

# MARKETING BULLETIN

**To :** Firestone Distributors  
Firestone Sales Representatives

**Date :** January 3, 2008

**Subject :** New Firestone Distribution Center and Weight Requirements for EPDM and TPO Truckload Shipments

Firestone Building Products is committed to continual investment in our distribution footprint to better meet your needs. The strategic positioning of our newest 225,000 sq. ft. distribution facility in Plainfield, Indiana allows us to serve our customers more efficiently and effectively. The Plainfield Distribution Center is the largest in Firestone's supply chain network and will stock and distribute all of Firestone's Single-Ply materials and accessories. Furthermore, Firestone's Beech Grove, Indiana distribution location will continue to stock and distribute all of our Asphalt products. Moreover, Firestone will continue to offer combined shipments of Single-Ply and Asphalt products out of Indiana but will begin charging a US\$100 stop-over fee for this service.

In addition, Firestone's new weight requirement for prepaid freight on EPDM and TPO full truckload shipments to Ontario and Quebec will be 30,000 pounds (13,610 kg). Freight requirements for all other provinces will not be affected. The increased weight requirement for full truckloads will allow Firestone to better utilize the available space on every truck used and will reduce the number of trucks on the road which will provide for a better environment through less emissions and fossil fuel use. This weight requirement is consistent with the industry and will be effective with all prepaid truckload shipments made on or after March 1, 2008. A revised Canadian Freight Policy is attached for your reference.

Thank you for your continued support of Firestone Building Products through your purchases of our quality roofing systems and products. Please do not hesitate to contact your local Firestone Sales Representative if you have any questions.

Sincerely,



Beth Crider  
Division Manager – Logistics

## CANADIAN FREIGHT POLICY

Ontario (ON)

Firestone will pay for the freight charges on truckload shipments of 30,000 lb or greater to the points of Kings Highway (17) (Trans-Canada Highway). Shipments north of this line will be subject to negotiation.

Atlantic Provinces

Firestone will pay the freight charges on truckload shipments of 36,000 lb or greater of EPDM or 46,000 lb of Modified Bitumen material to New Brunswick and Nova Scotia. On truckload shipments to Prince Edward Island, Firestone will pay the freight cost to Pictou, NS and the consignee paying those charges beyond.

Quebec (QC)

Firestone will pay the freight charges on truckload shipments of 30,000 lb or greater to the points in the Province of Quebec south of a line from Hull, Ste.-Anne-de-Beaupré and Rimouski. Shipments north of this line will be subject to negotiation.

Western Provinces (BC, AB, SK, MB)

Firestone will pay the freight charges on truckload shipments of 36,000 lb or greater to company warehouses south of the 55<sup>th</sup> parallel. Shipments north of this line will be subject to negotiation.

Yukon, Northwest Territories and Nunavut

Truckload shipments to these locations will be individually negotiated.