

POLIBRID FAQ's

Frequently Asked Questions on:

Requirements for Becoming a Qualified Polibrid Applicator

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Does one need to be "qualified" as a Polibrid Applicator?

Yes. To order Polibrid materials, a contractor needs to be in our Qualified Polibrid Applicators List.

How does one become a Qualified Polibrid Applicator?

Simple! Assuming you're already an established industrial painting contractor, you just need the right spray equipment and some on-the-job training.

What kind of equipment is used to apply Polibrid?

Polibrid elastomers are applied with plural-component airless spray machines. Check out our bulletin that describes the basic set-up for a typical Polibrid Spray Unit.

How much does the spray equipment cost?

Cost can vary depending on the options you want or need on the machine. For a "ballpark" figure, however, you can estimate about \$16,000 USD (fob Houston) for a "basic" set-up that is ready to spray. A Polibrid Spray Unit "with everything on it" can cost \$23,000 USD or more. This, of course, does not include spare parts and assumes you already own air compressors, vehicles, tools, scaffolding, inspection instruments and other essentials used by industrial painting contractors.

Where do I get the equipment?

We recommend purchasing equipment from AirTech Spray Systems (ATSS), based out of Houston, Texas. They also stock all Polibrid-compatible spare parts, they have competitive pricing and, because they've been building Polibrid spray machines for over 15 years, we feel they can provide the best technical support to Polibrid Applicators. ATSS can be contacted by telephone at (713) 699-5713 or by fax at (713) 699-5026. Polibrid does not sell, rent or service spray equipment.

Can I use my own equipment?

Yes. If you already own a 2:1 fixed-ratio, high pressure, plural component spray machine, there is a good chance that it can be economically retrofitted into a Polibrid Spray Unit. Contact AirTech Spray Systems to discuss the pro's and con's of a retrofit.

Can someone else build me a Polibrid machine?

We do not recommend it.

What kind of training is involved?

A combination of in-shop and on-the-job training of your crew by a Polibrid Technical Service Rep is highly recommended. Here is the optimum training scenario:

A) Two days before your first Polibrid application, our technician arrives to your shop and helps your crew un-crate and assemble your new Polibrid Spray Unit.

B) An entire day before the job starts is spent in your shop.... teaching your crew the basics. This includes safe handling of Polibrid, starting and shutting down the pump, practicing spray techniques, using the stroke counter and, very important, how to mothball the spray machine after finishing your first Polibrid job! Some of these procedures are critical to a successful Polibrid application and can be difficult to explain and learn. In our experience, your crew will quickly learn the basics in a familiar environment, their own workplace! At the job-site, the pressure to produce will be on, making it difficult for them to ask our technician basic questions and for our technician to answer them. Once started, they'll need to concentrate on developing successful application techniques in a high production mode.

C) *The next morning, out to the job! Our technician will provide guidance to your crew in all aspects pertaining to the application of Polibrid and the use of the Polibrid Spray Unit. He will remain on-the-job until everyone feels comfortable with the equipment and satisfied by the results.*

What if training must take place at the job-site?

No problem... as long as you've got a genuine brand-new or retrofitted Polibrid Spray Unit from AirTech Spray Systems. If you require an immediate start-up, there will be no time to modify and test spray equipment that is not set-up exactly as expected. If you get your equipment delivered to the job-site, just uncrate it in a dry, sheltered area. Plan it so that when the Polibrid Technical Service Rep arrives to the job-site, he has plenty of time to set-up and test your equipment while teaching your crew the basics.

How much does training cost?

It depends! For a "ballpark" figure though, you can estimate \$500 USD per day for a Polibrid Technical Service Rep, plus food, lodging, local transportation and round-trip, coach-class airfares from either St. Louis, MO. or Brownsville, TX. to your location. Once there, the time it actually takes to train your crew can depend on these and other variables:

A) The ability of your crew to learn the use of the Polibrid Spray Unit. For instance, if your crew has "plural-component polyurethane" experience, their training should not take more than a day or two on-the-job. On the other hand, if your crew has no experience whatsoever in the use of plural-component coatings, it could take a week or longer.

B) The job's level of difficulty. Job conditions can vary dramatically and, though many jobs are straightforward and relatively easy, others can be extremely difficult. A project that is difficult to set-up hampers production, especially during start-up, effectively reducing the time your crew can spend spraying Polibrid and operating the equipment.

C) Compliance with pre-application requirements. If pre-application conditions are unsatisfactory, the Polibrid technician will not allow the application of Polibrid to proceed, effectively suspending training, production, etc. Surface preparation must meet specs, primers must have been applied according to their recommendations, their recoat windows need to be complied with, the work area must be safe, clean, etc. Make sure you're really ready to produce before you get our technician out there!

How many workers need to be trained?

Assuming single shift work days, the ideal Polibrid application crew is made up by no more than three workers: a) the spray man, b) his helper and c) the machine operator. However, all three workers must know the other two's jobs as well as he knows his own, because, in order to minimize fatigue, maintain production and produce consistent quality results, all three workers should rotate positions throughout the day. All three positions of the Polibrid application crew are critical and cannot be tended to part-time, so do not count on safety watches or other non-dedicated personnel to assume any Polibrid responsibilities!

How do I arrange for training?

For contractors in the USA or Canada, contact Dan Schneider, Polibrid Product Manager for the Carboline Company in St. Louis, MO., at (314) 644-1000 or by fax at (314) 644-4617. For contractors anywhere else in the world, contact us directly for information! We have Polibrid Technical Service Reps in Germany, Mexico, Brazil and Thailand!

Can I see a Polibrid "Demo"?

Yes! Make arrangements through your sales rep to attend a "Polibrid Demo" in St. Louis, MO. or in Brownsville, TX. At these pre-scheduled demonstrations, you'll get a fuller understanding of what is involved in becoming a Qualified Polibrid Applicator and get to spray some Polibrid yourself. Attending a "demo", however, is not "Factory Training" or a substitute for mandatory on-the-job training!