local lumberyards to find the available woods with the characteristics needed in the local market. Source: Practical Restoration Report, Exterior Woodwork Details.

Figure 1: From Preservation Briefs 45: Preserving Historic Wood Porches, 2006.

Regardless of the species selected, the wood will need a cyclical maintenance plan in place to ensure that it is inspected on a regular basis and repaired and re-painted as needed. In discussion with the applicant, Staff suggested the applicant consider Accoya. Accoya is wood that is treated with a proprietary chemical blend to significantly extend its life. The applicant considered the material, but rejected it primarily because of its initial costs and the maintenance necessary to preserve its appearance.

The applicant proposes to replace the existing porch decking with Aeratis. Aeratis is a solid PVC wood substitute that comes available in a tongue and groove configuration. It has been approved by the HPC in select instances for buildings in historic districts in Montgomery County, however, the instances where it has been approved were limited to locations where the Aeratis did not connect to historic fabric (i.e. on a rear deck adjacent to a non-historic addition or a Non-Contributing Resource). Additionally, Aeratis touts that it has been installed on several historic buildings and includes examples on its website (examples attached to the application). The full context of these reviews is not included, so Staff cannot draw a larger conclusion from these examples.

Staff is aware of some additional benefits to using Aeratis. Because it is a solid material, it will not swell across its width as it absorbs moisture, as wood does. Additionally, because it is solid, it feels denser and more like wood than cellular PVC materials (i.e. Azek). Aeratis takes an applied finish better than any of the other identified substitute materials, which means it can be painted. Lastly, the applied faux grain finish on Aeratis is one of the least pronounced of the manufactured decking products, which means that when it is painted it has the closest appearance to painted wood.

But, Aeratis is still not wood.

The applicant argues that because the existing wood porch failed so quickly, replacing it in kind would be an exercise in futility. Staff acknowledges the frustration and expense associated with that. But Staff also recognizes that the County recognized that historic buildings require more frequent (and occasionally more expensive) repairs by enacting the County's historic preservation tax credit; by giving property owners a financial incentive to repair and restore elements on their historic buildings.

Staff reached out to colleagues at the National Park Service's Technical Preservation Service to solicit their position on Aeratis specifically (and replacement porch materials generally) as it relates to the federal rehabilitation tax credit review. They were unable to identify a tax credit project where Aeratis and been proposed and approved. However, they also indicated there are instances where applicants are encouraged to not use wood and instead use an appropriate substitute material for high-exposure elements that are to have a painted finish (i.e. historic storefronts). Staff notes, however, that the review conducted for the rehabilitation tax credit applies only the Secretary of the Interior's Standards for Rehabilitation in their review.

The HPC could consider the building's architectural significance. The subject property is a farmhouse designated for its association with a prominent family from the early 19th century and as an example of Greek Revival/vernacular architecture constructed over several periods. Edgewood II is not high-style architecture where the porches are integral to the design and style of the house as might be the case with a Queen Anne or other revival style. Instead, they are simply detailed and exist to create a raised platform away from the elements to access the raised doors. Additionally, the porch floorboards have been replaced at least twice as documented by photographs dating from the 1970s to the present. The HPC could determine that the horizontal decking is not a significant character-defining feature and utilizing a substitute material with a painted finish, would not detract from the house's significance.

While Staff maintains that a durable wood species is the appropriate material to replace the porch decking, Staff seeks the HPC's input on whether, in this instance, a substitute material is appropriate. To aid the HPC in making their determination, Staff asked for certain deliverables including physical samples. The applicant has indicated those will be brought to the prelim for inspection and review by HPC at the upcoming meeting.

STAFF RECOMMENDATION

Staff recommends the applicant make any revisions recommended by Staff and return for a HAWP.



APPLICATION FOR HISTORIC AREA WORK PERMIT HISTORIC PRESERVATION COMMISSION 301.563.3400

HAWP#_ DATE ASSIGNED____

FOR STAFF ONLY:

APPLICANT:

Name:	E-mail:	
Address:	City:	Zip:
Daytime Phone:	Tax Acc	count No.:
AGENT/CONTACT (if applicab	le):	
Name:	E-mail:	
Address:	City:	Zip:
Daytime Phone:	Contrac	ctor Registration No.:
LOCATION OF BUILDING/PRE	MISE: MIHP # of Historic Proper	rty
Is there an Historic Preservatior map of the easement, and docu	n/Land Trust/Environmental Eas umentation from the Easement H	idual Site Namesement on the Property? If YES, include a Holder supporting this application. vs Required as part of this Application?
Building Number:	Street:	
Town/City:	Nearest Cross Street:	:
Lot: Block:	Subdivision:	Parcel:
for proposed work are subm be accepted for review. Chec New Construction Addition Demolition Grading/Excavation I hereby certify that I have the and accurate and that the cons	itted with this application. Inc k all that apply:	overify that all supporting items complete Applications will not Shed/Garage/Accessory Structure Solar Tree removal/planting Window/Door Other: application, that the application is correc reviewed and approved by all necessary dition for the issuance of this permit.

HAWP APPLICATION: MAILING ADDRESSES FOR NOTIFING [Owner, Owner's Agent, Adjacent and Confronting Property Owners] Owner's mailing address Owner's Agent's mailing address Adjacent and confronting Property Owners mailing addresses

Description of Property: Please describe the building and surrounding environment. Include information on significant structures landscape features, or other significant features of the property:
Description of Work Proposed: Please give an overview of the work to be undertaken:

Work Item 1:	
Description of Current Condition:	Proposed Work:
Work Item 2:	
Description of Current Condition:	Proposed Work:
Work Item 3:	
Description of Current Condition:	Proposed Work:



DATE ASSIGNED____ **APPLICATION FOR** HISTORIC AREA WORK PERMIT HISTORIC PRESERVATION COMMISSION 301.563.3400

HAWP#_

FOR STAFF ONLY:

APPLICANT:

Name:	E-mail:	
Address:	City:	Zip:
Daytime Phone:	Tax Acco	unt No.:
AGENT/CONTACT (if applica	ble):	
Name:	E-mail:	
Address:	City:	Zip:
Daytime Phone:	Contracto	or Registration No.:
LOCATION OF BUILDING/PR	EMISE: MIHP # of Historic Property	
Is there an Historic Preservation map of the easement, and do Are other Planning and/or Hea	on/Land Trust/Environmental Easer cumentation from the Easement Ho	ment on the Property? If YES, include a older supporting this application. Required as part of this Application?
Building Number:	Street:	
Town/City:	Nearest Cross Street: _	
Lot: Block:	Subdivision: P	arcel:
for proposed work are subto be accepted for review. Che New Construction Addition Demolition Grading/Excavation I hereby certify that I have the	Deck/Porch Fence Hardscape/Landscape Roof e authority to make the foregoing a	
	. , .	tion for the issuance of this permit.

FOR STAFF ONLY:	
HAWP#	
DATE ASSIGNED	



APPLICATION FOR HISTORIC AREA WORK PERMIT HISTORIC PRESERVATION COMMISSION 301.563.3400

APPLICANT:		
Name: Lisa Barry & Barry Gudelsky & Steven Gudelsky	E-mail: Lisa@ghioffice	e.net
Address: 16101 Oak Hill Road	City: Silver Spring Zip	20905
Daytime Phone: 301-622-5272	Tax Account No.: 51-0561	930
AGENT/CONTACT (if applicable):		
Name:	E-mail:	
Address:	City: Zip	:
Daytime Phone:	Contractor Registration No.:	
LOCATION OF BUILDING/PREMISE: MIHP # of Histo	ric PropertyOric Property	ad
Is the Property Located within an Historic District?	_Yes/District Name _No/Individual Site Name	-
Is there an Historic Preservation/Land Trust/Environn map of the easement, and documentation from the E		
Are other Planning and/or Hearing Examiner Approva (Conditional Use, Variance, Record Plat, etc.?) If YES, supplemental information.		17/17/
Building Number: Street:		
Town/City: Nearest Cro	oss Street:	
Lot: Block: Subdivision	: Parcel:	
TYPE OF WORK PROPOSED: See the checklist on for proposed work are submitted with this applic		
be accepted for review. Check all that apply:		cessory Structure
New Construction✓ Deck/Porch✓ Fence	Solar Tree removal/pla	enting
Demolition Hardscape/Land		8
Grading/Excavation Roof	Other:	
I hereby certify that I have the authority to make the		
and accurate and that the construction will comply w		
agencies and hereby acknowledge and accept this to	March 30, 2023	i una periint.
Signature of owner or authorized agent	Dat	e

HAWP APPLICATION: MAILING ADDRESSES FOR NOTIFING [Owner, Owner's Agent, Adjacent and Confronting Property Owners] Owner's mailing address Owner's Agent's mailing address Adjacent and confronting Property Owners mailing addresses

res,

Work Item 1:	
Description of Current Condition:	Proposed Work:
Work Item 2:	
Description of Current Condition:	Proposed Work:
Work Item 3:	
Description of Current Condition:	Proposed Work:

ÆRATIS



1865 Victorian Restoration in Goshen, Alabama



1865 Victorian Restoration in Goshen, Alabama

"Several years ago, we moved an 1865 Victorian house from downtown Troy, Alabama. Through the moving process, we were able to preserve most of the original features of the house, but the porch had to be completely removed. In rebuilding the porch on the new location, we chose the standard building material in our area, kiln-dried tongue and groove pine, as recommended by our lumberyard. Even though we primed and painted all 6 sides of the boards and took great care to maintain it, within 5 years, the wood floor completely rotted, and became a major safety liability.

Finally, after being completely frustrated, and determined not to have to go through this same ordeal again, we did some extensive research and choose Aeratis as the best product to replace our porch. Our decision was based on its authentic look (it doesn't look like a fake plastic wood imitation, like some of the other porch planks) and its history of exceptional performance (we couldn't find any examples of product issues or complaints).

We couldn't be happier with our new porch. It feels great and looks even better! Thank you so much for all your help!! ~ Laura

SEARCH AERATIS

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Find a Retail Location

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General Instructions

Waterproof Installation

Install Direct to Concrete

Ceiling Board Installation

New Construction Install

Materials Needed

Installation Videos

Paint & Stain Guide

Care & Maintenance

WARRANTY & REBATE

Warranty Information

Warranty Form

Traditions Paint Rebate Form

Testimonials

Installation & Care

General Instructions

Waterproof Installation

Install Direct to Concrete

Ceiling Board Installation

New Construction Install

Materials Needed

Installation Videos

Paint & Stain Guide

Care & Maintenance

Products

Aeratis Heritage Porch Flooring

Aeratis Traditions

Aeratis Classic

Stair-Tread

Universal Porch Plank

Traditions Twenty-Four Ceiling

Aeratis Trim Options

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1867 Italianate historical home in Marshall, Michigan

"Marshall is a national historic district and over the years we had our home, we had problems with the front porch. I researched and found your product. We were on home tour that year and had approximately 3000 people come through our home. I asked that literature be sent to us and we cut the few leftover pieces up and had them available as samples for anyone who showed an interest in this product.

We love our flooring, have had no problems with it, it is a relief we are not having to replace boards any longer. I wanted you to know how much we love your product and can only say the best about it. We speak highly of your product and it shows off so well. I would appreciate a list or information of what other products you have available for homeowners. Thank you so much." ~ Judy

SEARCH AERATIS



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General Instructions

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Ceiling Board Installation

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WARRANTY & REBATE

Warranty Information

Warranty Form

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Testimonials

Installation & Care

General Instructions

Waterproof Installation

Install Direct to Concrete

Ceiling Board Installation

New Construction Install

Materials Needed

Installation Videos

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Stair-Tread

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DECKING CARE GUIDE



CARE GUIDE

for Accoya decking

Decks are exposed to changing weather conditions all year round that cause the decking to degrade by a series of chemical, biological and physical processes.

The surface of any wood will be altered by a combination of UV, moulds, algae, mildew, yeasts, and pollution - Accoya is no exception. Therefore regular care is recommended.



Especially exterior horizontal surfaces will form a biofilm that will hold water and reduce the speed of drying of the board, and a large build-up of such a layer should be prevented. In addition to design detail that enhances performance, regular cleaning must be considered to help control the build-up of such a biofilm.



Greying

Accoya decks can be installed uncoated and don't require any surface treatment for high durability.

Uncoated Accoya decks are very popular, especially if you want to comply with the Cradle-to-Cradle® standard. Uncoated Accoya decks will weather naturally and change to a silver-grey colour.

The rate of weathering will vary according to the amount of UV, elevation on a building, the surroundings and the surface structure. Depending on such influences, Accoya will grey out at a similar rate as most other wood species. Partial shading of a surface will lead to uneven greying.

However, before turning grey, uncoated Accoya will go through a phase of bleaching where it turns a lighter shade of its normal colour. Surface growths are particularly apparent in this intervening period and can vary in level from board to board. This will become less distinguishable after full (even) greying, but in this transition period the surface of Accoya may look blotchy.

Preventive measures

If left uncoated, surface mould development can be reduced or delayed by decreasing the level of moisture the wood is subject to.

Decking should be designed in such a way that (rain) water is easily drained off and optimal ventilation around the Accoya boards is ensured. Further, permanently dark and shaded areas should be avoided, and no objects should be placed stationary on the deck for long stretches of time. Flower pots and plant troughs should always be raised from the deck so that back ventilation is possible, e.g. using strips, spacers, or coasters.

Additionally, surface mould development can be reduced by applying a solution that has effective levels of performance protection, helping prevent biofilm and mould development. Please contact your dealer for more information.



Natural greying of Accoya decking over time



Surface fibres

Uncoated Accoya may show some surface fibres after being exposed for some time.

The main reason for the occurrence of surface fibres has been the misuse of pressure washers. Using such cleaning devices with too high a pressure will lead to the damage to the uppermost surface layer of wood.

In addition to that, as explained previously, UV light (which is a part of sunlight) is responsible for partly degrading the lignin in wood surfaces. As this lignin holds the wood cells together, this degradation will lead to a rougher and more open surface. This may be perceived as fine fibres on the surface, which will eventually erode.

The higher the amount or intensity of UV and general weathering the surface is subject to, the faster this process will develop. It should be noted that these fibres are formed on all exposed wood species, including Accoya, particularly on flat surfaces like decking. A ribbed deck profile will tend to cause an accumulation of these fibres, making it all the more noticeable.

In rare cases, certain harsh climatic conditions may lead to a special form of surface fibres unrelated to UV-degradation. Typically, this involves an apparently extreme amount of surface fibres in spring, usually after a prolonged snow cover. A prolonged moisture load combined with a repeated freeze-thaw cycle during winter may lead to a mechanical disintegration of the (uppermost) wood surface.

The Austrian Forest Products Research Society has indicated that Robinia and thermally modified woods are particularly affected, but also Larch, Teak and Sapeli are prone to such behaviour.

In all of these cases the durability of the Accoya wood is not compromised in any way. However, it is recommendable to periodically wash any loose fibres off, as they may flock together and become a spot for organisms to settle, which may lead to disfigurements.



Other staining

In rare cases, intensive hail can mark wooden decking. On weathered decks, lighter areas can appear at the points of impact. Thorough cleaning will remove these disfigurements. A decking cleaning device can help with particularly strong marks.

Fine cracks can appear on Accoya decking after installation and when it starts to weather. Cracks are a natural phenomenon on wood and have no effect on its durability.

On all natural wood, including Accoya, feeding marks caused by wasps, etc. can occasionally appear. These marks have no effect on performance or durability, and after weathering, care, maintenance and cleaning will fade or be removed.

Furniture can lead to scratches on the surface. However, scratches only have an optical effect and have no influence on the deck's service life, function, or warranty. Accoya wood is acetylated from the surface to the core and will retain its properties, no matter how often it is split or processed.



Coated Accoya decking

A coloured surface treatment, for example with a wood oil, is often desired for a special visual appearance.

Accoya is ideal for coatings. Many coating suppliers have developed and tested their coating system for use on Accoya. For specific coating products enquiries, it's always best to consult the experts at your coating supplier. Please follow the coating supplier instruction to achieve a quality finish.

Oil-based stains and hydrophobic agents have water repellent properties, but often cannot prevent water uptake on horizontal parts. Please note that oils can be a food source to fungi and thus oils containing a mouldicide are recommended if appearance is an important consideration. It's not recommended to use a clear semi film or film forming coating as mould and mildew can often develop beneath them.

Coatings and colour treatments need to be renewed regularly to maintain the original effect and colour. Whilst a specific life expectancy of any deck coating system can only be given by the coating manufacturer, generally speaking, a maintenance interval of more than one year will be rare – in line with other typical deck wood species. Typically the darker or more pigmented the coating, the longer the maintenance interval will be. A seasonal maintenance involving a recoat is most common.

The life expectancy of the surface treatment will depend on various circumstances such as the intensity of use, the location of the decking and the level of ventilation.

In places with high humidity, for example due to permanent shade or lack of sufficient ventilation, the surface treatment must be renewed more frequently. Regular cleaning also helps to reduce the risk of mould formation from the coating. However, high-pressure cleaning should be avoided. Please also note that walkways and areas with chairs that are used very intensively need to be maintained for more frequently.

Special environments, such as proximity to swimming pools and chlorine water, contact with household cleaning agents, etc can also have an effect on deck coatings. Please refer to the coating supplier in such circumstances.

Before applying a wood oil, the decking must be cleaned. Before applying the oil, we strongly recommend testing the oil on a separate piece of wood. Accoya can absorb a great deal of oil. If you want to minimize absorption, it is recommended that you let the first coat of oil dry before applying additional coats.



Cleaning Accoya decking

Wood decks are subject to natural weathering and require regular cleaning. Each deck requires an individual maintenance interval, depending on location, use intensity and personal preferences.

Decking will form a biofilm that will hold water and reduce the speed of drying of the board, and a large build-up of such a layer should be prevented. Regular cleaning will be needed to control the build-up of such a biofilm.

Under normal circumstances, an Accoya deck should be cleaned thoroughly once a year, preferably in spring, with some light cleaning throughout the year. More frequent cleaning may be necessary if the deck is permanently shaded, e.g. on the north side of a house or in the immediate vicinity of bushes, large trees and forests.

Accoya decking can be cleaned with a stiff brush and clear water. The process is improved by wetting it before cleaning, as the soaking softens the biofilm. For more persistent stains, a cleaning agent can be used, we recommend a cleaning agent with a PH value below nine and to rinse the decking thoroughly with clear water.

Planed surfaces are easier to clean than rough sawn surfaces. The use of a high-pressure cleaner is absolutely unsuitable for wooden decking and is expressly NOT recommended. The high-pressure water jet can damage the wooden boards, regardless of the wood species. Please protect your wood deck with a cover when using a high-pressure cleaner for other materials in the immediate vicinity.

It is possible to use a patio cleaning device for Accoya decks. Please refer to your decking dealer for advice. We recommend using a device with twin brush. When using close to a pool, please ensure the cleaning water is not drained into the pool.



Decking in Germany after 10 years of greying and regular cleaning



Contact information

United Kingdom and Worldwide enquiries

Brettenham House 19 Lancaster Place London WC2E 7EN +44 (0) 207 421 4300

Benelux enquiries

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responsible forestry

March 30, 2023

Rebeccah Ballo Historic Preservation Supervisor Montgomery County Planning Department 2425 Reedie Drive, 13th Floor Wheaton, MD 20902

Rebeccah

Sorry for the delay in getting back to you on our HAWP Application for the porch floors for Edgewood Inn.

We left off with our meeting on November 9, 2022 with the suggestion of using Accoya as the choice of product for the porch floors for Edgewood Inn. We have done much research on the Accoya Decking and find that between cost, maintenance and upkeep, Accoya would not be a good choice. We originally bought this property with the hopes of developing it into a Country Inn, but with the over burdening County regulations, it was not possible to accomplish it within a reasonable budget. With its current residential zoning, the property is not producing an income so it would be more of a burden to maintain items at such a high level that a wood porch requires. This is not a place that will be open to the public for tours and visitation as a historic site. With all the above reasons, we are requesting the use of Aeratis as our choice for restoring the porch floors at Edgewood.

Below are quotes from the Accoya Decking Care Guide giving guidelines for its use:

- Decks are exposed to changing weather conditions all year round that cause the decking to degrade by a series of chemical, biological and physical processes.
- The surface of any wood will be altered by a combination of UV, molds, algae, mildew, yeasts, and pollution Accoya is no exception. Therefore, regular care is recommended.
- Especially exterior horizontal surfaces will form a biofilm that will hold water and reduce the speed of drying of the board, and a large build-up of such a layer should be prevented. In addition to design detail that enhances performance, regular cleaning must be considered to help control the build-up of such a biofilm.
- Decking should be designed in such a way that (rain) water is easily drained off and optimal ventilation around the Accoya boards is ensured. Further, permanently dark and

32

- shaded areas should be avoided, and no objects should be placed stationary on the deck for long stretches of time.
- Surface mold development can be reduced by applying a solution that has effective levels of performance protection, helping prevent biofilm and mold development.
- Accoya is ideal for coatings. It is not recommended to use a clear semi film or film forming coating as mold and mildew can often develop beneath them. Coatings and color treatments need to be renewed regularly to maintain the original effect and color. A seasonal maintenance involving a recoat is most common. In places with high humidity, for example due to permanent shade of lack of sufficient ventilation, the surface treatment must be renewed more frequently. Regular cleaning also helps to reduce the risk of mold formation from the coating.
- Decking will form a biofilm that will hold water and reduce the speed of drying of the board, and a large build-up of such a layer should be prevented. Under normal circumstances, an Accoya deck should be cleaned thoroughly once a year, preferably in spring, with some light cleaning throughout the year. More frequent cleaning may be necessary if the deck is permanently shaded.

As you can see by the above information, the care of Accoya decking is extensive to keep it in good condition and we do not want to use a product that is so labor intensive and costly for the upkeep. We have included the Accoya Decking Care Guide for your reference.

The cost of Accoya Decking, maintenance and coating is prohibitive. With the cost being more than double that of Aeratis, and with the constant upkeep required for Accoya, it will also be more costly to maintain. Also, with the use of Aeratis, the paint is free through a rebate.

Attached are some documents provided by Aeratis showing the benefits of using Aeratis over wood. Also enclosed is a letter from the State of Louisiana giving Oak Valley Plantation permission to use Aeratis for their National Historic Landmark, and other testimonials of use at historic sites.

Below are quotes from "This Old House" and I have attached the original article for your reference.

- Finally, a porch flooring, ceiling, and shutter product that combines the period-authentic charm of wood with the durability of synthetics—in a structurally superior, paintable, historically accurate product that's guaranteed not to warp, rot, or buckle. Read on to see how this uniquely formulated alternative can add sustainable style to your home.
- One of the biggest concerns that homeowners have with tongue-and-groove products is thermal expansion and contraction. And this concern is not limited to natural wood: Even some of the higher-priced cellular PVC products are subject to the adverse effects of movement caused by temperature fluctuations.
- Aeratis has come up with a proprietary manufacturing process and formulation that guarantees its product will not expand or contract, so it will never buckle, cup, or warp, making it uniquely appropriate for both covered and uncovered applications. And since it

does not have any of the warping or imperfections of real wood, it's easier to work with, for a quicker and more cost-efficient installation. It's also the only wood alternative that can be stained or painted in any color, for a truly authentic wood look that stands up to the elements—as well as the scrutiny of the most discerning homeowners, architects, and builders.

- If you want the benefits of a lower-maintenance porch with a traditional, painted wood look—and you don't want to be limited to prebaked color choices—Aeratis offers the only wood-alternative flooring product that can be painted or stained in any color. And with a 5-A paint-adhesion rating, it has the strongest paint adhesion in the industry*.
- In the early 1800s, porch floor planks were much wider than you typically see today, and wide plank floors are making quite a comeback both indoors and out. An added benefit? Wider profiles cut installation time in half, so property owners can receive the cost savings from installation, as well as a more competitive cost per square foot.
- Did you know? Aeratis is the only wood alternative approved in 48 states for historic restorations and restorations on National Register properties.

Since the porch floors were originally wide boards when we purchased the property, we are thinking about possibly going with the wider boards for restoration rather than the tongue-and-groove.

With all the cost savings, less maintenance, historic accurate appearance, durability, paintable features, rebate on the paint and choice of tongue-and-groove or regular planks, we find Aeratis to be the best suitable material for restoring the porch floors at Edgewood Inn.

Sincerely,

Lisa Barry, Barry Gudelsky, Steven Gudelsky



Like in Kind

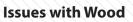
For years historical and architectural review boards have help to safeguard our National Register of Historic Places as well as local historic districts. Their role in this protection and preservation has been vital. Without this service history would be much less tangible and would certainly



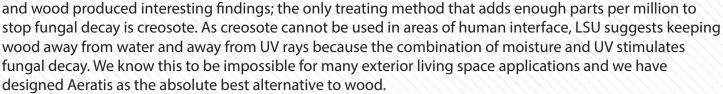
change as we distance ourselves further and further from it. However, a great number of challenges within the wood industry have put many historians and preservation commissions in a tough spot. Most review boards have found comfort in using the phrase "Like-in-Kind". This would designate that any product selected for use in replacing or restoring a project should be as similar as possible as what was originally used.

Today, in many cases, this is simply not possible. In the early 1800's pine, fir and mahogany trees were harvested once they reached hundreds of years in age. The average pine in the early 1800's was at least

50 years old before mills would consider harvesting. Fast forward to 2020 and we find that most mills are thinning pine farms at 15 years and clear cutting at 20 years. This has had a devastating effect on the density of the wood products harvested from these premature forests.



Paired with the lack of density, chemicals that stop fungal decay or insect infestation have been outlawed due to the negative effects on humans, pets, and the environment. A study by LSU on varying types of treating chemicals



Cost to Owners

When choosing materials to replace a project, especially a historic project, the first and foremost consideration should be preservation of appearance. Second is the ongoing cost and third, the effects of substandard materials being used. The Vieux Carré Commission (VCC) protects, preserves, and maintains the distinct architectural, historic character, and zoning integrity of the Vieux Carré. Within the bounds of the VCC in New Orleans French Quarter, many property owners cherish their balconies.



Custom PVC Shutters Porch Flooring

> Stair-Tread Celling



While these areas draw tourists from all over the world they are also amazing places for friends and families to gather. Property owners spend between \$5 and \$14 dollars per square foot on annual maintenance for their balconies. Within the historic district the VCC required all balconies to be replaced "like in kind" with wood for years. Then, in December of 2014,



one of the largest property owners replaced a balcony in preparation for Mardi Gras. After spending nearly \$20,000 on labor and materials the porch failed completely by



February of 2015. The porch boards had buckled so severely that the balcony doors could not be even be opened, preventing the homeowner and guests from using the porch to view the parade route. *805 Decatur St. across from Café Dumond. This example, along with a total collapse of a wood balcony in

the French Quarter, caused the VCC to seek a historically accurate alternative to wood. Aeratis porch products can now be seen proudly displayed throughout the French Quarter.

Maintain Appearance

Many historic districts have turned to the Aeratis Traditions product line for historic property preservation as the Aeratis product is engineered to match T&G porch flooring from the

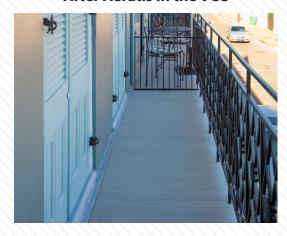


early 1800's. The face width is exactly $3^{-1}/_8$ " wide, all boards are double sided and comes in 12', 16' and 20' lengths. The Aeratis Traditions product was specifically engineered to be painted and the repainting cycles average 7 - 10 years in high traffic areas. There is no limitation to the color the product can be painted or stained. The boards can be routed like wood, installed just like wood but out performs the hardiest of IPE boards at a fraction of the cost. Once the Aeratis Traditions boards have been installed and painted, the property owner has a beautiful non-hydroscopic porch that even the most discerning architect or historian can't differentiate from wood.





After Aeratis in the VCC





State of Louisiana

MITCHELL J. LANDRIEU LIEUTENANT GOVERNOR OFFICE OF THE LIEUTENANT GOVERNOR
DEPARTMENT OF CULTURE, RECREATION & TOURISM
OFFICE OF CULTURAL DEVELOPMENT
DIVISION OF HISTORIC PRESERVATION
September 14, 2007

ANGÈLE DAVIS SECRETARY

PAM BREAUX ASSISTANT SECRETARY

Mr. Zeb Mayhew Jr. Oak Alley Plantation 3645 Hwy 18 Vacherie, LA 70090

Re:

Oak Alley Plantation

Replacement Gallery Flooring

Dear Mr. Mayhow. Zeb

Thank you very much for inviting us to visit Oak Alley on September 12 to view such an innovative replacement product for the gallery.

As you know, Oak Alley is a National Historic Landmark and one of the most important architectural assets in our state. Changes to the historic material are not considered lightly. With that being said, we believe that the Aeratis Flooring Product that you showed to the staff would, when painted, be a suitable replacement material for the wood boards.

Standard 6 of the Secretary of the Interior's Standards for Rehabilitation states: Deteriorated historic features shall be repaired rather than replaced. Where the severity of deterioration requires replacement of a distinctive feature, the new feature shall match the old in design, color, texture, and other visual qualities and, where possible, materials. Replacement of missing features shall be substantiated by documentary, physical, or pictorial evidence. We believe that the product as proposed will meet this standard. Thankfully, tens of thousands of people visit Oak Alley every year, causing an extreme amount of wear and tear on traditional wood gallery floors. This plastic composite product will be able to withstand that amount of stress while maintaining a historically accurate appearance.

Thank you again for inviting us to such a lovely and important property, and know that we remain at your disposal. Please do not hesitate to contact me at (225) 342-8160 with any further questions.

Sincerely,

Alison F. Saunders

Tax Credit Coordinator

Division of Historic Preservation

Cc: Jessica Cleaver, Project Officer

Historic Buildings Recovery Grant Program



PORCHES Overview How To & DIY Ideas & Inspiration Installation Maintenance More

Modern Porch Materials With Period-Perfect Appeal

Finally, a porch flooring, ceiling, and shutter product that combines the period-authentic charm of wood with the durability of synthetics—in a structurally superior, paintable, historically accurate product that's guaranteed not to warp, rot, or buckle. Read on to see how this uniquely formulated alternative can add sustainable style to your home.

By This Old House



Porch Flooring Materials



Photo courtesy of AERATIS

One of the biggest concerns that homeowners have with tongue-and-groove products is thermal expansion and contraction. And this concern is not limited to natural wood: Even some of the higher-priced cellular PVC products are subject to the adverse effects of movement caused by temperature fluctuations.

Aeratis has come up with a proprietary manufacturing process and formulation that guarantees its product will not expand or contract, so it will never buckle, cup, or warp, making it uniquely appropriate for both covered and uncovered applications. And since it does not have any of the warping or imperfections of real wood, it's easier to work with, for a quicker and more cost-efficient installation. It's also the only wood alternative that can be stained or painted in any color, for a truly authentic wood look that stands up to the elements—as well as the scrutiny of the most discerning homeowners, architects, and builders.

Double Duty



Photo courtesy of AERATIS

If you've got a second-story porch, you'll want it to look as pretty looking up from below as it does from underfoot. Shown here, <u>Aeratis Heritage</u> is a unique, double-sided board that offers a finished beadboard ceiling look from underneath.

Classic Color Palette



Photo courtesy of Aeratis

Available in three prefinished colors (Battleship Gray, Weathered Wood, and Vintage Slate), Heritage boards are made with slight color variations along with subtle, random streaking to match the richness and depth of natural wood. ADA slip-compliant, both wet and dry. Aeratis Heritage tongue-and-groove porch flooring boards measure 3-1/8" wide, 7/8" thick, and are available in 10', 12' and 16' lengths.

Painted Porch

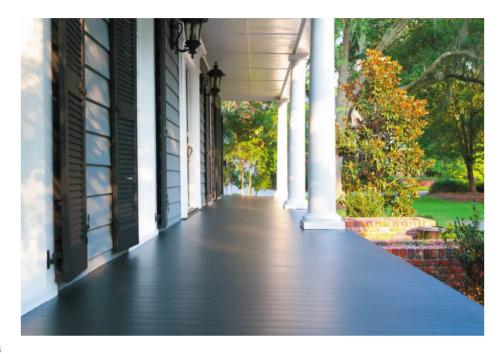


Photo courtesy of Aeratis

If you want the benefits of a lower-maintenance porch with a traditional, painted wood look—and you don't want to be limited to prebaked color choices—Aeratis offers the only wood-alternative flooring product that can be painted or stained in any color. And with a 5-A paint-adhesion rating, it has the strongest paint adhesion in the industry*.

TIP: Painting Traditions flooring is not like painting wood; <u>click here</u> for the complete Aeratis Stain & Paint Guide to achieve the color you want.

* Traditions flooring requires paint or stain to maintain the warranty.

Wide Plank

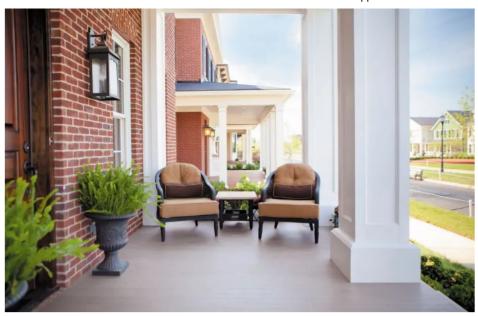


Photo courtesy of AERATIS

In the early 1800s, porch floor planks were much wider than you typically see today, and wide plank floors are making quite a comeback both indoors and out. An added benefit? Wider profiles cut installation time in half, so property owners can receive the cost savings from installation, as well as a more competitive cost per square foot.

Did you know? Aeratis is the only wood alternative approved in 48 states for historic restorations and restorations on National Register properties.

Shown: Aeratis Legacy 6-Inch Floor Planks

Finishing Touch



Photo courtesy of Aeratis

Bullnose edges enhance the look of your steps, but they also assist in the shedding of water from the surface, and reduce the risk of tripping, which means they're ideal for stair applications or seamless frame edges. Pre-shaped pieces make easy work of finished edges.

Shown: Aeratis Universal Porch Planks

Porch Ceiling Materials



Photo courtesy of Aeratis

Authentic wood paneling certainly adds charm to your porch ceiling, but it can rot and warp from humidity and excess moisture. Aeratis Traditions Beaded Ceiling/Wainscoting is a historically accurate, double-sided, paint-ready PVC ceiling product that will capture that same traditional beauty, without the traditional upkeep. And Aeratis Ceiling Board is the only tongue-and-groove synthetic ceiling product that can be installed with a joist span of 24" on center, saving time and money during the installation process and dramatically reducing the overall construction cost.

Shutters



Photo courtesy of Aeratis

For many years, consumers have been limited to two choices when it comes to shutters: the cheap, plastic, bolt-to-the-wall kind, or very expensive, custom wood shutters. With the introduction of the Aeratis Shutters Program, a pair of custom-sized shutters can now be purchased, with a lifetime warranty, for close to the same cost as bolt-to-the-wall shutters. And not only are Aeratis shutters proportional, durable, and historically accurate, but they are fully operable, and come with stainless-steel hardware that allows the shutters to actually open and close.

With these flexible options, you can purchase Aeratis custom shutters at a price point that fits any budget:

- 1. Shutters-In-A-Box: Ready to cut, assemble, paint, and hang
- 2. Pre-Assembled: Custom-sized shutters arrive assembled, ready to paint and hang
- 3. Ready to Hang: Already assembled to custom size, painted, and ready to hang with included hardware

For a closer look at Aeratis shutters, click here.

Shutters That Actually Shut



Photo courtesy of Aeratis

Aeratis shutters-in-a-box are fully operable, and include period-authentic, stainless-steel <u>hardware</u>, shutter supports, and assembly screws.

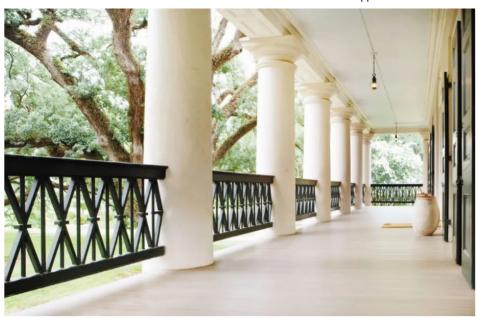


Photo courtesy of Aeratis

Aeratis products are the only PVC products on the market that are warranted against expansion and contraction, and backed by a limited lifetime warranty. Request a quote to get started on beautifying your home with Aeratis, today!

ÆRATIS



The Kenmare House – 1880's Queen Anne Victorian in Bowling Green, Virginia



"I wanted to take a moment and personally thank you for your technical and professional assistance recently when I needed your help with determining the professional and aesthetic decisions when installing our new Aeratis Porch. We own a late 1880s Queen Anne Victorian home in Bowling Green, Virginia and have just about completely restored her ... with the porch being the most recent restoration. We found out about your product on the web ... of particular note was the letter from the Louisiana Oak Alley Plantation for their

historical acceptance of the Aeratis Porch flooring materials. It made a big difference to us to have that testimonial letter.

We absolutely love your product and how it has given us the original look for our front porch ... which happens to be our favorite place for us to sit in the evenings ... now we can do it for many years to come ... worry free! If you are ever out this way please feel free to stop by and see our front porch and how wonderful your product looks!" ~ Kenneth







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HOW TO BUY AERATIS

Request Samples

Request a Quote

Find a Retail Location

INSTALLATION

General Instructions

Waterproof Installation

Install Direct to Concrete

Ceiling Board Installation

New Construction Install

Materials Needed

Installation Videos

Paint & Stain Guide

Care & Maintenance

WARRANTY & REBATE

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Warranty Form

Traditions Paint Rebate Form

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Products

Aeratis Heritage Porch Flooring

Aeratis Traditions

Aeratis Classic

Stair-Tread

Universal Porch Plank

Traditions Twenty-Four Ceiling

Aeratis Trim Options

Performance & Testing

How To Buy Aeratis

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Other

Aeratis Porch Gallery

General Inquiries

Trade Professionals

Architects

Historic Projects

Contractors & Installers

Resellers

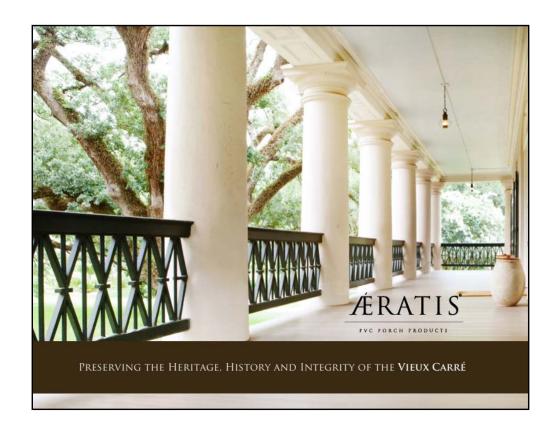
Downloads

Contact Us



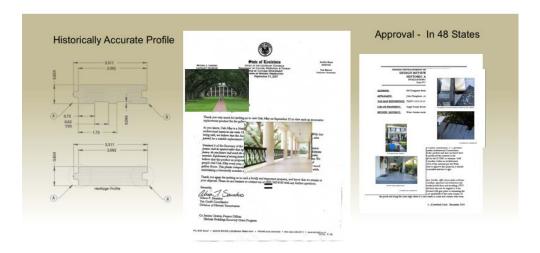


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NATIONAL REGISTER APPROVAL



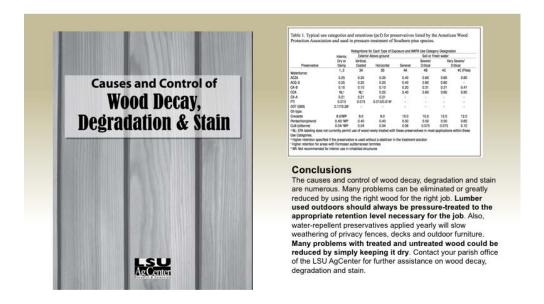
Aeratis has been approved in 48 states for National Register and Historic places replacement. A few jobs: Oak Alley, Ginter Park in Va.





- 1. The only difference between Aeratis Traditions and Pine or Fir is how the product performs over it's lifetime.
- 2. There is a lack of quality wood products due to current harvesting practices.
- 3. The use of Lead Based Paints for preserving the better more dense wood products has been outlawed.





Key points to bring out:

- 1. Treating horizontal wood products is only successful when Creosote is used.
- 2. Under the conclusion by LSU, the only solution to help wood last longer is to keep it dry.
- 3. Use the right product in the right application...
- 4. You cannot use KDAT & T&G products for Porch Applications covered or uncovered based on exposure and recommendations by treaters and academic studies.

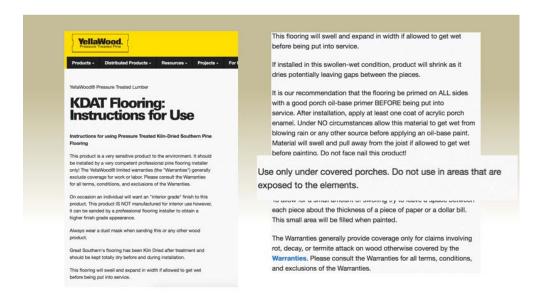


Installation guide from one treater in Southeastern US:

- 1. All materials must be covered and kept dry NEVER should T&G wood products be installed uncovered and exposed.
- 2. You cannot use a pneumatic tool to install. This increases installation labor costs by 9 times or 900%
- 3. All wood product must now be installed at 16" On Center and the Treaters recommend 12" On Center.



YOU HAVE TO DO WHAT WITH WOOD?



Secondary Treater makes the same statements.

Let's see how much this wood is really costing property owners.



IS WOOD REALLY CHEAPER?

815 Decatur Street, New Orleans, La

- 1. January 2015 Porch Replacement \$13,886.40
- 2. February 2016 Porch Replacement \$17,964.00

Total replacement cost for 2 different replacement due to wood failure - \$31.850.40

This property owner had to replace their porches 3 times in the time line of ownership. The last two replaments were within 13 months of each other.

- 1. In January of 2015 property owner spent 13k dollars replacing his balcony
- 2. In February 2016 he spent 17k dollars
- 3. In both cases the entire substructures along with the flooring has to be replaced due to a lack of structural integrity... the 3"x4" beam were rotten due to the spread of fugal decay from the exposed and deteriorating porch boards.



IS WOOD REALLY CHEAPER?

			ESTIMATE		
		DATE 1/10/15	ESTIMATE #		
		17.147.25			
ITEM	DESCRIPTION	RATE TOTAL	TOTAL		
300-JOB DESCRIPTION	817 DECATUR STREET - DECK REPLACEMENT			Labor Install:	\$1,300.00
200-SITE PREPARATION	SITE PREP- PERMITTING	52,470.00	\$2,470.00	5	6000.00
100-CARPENTRY	REMOVAL OF EXISTING PORCHES DOWN TO STRINGERS	\$1,215.00	\$1,215.00	Paint Labor:	\$900.00
100 CARPENTRY	VERIFY SLOPE OF STRINGERS ADJUST FOR PROPER RAIN RUN OFF	\$607.50	\$607.50	Material Cost: 5	\$1.140.00
200-DEBRIS REMOVAL	DEBRIS REMOVAL	\$670.00	\$670.00	iviaterial cost	31,140.00
100 CARPENTRY	INSTALL NEW PORCH USING 5/4" X 3", T & G TREATED NUMBER ONE SELECT ON EXISTING STRINGERS ON BOTH PORCHES.	\$2,430.00	\$2,430.00	Total Cost: 5	\$3,340.00
200 PAINT EXTERIOR	PAINTING T & G WITH OIL DECK PAINT	\$894.00	\$894.00	D C:	¢cc0.00
100-CARPENTRY	RE-INSTALL HANDRAIL ON BOTH PORCHES	\$540.00	\$540.00	Profit:	\$668.00
100 CARPENTRY	INSTALL FASCIA ON BOTH PORCHES	\$510.00	\$510.00	Linear Feet	1.152
BUILDING MATERIALS	5,4" X 3" X 12" TREATED T & G PORCH FLOORING, 5-1" X 12" X 16" MIRATEC FASCIA, FASTENERS, FLASHING, CAULISING, TRASH BAGS.	\$1,673.00	\$1,673.00	Lillear reet	1,132
	MISCELLANEOUS			Cost PLF:	\$3.48
	SUB-TOTAL	\$11,009.50	\$11,009.50	00511211	75.10
300-PROFIT & OVERHEAD	PROFIT & OVERHEAD	20.00%	\$2,201.90		
300-INSURANCE	WORKERS COMPENSATION INSURANCE EXPENSE	\$675.00	\$675.00		

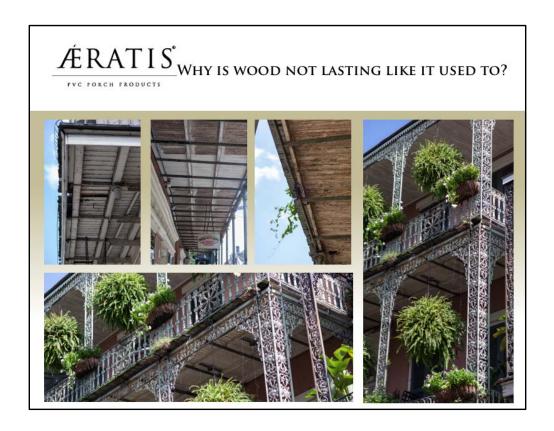
We are focused here on just one aspect of the first replacement. The lower balcony that is roughly 12' deep by roughly 25' wide. As you can see this was the estimate and cost associated with the 2015 balcony replacement.

Call out:

- 1. Labor for installation porch flooring
- 2. Labor to prime and paint all 6 sides
- 3. Cost of T&G Materials
- 4. Total Cost of materials and labor
- 5. This project was quoted on a Cost Plus 20% basis so we can see his 20% profit
- 6. And below the profit we show the linear feet for this project.
- 7. Now we can see the Cost Per LINEAR FOOT



- 1. You can see buckling which impedes users from opening the doors
- 2. From underneath boards were replaced causing unsighly views in an area where tourism is the major economic driver.

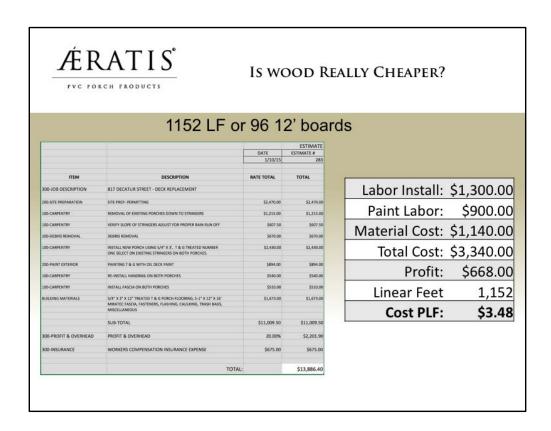


Repaint cycle on wood is annual

Repaint cycle on Aeratis if an recommended paint is used 3 to 5 years in high traffic areas.



Let's take a look at what happens to the Timbers that are supporting the T&G products.



Before we move on to the comparison lets look back at the cost of wood.



Now taking recent quotes for French Quarter balconies we can see and apples to apples comparison on exactly the same project size and the exact same work being done.

Items to point out:

- 1. Look at Installation Labor for Aeratis. Contractors use Pneumatic tools and it allows them to install 130 boars in less than 40 minutes. Using nails or screws on KDAT takes over 9 hours on the exact same project.
- 2. Paint labor for Traditions is a fraction because you only paint the surface. You do not have to prime and paint all 6 sides.
- 3. Now look at the cost per linear foot: it is \$2.88 and that is savings of \$.60 PLF

Now lets compare to the prefinished or color through product.

- 1. The labor is consistent
- 2. Material cost is much higher from the retail yard
- 3. But lets look at the price PLF at the time of install... it is ALMOST IDENTICAL.

Now keep in mind, if in 10 years they want to paint their Battleship Gray porch, they just follow the painting instructions for the paint ready product. The Heritage product can be painted and the paint adheres exactly the same as it does to the Traditions product. The two products are exactly the same if you take away the color... The best part of this product offering, not only is it warrantied against expansion and contraction, the paint is free and if the end users uses a recommended paint, their repaint cycles are every 7 to 10 years.

Not lets see how it holds up...



WHAT WILL LAST?



After 8 years of being painted Charleston Green the product has not been repainted and there are no signs of deflection, decay, or dimensional instability.



WHAT WILL LAST?



Lets take a look at a project right down the road.



WHAT WILL LAST?





9 Years and 400,000 Tour visitors and it still has not been repainted.

One more project in the harshest of harsh areas. A national Register tour home in southern Virginia.



What Makes Aeratis Unique

Aeratis is the first every synthetic manufacturer that will **GUARANTEE** the product **will not** expand and contract.

102 Million Feet Under Warranty No Failures

Best of all of this, presented today... No matter which product is used, Aeratis will warranty the our products against expansion and contraction with no questions asked.

We will GUARANTEE the product against the adverse effects of expansion and contraction! This includes:

Buckling due to growth, Cupping due to growth, Warping due to growth. If any of these items happen if the Aeratis boards are fastened to a structure that is 16" OC or less we GUARANTEE FULL replacement including labor!



FOR COVERED AND UNCOVERED APPLICATIONS Aeratis PVC porch flooring may be used on covered and uncovered porch application. NOTICE: the 1/4" per foot slope should be followed for best practice. Example: If a porch is covered or uncovered and is 10' deep, the slope from the structure to the outside beam should be a minimum of 2.5" Please see installation drawings for visual examples. Aeratis is not a deck board. It out performs most 5/4 deck materials. However,

there are differences between a deck and a porch. For example: T&G flooring does not have spacing between each board. If the framing is not sloped the water will pool or pond on the surface. Homeowners do not like having to sweep water off their deck.

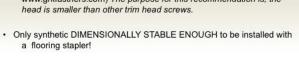
Installation is common sense.



NO CHANGING FROM TRADITIONS **CONSTRUCTIONS METHODS**

TOOLS AND FASTENERS

- · Screw gun, Floor nailer (2' L or T cleats), Hardwood flooring stapler
- · Caulk Gun, Chop Saw, Circular Saw, Tape Measure, Chalk Line, Router, PVC HOT GLUE
- · For best performance we recommend a GRK #8 x 2" stainless steel trimhead composite screws (Pheinox™ RT Composite™) or the GRK #8 x 2" Climatek coated Trim™Head composite screws (uses T-10 starhead bit) (For more information on screws visit www.grkfastners.com) The purpose for this recommendation is, the



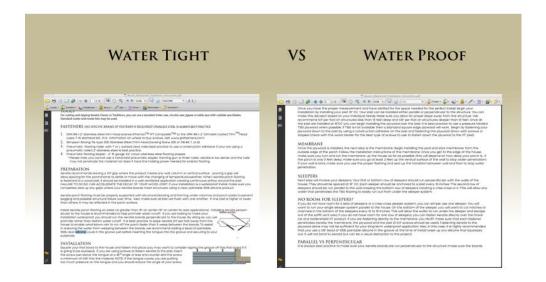


· NO VENTILATION REQUIREMENTS

Tools recommended help reduce cost and allow for better installation for greater satisfaction, longer.



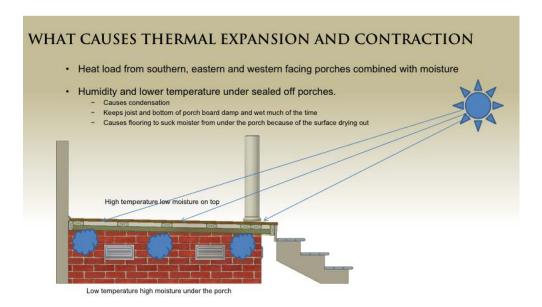
NO CHANGING FROM TRADITIONS CONSTRUCTIONS METHODS



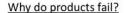
As we have shown, silicone or paintable siliconized caulks can be added to reduce or eliminate water from flowing on to the heads of passerby's. Aeratis is also the only product in North America that warrants the product in a waterproof application.



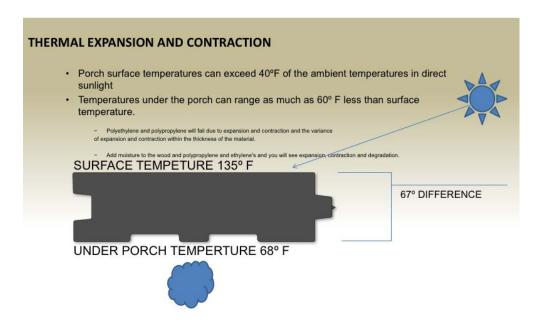
WHY DO PORCHES FAIL?



The biggers bullet that you will be dodging is the result of Thermal Expansion and Contraction







Taking a close look at the temperature difference from the surface of the boards and the bottom of the board, you can see how unstable products can become with the influence of temperature. If you were to add a little UV or ultra violent light and moister you are creating the recipe for not just expansion and contraction but ultimately material failure.

Material failure in wood causes rot or fugal decay to spread resulting in catastrophic failure.

<u>ÆRATIS</u> WHY IS WOOD NOT LASTING LIKE IT USED TO?





HOW THE VCC SHOULD LOOK?



This is the New Orleans French Quarter we want our Patrons to experience. Our goal is to assist in preserving the Heritage History and Integrity of the French Quarter.

1. Protects, preserves, and maintains the distinct architectural, historic character, and zoning integrity of the Vieux Carré

2. Help fulfill it's Mission Statement

To preserve the quality of life in the Vieux Carré neighborhood, its historical character and architecture; to focus attention on the problems confronting our neighborhood and contribute to their resolution; and to work with other organizations in achieving these goals.