



# The Importance of Properly Training the Applicator

## Equipment diagnostics and Troubleshooting procedures




# Spray Techniques and Problem Recognition





**“I think I’d check my air  
compressor.”**



**Despite the efforts of the industry,  
many of these same individuals  
are out there every day applying  
materials in conditions that are  
less than perfect.**

# Off Ratio

# Improperly Prepared Substrates

# Bad Temperature Settings



**Countless gallons of material  
are wasted each year**



# Lack of Knowledge

# Poor Planning

# Under Bidding



# Equipment in Disrepair

# Polyurea

**Unlimited potential**

**And with that potential comes  
the need for education**



**Put a scalpel in the hands of a  
mechanic and expect him to  
perform major surgery?**

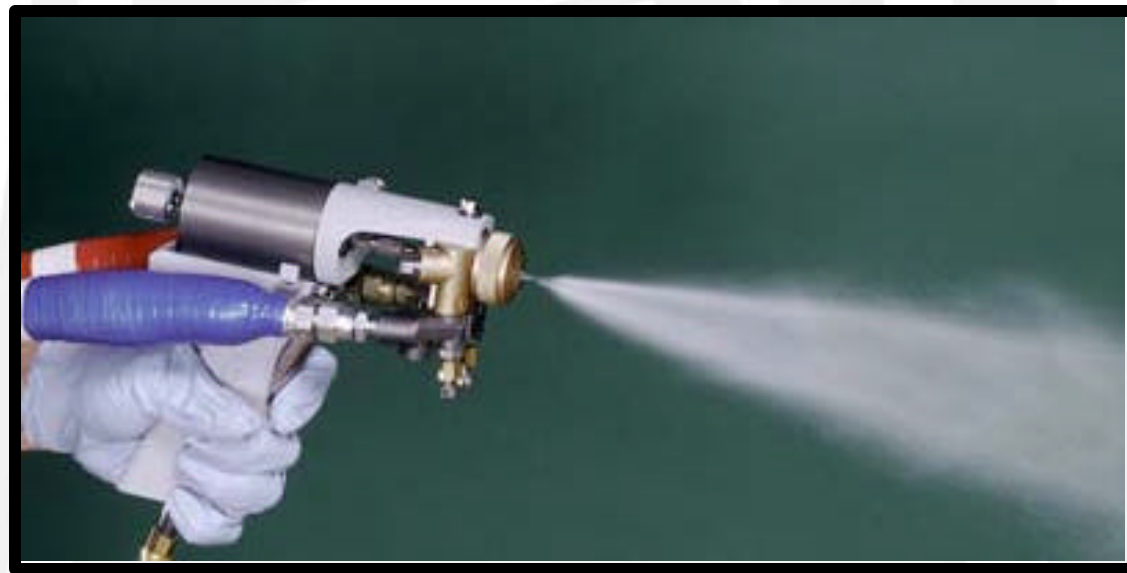


**Materials  
Equipment  
Applicator**



# Understanding the true inner workings of Polyurea

## How They Can be Applied



## Where They Will Work



## Where They Will Not Work



**What set of circumstances  
determines a success  
and what can mean a  
dramatic failure?**

# Education involves *Everyone*

From the Contractor and  
the Applicator, to the  
National Organizations





# Equipment to Apply Polyurea

# Hundreds of blisters

Some the size of a quarter and  
some larger than a football



**Polyurea seemed the  
natural choice for this  
environment**




**The Need For Education**  
**Government Regulations**  
**Material Costs**  
**Cost Prohibitive**

# Equipment Manufacturers

Heat  
Pressure



Mixing  
Components



**The better the initial product,  
The better the finished product.**



# New Application Devices

## Arctic Booster Pack



## GX-8





**New Troubleshooting**

**Maintenance Procedures**



**Tighter Tolerances  
Cleaner Environment  
Attention to Detail**

# New Formulations

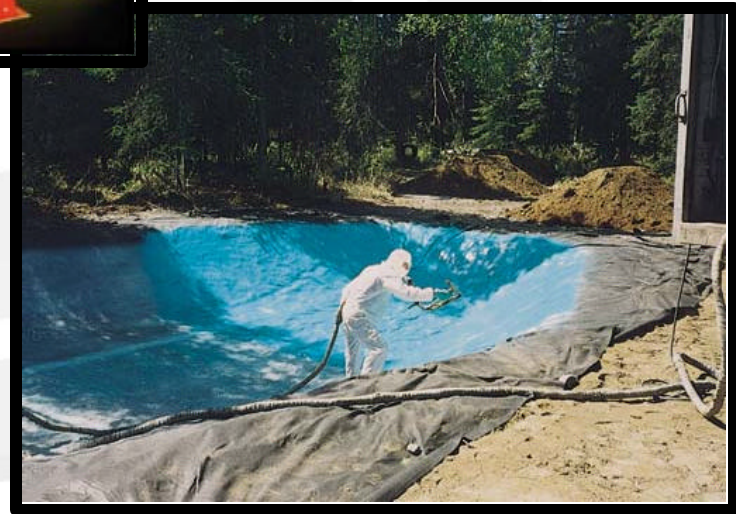
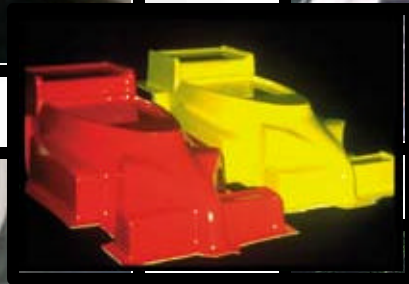
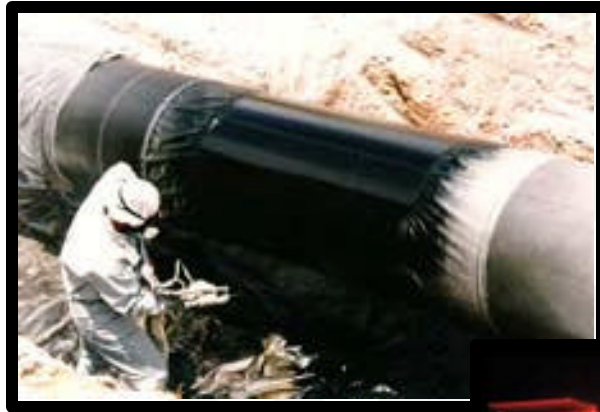




**Potential**

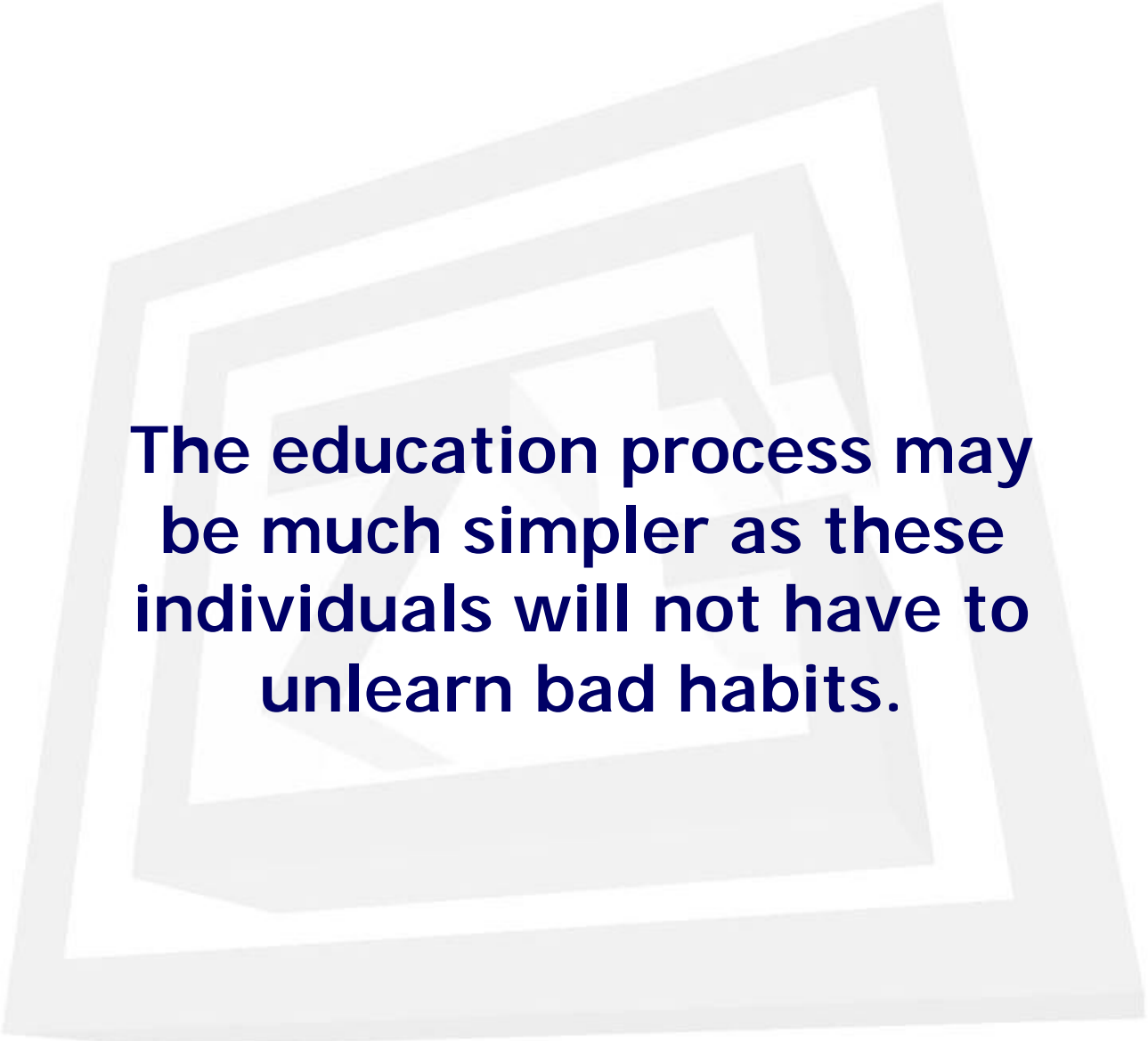
# "The Big Dig"





**PCE**  
PLURAL-COMPONENT EQUIPMENT

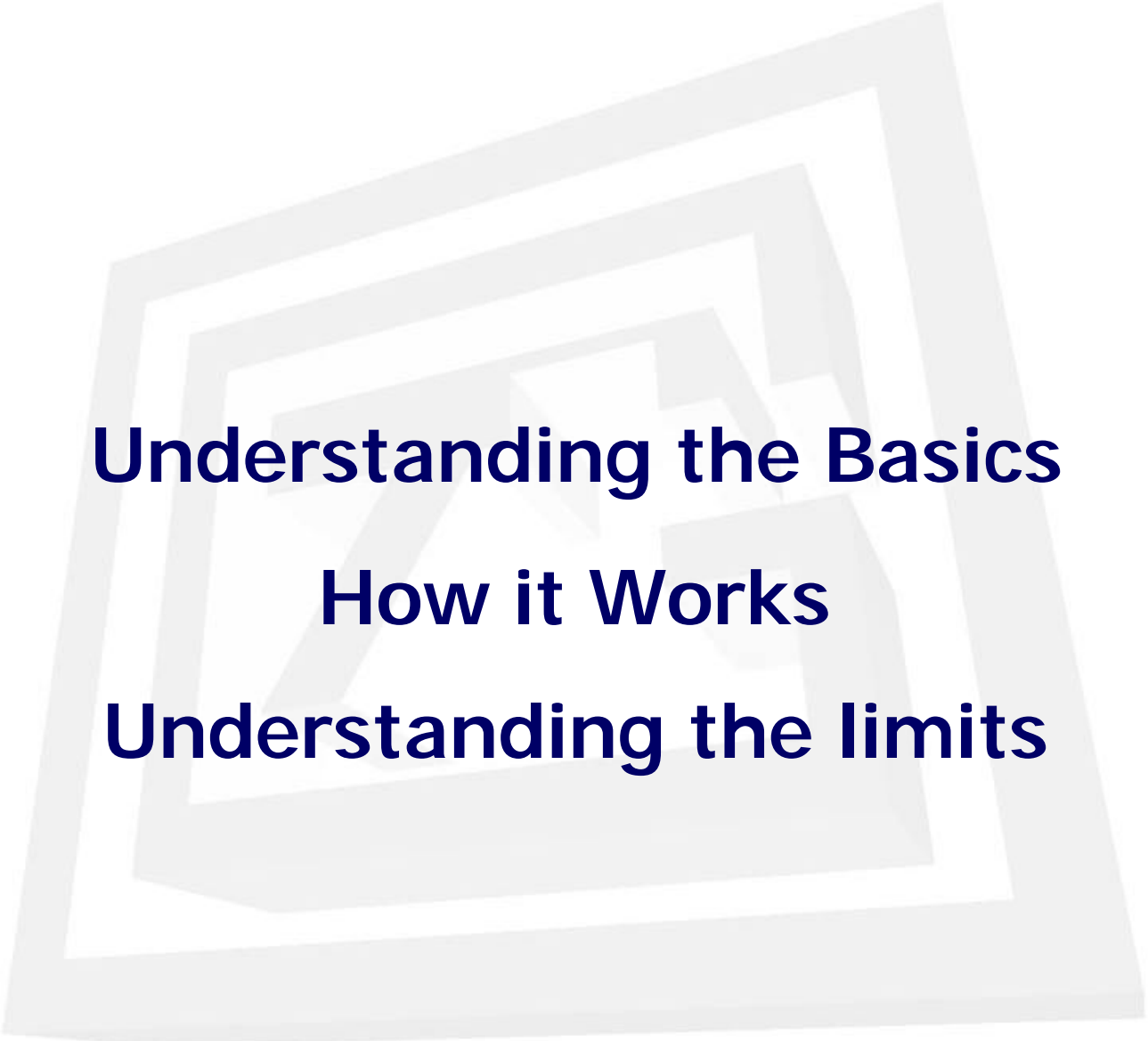
**GUSMER**  
CORPORATION



**The education process may  
be much simpler as these  
individuals will not have to  
unlearn bad habits.**



***Even the great miracle of  
polyurea has its limits.***



**Understanding the Basics**  
**How it Works**  
**Understanding the limits**



***The desire to do the job  
right the first time.***





**Without Education**

**Market share will fall**

**Take a Risk**

# Recognize the potential of Polyurea

Educating the applicator

Recognize a problem and  
rectify it before it gets worse

***Unlock the potential of  
Polyurea and turn it into  
profitability through  
advanced education.***





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