



The Problem and the Contrast

Two Ways to Buy Aluminum Panels.

One comes with batch-specific proof of what was shipped. The other comes with a promise. The building has to last thirty years. Choose carefully.



The Question No One Asks Until Year Seven

A façade sits on a building for thirty to fifty years, exposed to wind, water, thermal cycling, UV, and in many regions, salt air or industrial contamination. When something goes wrong, delamination, color drift, coating failure, or fire performance, the question asked five years later is never whether the product was generally good.

It is always whether this specific batch, on this specific building, met spec at the moment of shipment.

Without batch-specific QA/QC documentation, that question has no answer. The manufacturer becomes the default defendant. The GC becomes the default coordinator of a dispute with no paper trail. The owner becomes the default payer of remediation costs.

Fairview maintains a defense file for every order, retrievable on request for the life of the building. Most competitors cannot.

The Core Contrast

QA/QC Reporting Available on Any Order	Unknown Quality
Batch-specific peel strength, coating thickness, color ΔE, and fire traceability tied to your panels	Generic product-line data that applies to the catalog, not your shipment
Documentation retrieved on request, delivered same day for recent orders	Documentation chased for weeks at closeout — if it ever arrives
Transparent data — you see exactly what we tested	"Trust us, it meets spec."
A defense file we maintain for every order, for the life of the building	A liability exposure disguised as a cost saving
Proof you can hand to the architect, the owner, and the inspector	A packing slip
Same capability on every order — flagship project or small job	Inconsistent, often unavailable at the batch level under any circumstances
Batch matching available for Phase 2 and reorders	Generic stock claims, with no way to verify a match
Available on any order — no upcharge, no premium service	Available only at the product-line level, if at all

The Three-Part Frame

- **Product without proof is a promise.** Most suppliers ship a promise.
- **Proof available on request is a commitment.** Fairview ships a commitment — and can back it up the moment you ask.
- **Proof at the batch level is a partnership.** Fairview holds the data for the thirty-year life of your building. When you need it, it is there.

What's In the Report, And Why Each Stakeholder Cares

WHAT BATCH-SPECIFIC QA/QC REPORTING ACTUALLY CONTAINS

A Fairview batch report is tied to your panels, your order, your shipment — not to the product line in general. It documents conformance at the moment your material left the plant:

- **Peel strength** — the structural bond between coating and substrate, tested on the coil that produced your panels
- **Coating thickness** — measured on your batch, not estimated from a product spec
- **Color ΔE reading** — quantified color value tied to the batch, enabling true Phase 2 matching years later
- **Fire performance traceability** — batch-level documentation supporting NFPA 285 and CAN/ULC S134 compliance claims
- **Substrate and coating system identification** — full traceability to the raw materials used in your order

It is not a 40-page engineering dump. It is a clean, branded, legible record a project manager or architect can read at a glance — and a record that holds up under scrutiny in year seven when a claim is filed.

Why Each Stakeholder Should Care

- **Architects and envelope consultants — Specification defense and substitution resistance.** When your spec faces “or equal” pressure during value engineering, ask the substitute for batch-specific peel strength and fire traceability data on their last order. Most cannot produce it. A “Fairview or equal” spec with a batch-documentation requirement written in is effectively a Fairview-locked spec.
- **General contractors and project managers — Closeout, same day.** At closeout, the difference between chasing your panel supplier for documentation for three weeks and emailing Fairview and having the conformance data in your hands the same day is the difference between a clean project handover and a delayed final payment.
- **Fabricators — Liability clarity and margin protection.** When a panel gives you trouble in the shop, the batch report settles the question of fault in minutes, not weeks. A bad batch from a low-cost import costs more to remediate than the savings on the original order ever returned.
- **Installers — Phase 2 matches Phase 1.** Every batch we ship has a ΔE color reading tied to it in our records. If you reorder for Phase 2 in eighteen months, ask us to match the batch record — we can do it to the number, not guess.
- **Owners and developers — Lifecycle liability protection.** In year seven, if a panel delaminates, who pays? The answer depends on who can prove what. Fairview holds the batch data for your order for the life of the building. Whenever you need it — for a warranty claim, an insurance review, or lender due diligence — it is a request away.

The Field Test, Objections, And Next Steps

THE FIVE-QUESTION FIELD TEST

Run this on your current supplier. You will learn more about their quality program in a week than any sales pitch could tell you in a year.

1. **“Can you send me batch-specific peel strength data for my last order?”**
2. **“What was the coating thickness on the panels you shipped to me on?”**
3. **“What is the color ΔE reading on the batch that produced my last order, and can you match that batch for a Phase 2 reorder?”**
4. **“If I file a warranty claim in year seven, what documentation can you produce to prove the material was in spec at delivery?”**
5. **“How long will it take you to send me this information?”**

Fairview’s answer: same business day for recent orders, within 48 hours for historical orders. Most suppliers will not respond to one of these questions within a week, and most cannot respond to all five at all.

Objections, Answered

- **“All suppliers provide test data.”** They provide product-line data — tested once, applies to everything they have ever made. Fairview provides batch-specific data on any order you ask about. Ask a competitor for a peel-strength reading on the exact coil that made your last order’s panels. They will not have it. We will.
- **“I do not need that level of documentation.”** Most of the time, you will not. The moment a panel underperforms in year five, you will. Our customers do not think about the QA/QC data on day one. They think about it a lot on the day they open a warranty claim. We hold the data either way, you decide when to request it.
- **“This sounds like extra paperwork.”** There is no paperwork unless you want it. We do not push reports into your hands. We keep the data on every order, so when you need it — for submittals, for closeout, for a warranty claim — you email us and have it the same day. The optionality is the value.
- **“What if the data shows something out of spec?”** Then we catch it before it ships, not after it is on your building. That is the point of the process, not a weakness of it. Transparency works in your favor every time.
- **“We trust our current supplier.”** Trust is earned through proof, not assumed through familiarity. If you ask your current supplier for batch-specific data on your last order, what happens? If the answer is nothing, or a generic data sheet, or a week of silence — you are trusting them, but you have no way to verify that trust. With Fairview, you get both: the trust of a partnership, and the proof a request away whenever you need it.

Why This Is Hard to Copy

Low-cost importers compete on unit price and lack the laboratory infrastructure to generate per-order conformance data at all. Large premium brands have the testing capability but operate at a corporate scale where batch-level documentation is slow, bureaucratic, or unavailable to specific clients. Custom shops and small fabricators typically cannot produce conformance data under any circumstances.

Fairview occupies a narrow, defensible position: serious enough to have the testing infrastructure, lean enough to retrieve batch-specific data quickly when you ask, transparent enough to share it openly rather than guard it behind internal processes.



**Every supplier claims their product is good.
Fairview is the one that can prove it
on your order, on the day you ask.**

We can prove what we shipped. Ask us.

Request a sample QA/QC report or Talk to a Fairview rep about the available documentation.

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