

# The Alaska **CONTRACTOR**

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## Roofing Alaska

Dan Helton  
Urethane Contractors Supply Co., Inc  
1010 Deere St  
Fairbanks, AK 99709

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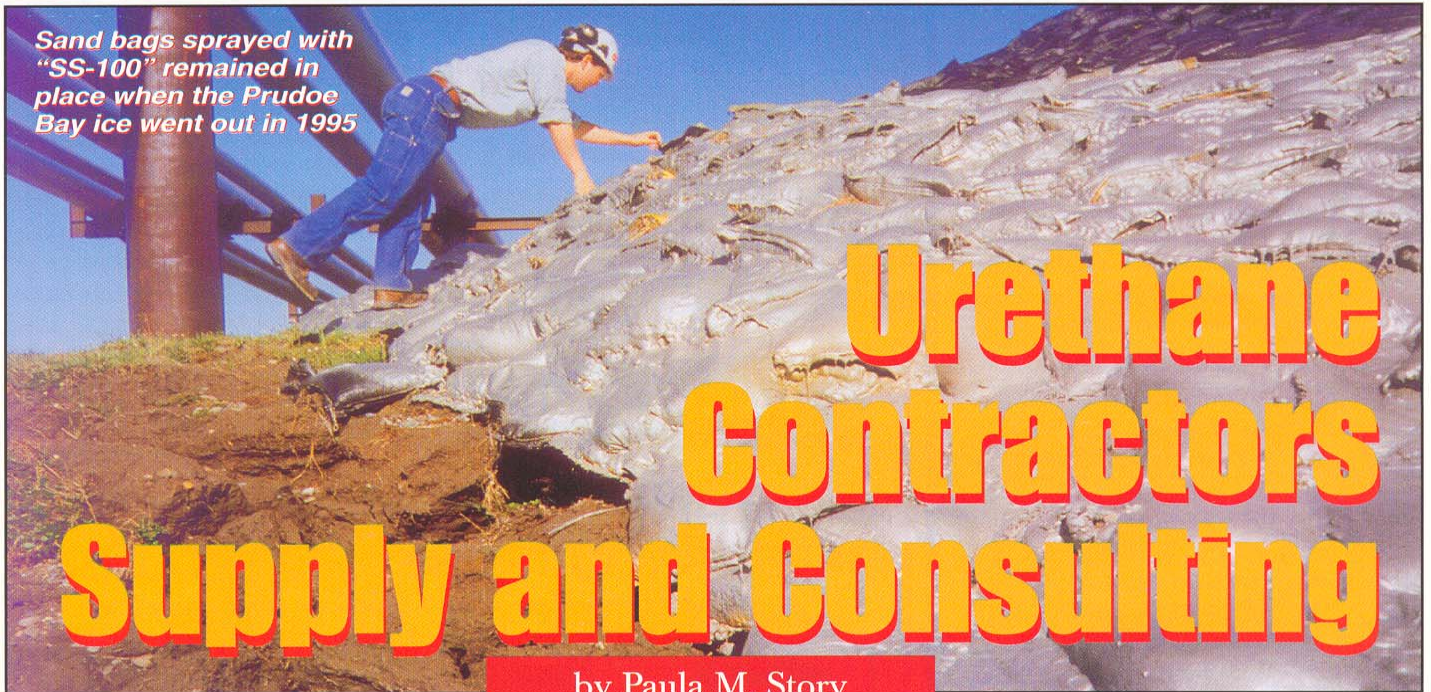
**Profiles**  
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**Urethane Contractors**

**Affirmative  
Action  
Revisited**

Styrofoam  
INSULATION



Sand bags sprayed with "SS-100" remained in place when the Prudoe Bay ice went out in 1995



by Paula M. Story

When Dan Helton formed Urethane Contractors Supply and Consulting (UCSC) in 1974, he saw an opportunity to sell foam insulators, protective coatings and application products that he used and believed in to other contractors throughout Alaska.

More than 20 years later, his company has expanded to include a global market and is experiencing aggressive growth with fast-set elastomers. but Helton's primary focus is still a belief in his products.

"It's really been a natural evolution of the basic product," Helton said of his Polyshield SS-100 product, an elastomer coating that he calls a "revolution" in earthen containment, lining and exterior protection. Helton spoke with *Alaska Contractor* at Anchorage International Airport on his way to Tacoma, the manufacturing center for Specialty Products, Inc. a wholly owned subsidiary of the Alaska-based Urethane contractors.



Dan Helton

Helton spends about one-third of his time in the Tacoma branch now, and said he is in negotiations with companies in about 10 countries for Polyshield SS-100. "This is our key to the

future," Helton said.

Helton credits his success as being firmly rooted in the past. He had an uncle in the business here and came to Alaska in 1970 to work in foam applications. He soon recognized the potential for growth in a niche market in Fairbanks and in 1974, he incorporated. By 1989 he was ready to expand to Tacoma for his manufacturing.

A closely-held corporation, UCSC has three managers, Mike Brunke in Anchorage, Bruce Baxter in Fairbanks and John Courier in Tacoma. Helton said the team's expertise and experience with the products and applicators they represent make them more than simply distributors. They're innovators.

They've worked in the field, they know the conditions and they know what the products can and can't do, said Helton. With Polyshield SS-100, the potential uses are just beginning to be tapped. The product, a sprayed plural component polyurea elastomer, has been used for secondary containment with geotextile fabric, concrete and steel; as a vapor barrier over polyurethane foam and as corrosion control of pipe joints. It has also been used in refurbishment of drift boats and experimental construction of skiffs, encapsu-

lant for asbestos and lead paint and truck bed liners. Construction and coatings for urethane foam dome structures is an expanding market as well.

Anchorage manager, Mike Brunke said they're just scratching the surface of the product's uses. "It's the most exciting product I've even been associated with," Brunke said.

Polyshield SS-100 can be handled or walked on within 30 seconds of application, can be sprayed directly over water or ice, is abrasion and chemical resistant and has a service temperature of -60 to 350 degrees. "Every day I get calls, people say 'can we do this?', or 'can we do that?'" Brunke said.

And that's where the experience and



innovation of UCSC and its 14 Alaska employees come in. "One of the main reasons our company has been successful is because of our background with this type of product," said Brunke. "When somebody calls us up and says they're going to do this or that, we know where they're coming from because we've been there."

UCSC also represents Durathane, a fire retardant, single component polyurethane elastomer coating used for protection of sprayed-in-place foam insulation and protection of other surfaces and LYNCO urethane injection "Internal Splint," a restoration system for decayed and insect damaged utility poles. In addition, the company manufactures Foam Safe, a thermal barrier coating. UCSC worked around the clock for 14 days to deliver 23 truckloads of the product to the government in the days preceding Desert Storm.

UCSC is the Gusmer applicator equipment distributor for Alaska and Washington. Helton and Brunke said the



beauty of Polyshield SS-100 lies in its application—in most cases contractors' existing equipment can be used. There is very little clean up and no need for thinners or solvents. Polyshield is 100 percent solids, with zero volatile organic compounds, Brunke said.

The company's client list spans from major oil companies to the marine industry and government to private contractors. And it's still growing. "I think the potential is there to do a lot

more," said Brunke. "We're probably going to double our output this year."

The Alaska Railroad Corporation used the product last year to upgrade the secondary containment area for a 70,000 gallon diesel fuel tank and refurbish a fuel storage tank, and a Soldotna church used the product to coat its baptismal tank. ■