

Spray Foam

M A G A Z I N E

OFF THE WALL



GAME TIME! INSULATING A FOOTBALL STADIUM

2010
SPRAYFOAM
SPOTLIGHT

P.32

- SPF ROOF MAKEOVER ◀
- ENERGY EFFICIENCY MODELING ◀
- THE PPE YOU NEED ◀

JUNE 2010

PRESORTED STD
U.S. POSTAGE
PAID
Lafayette, KY
Permit No. 562

SPRAY POLYURETHANE FOAM ALLIANCE
SPFA

www.sprayfoam-mag.com

SPRAY FOAM RIG ROUND-UP

By Jennifer Frakes

Photos courtesy: AirTight Spray Foam, DiiMon Spray Innovations, NCFI Polyurethanes, Platinum Building Solutions, and Unisul

An SPF contractor's rig can be his biggest asset or the biggest thorn in his side. The success of a spray foam application—and by extension the success of a foam contractor's business—depends on the spray foam rig. In today's economy, contractors can't afford to lose time because a rig isn't efficient, reliable, and cost-effective. So, how can a contractor be sure that his rig is right for his business? *SprayFoam Magazine* takes an inside look at spray rigs with the help of Air Tight Spray Foam, DiiMON Spray Innovations, NCFI Polyurethanes, Specialty Products, Inc., and Unisul.

What's In a Rig?

There are many different shapes, sizes, and configurations of spray rigs, but most rigs share the same basic equipment: generator, air compressor, proportioner, hose, spray gun, material storage, transfer pumps, and standard safety features, such as a fresh air system, first aid kit, and eye wash station.

According to Ted Medford, vice president of AirTight Spray Foam, "There are many good foam rig manufacturers in our industry, and all of us have the same basic equipment. The biggest differences you'll see are in the configuration of the equipment and the actual finished look of the rig itself."





However, this is not to say that spray manufacturers do not offer some unique customized features. (See **Options, Options, Options** below to get an idea of the innovative options rig manufacturers are offering their customers.)

Most manufacturers offer a wide range of products, from standard or entry-level rigs to fully customized rigs for veteran contractors with both residential and commercial jobs. Some also sell do-it-yourself rig kits.

The most important factor in choosing a spray rig is for the contractor to understand his business. What are the primary jobs performed? Small residential jobs? Roof installations? Large industrial or commercial projects? The answers to these questions will determine whether a standard rig, a semi-customized, or a fully customized rig is the right choice. For example, DiiMON Spray Innovations offers three tiers of spray rigs: entry-level systems, industrial-grade systems, and high-performance systems. The higher tier rigs come equipped with higher output proportioners, power sources, and air compressors.

Regardless of whether a contractor has a standard “cookie-cutter” rig or a fully customized one, equipment configuration is a key component in making sure the rig works for him and not against him.

“The normal day-to-day spray foam mechanic operations basically drive the design layout of everything,” said Heath Evans, the owner of Platinum Building Solutions. As an SPF contractor, Evans is fully aware of how a poorly designed rig can wreak havoc on a job.



“If you’re planning on optimizing operations, and the center is the foam rig, everything has to be designed for efficiency, reliability, and maintainability,” he said.

Size Matters

One of the biggest differences among spray rigs is fairly obvious: size. The right choice for each particular contractor once again boils down to the types of jobs performed and the typical crew size. All of the manufacturers referenced in this article offer a variety of rig sizes. From super-sized rigs for extremely large jobs to portable rigs for foam application in tight spaces, rigs run the gamut of sizes. AirTight Spray Foam sells 16 and 20 foot (4.9 and 6.1 m) trailers, along with a self-contained box truck. Specialty Products, Inc., has entry-level trailers that are 12 feet (3.7 m) in length, commercial-sized vans, medium-sized trailers, and 30 foot (9.1 m) semi-truck rigs for large industrial jobs. Specialty also offers a portable and lightweight proportioner that is, according to Cliff Haskins,





its vice president of marketing, designed to fit in the back of a pickup truck or even in an ATV. Unisul also offers two box truck options: a 16 foot (4.9 m) PTO (power take-off) rig and a 22 foot (6.7 m) diesel generator rig. DiiMON Spray Innovations sells 16 and 20 foot (4.9 and 6.1 m) trailers, a 28 foot (8.5 m) gooseneck trailer, and a box truck option.

It also must be noted that the location of the majority of a contractor's projects is also a factor in choosing the appropriate rig size. Martin Laskowski of Brooklyn, N.Y.-based PolFoam, LLC, said his location determines what works best for his business.

"I use both a truck and a pickup truck and trailer," he said. "I

find that it's a lot easier to use my truck instead of my trailer and pickup for parking reasons."

Playing It Safe

Each manufacturer *SprayFoam* spoke with emphasized safety as the number one priority in a spray rig. "All of our rigs have first aid kits, emergency eye wash stations, fire extinguishers, spill kits, and roadside safety triangle kits," said Mike Prince, sales and marketing manager for Unisul.

Fresh air for the crew and proper electrical equipment installation and use are also imperative to the safe operation of a spray rig.



MANUFACTURERS

Contact Information for Spray Rig Manufacturers
Included in this Article

AirTight Spray Foam
145 Newborn Road
Rutledge, GA 30663
(706) 557-0040
www.airtightinsulation.com

DiiMON Spray Innovations
1833 Hwy 163
Pella, IA 50219
(877) 662-7288
www.diiMONsi.com

NCFI Polyurethanes
P.O. Box 1528
Mount Airy, NC 27030
(800) 346-8229
www.spfequipmentstore.com

Specialty Products, Inc.
2410 104th Street, Ct. S
Suite D
Lakewood, WA 98499
(800) 627-0773
www.specialty-products.com

Unisul
101 Hatfield Road
Winter Haven, FL 33880
(800) 237-7841
www.unisul.com

CONTRACTORS

Contact Information for Spray Foam Contractors
Included in this Article

Platinum Building Solutions, Inc.
10658 Keck Road
St. Jacob, IL 62281
866-396-8694
www.pbsolve.com

PolFoam, LLC
761 Manhattan Avenue
Brooklyn, NY 11222
(718) 928-3870
www.polfoamllc.com

Dollars and Sense

With all of the spray rig options on the market today, there is a wide range of costs. All of the manufacturers *SprayFoam* spoke with have lower cost standard rigs as well as more expensive customized rigs. Foam contractors should expect to spend from \$25,000 to \$100,000 for a traditional trailer or box truck spray rig. Portable rigs can run anywhere from \$7,000 to \$24,000. The best way to find out the cost of a particular spray rig is to contact the manufacturer directly, as the specific options chosen will influence the final cost of the rig.

Choosing the Right Rig

A spray foam contractor's business needs should match the type of rig he uses. For contractors just starting out, a standard, lower cost rig may be the right fit. For more established contractors, a highly customized rig may be worth the investment.

"We look at price first, and brands of equipment and models used [in the rig]," said Laskowski of PolFoam, LLC. "We have our own preference as to what tools we like to use. We've gone through some issues with equipment, so we've learned a lot."

Evans of Platinum Building Solutions advocates complete customization when it comes to spray rigs.

"We build our own rigs, customized 100 percent," he said. "We have the trailer manufacturer build the structure in a manner that will withstand the rigors of constant production use. Another thing we do is customize door sizes, door types, and door locations. There are so many minute details that add up over the whole rig that truly make it customized for our operations."

Regardless of rig options, the rig needs to be safe, reliable, and practical for the needs of the contractor. "Make sure the rig is equipped to handle the type of work you intend to use it for and that it is equipped to handle the climate you intend to use it in," Medford said. **SF**

INTERNATIONAL PUMP MANUFACTURING, INC.

DRUM PUMPS FOR POLYURETHANE

For nearly two decades, IPM has been supplying the Polyurethane and Polyurea spray industries with quality products. Our complete pump line-up now has over 30 different versions of plural component and single component pumps to meet your every need.

NEW FOR 2010:

- ▶ IP-05 (5:1) Stainless drum length pump. Capacity of 3/GPM; suitable for applications with thicker viscosities, high volumes and longer distances. These pumps are priced very competitively and have excellent durability.
- ▶ IP-10 (10:1) Stainless drum length pump. Capacity of 3/GPM; suitable for applications involving Silicones, Single Component Moisture Cure Urethanes, Elastomeric Coatings, Acrylics and Resins containing high solids. The IP-10 can also be used as a driver pump for a proportioning meter.

ALWAYS AVAILABLE:

- ▶ Pneumatic drum mixers in both standard and gear reduced versions.
- ▶ Full line of 1:1 stainless and carbon steel pumps
- ▶ Full line of 2:1 stainless and carbon steel pumps with capacities ranging from 2.5/GPM to 5/GPM.
- ▶ Complete hose packages.
- ▶ Drum warmers.
- ▶ Stand and wall mounted conversion kits.
- ▶ Special application/custom pumps.
- ▶ Same day shipping!



IPM[®]

3107 142nd Ave E. #106, Sumner, WA. 98390
Ph: 253-863-2222 • Fax: 253-863-2223
www.ipmpumps.com • email: sales@ipmpumps.com

Reader Inquiry #642