



THE CONCRETE PHILOSOPHER

July 17, 2007

To Whom It May Concern:

My company, The Concrete Philosopher, was established 10 years ago. I have been working in the concrete industry for over 25 years on both new and existing construction projects. Over this time period I have used many different concrete additives and improvement and repair products some of which were useless and others that provided minimal benefit to very specific application. I am constantly looking for a product line that would provide a range of benefits for a range of applications.

Repair and maintenance to existing concrete is the most costly and difficult to solve, so when approached by Protocol Environmental Solutions, I was initially sceptical of their product claims. I agreed to test their Protocol Concrete Protection Products in a variety of applications I often deal with, such as waterproofing foundations, basements, parking garages and other underground concrete structures as well as crack repair and concrete maintenance products such as anti-graffiti barriers.

In all the above-mentioned applications, Protocol's concrete treatment products worked as claimed. I was able to stop the ingress of water into all the underground applications I tested. Most notable were three cases, a leaking foundation that prevented the sale of a residential home, a commercial electrical room and a commercial underground parking lot.

Using VersaGuard with InnerCrete™ Membrane Technology, in the case of the residential home, I was able to permanent and efficiently prevent groundwater penetration through the foundation into the basement. The health hazard created by the mold growth was also mitigated since as the concrete became completely dry the mold spores were killed.

Because of the ease of use and effectiveness of this spray-on-product, I see a huge market in the residential sector. In my experience, many homeowners are forced to sell at reduced prices once an inspector has found traces of mold growth or water penetration. During any water main breaks or flooding conditions, many homes in the effective areas experience water ingress. Although pumps and fans are used to dry out these areas, the remaining moisture quickly breeds mold and mildew spores and are very difficult to detect or kill. Protocol's Products with InnerCrete™ Membrane Technology addresses

both foundation envelope protection, prevention of water ingress and harmful mold growth in one product.

When presented with the issue of water penetration in a commercial electrical room, I was able to permanently and effectively stop the ingress of water into the room using VersaGuard with InnerCrete™ Membrane Technology.

The other notable project I completed utilized Protocol's Concrete Protection Products. The commercial belowground parkade was experiencing a wide variety of problems that the property management company was unable to fix successfully. Due to the high auto traffic, the entire area was covered with oils, exhaust build-up as well as remnants of paint and coatings. This made identifying the cracks and problem area difficult to assess. Using the De-Bond Paint Stripper (one of the supplementary Protocol Products), I removed all paint, coating and build-up.

Once I had a properly prepared surface, I could address the most detrimental issue, water ingress through small cracks causing the structural rebar to rust. Very quickly I was able to prevent the ingress of water using VersaGuard with InnerCrete™ Membrane Technology.

Both these applications are extremely common within the industry and exceedingly costly to repair (if possible) and prohibitively costly for complete replacement. The line of Concrete Protection Products developed by Protocol provides a complete solution to all concrete issues.

I plan to continue using Protocol Concrete Protection Products in all my concrete repair and maintenance projects.

Sincerely,

Rob Hamilton
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