

# Top Criteria When Selecting an Applicator



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**September 21st, 2010** - In response to numerous industry-wide complaints about substandard applicators, we have established the recommended criteria below. A number of lesser qualified contractors in the spray foam insulation industry lack the basic skills, experience and certification. The application of spray foam is a highly technical process, with the installed product being manufactured onsite. Improper application may result in voids, gaps, messy overspray, inferior performance and the potential for serious envelope failure. We highly advise that any applicator you choose meet ALL of the following criteria:

- 1. Training:** Be certain the applicator has completed Demilec USA, LLC training and certification. {Demilec will not warrant its products unless installed by a licensed applicator}.
- 2. Knowledge:** In order to design and install an insulation system that will not fail, applicators must have a thorough understanding of building science and building codes pertaining to thermal & moisture control. Look for advanced training from institutes such as ResNet and BPI.
- 3. Experience:** A spray foam contractor must have experience with a variety of insulation conditions. Ask for references and examples of prior work.
- 4. Safety:** Maintaining a safe work environment is important for everyone's protection. Are they OSHA compliant? Do they have fresh-air respirators and body protection? Are they equipped to work on scaffolding and have harness systems?
- 5. Insurance:** Does the foam contractor have the correct type of insurance for YOUR protection? Numerous applicators are improperly insured. Make certain they have insurance classified specifically for insulation work - any other type will not provide proper coverage.
- 6. Thermal Protection:** To ensure your installation is code compliant, the applicator must know the latest requirements for thermal barrier protection for spray foam. Make sure they have been trained & certified (if applicable) to apply fire protective coatings over foam.
- 7. Equipment:** Spray foam equipment is technical and requires regular maintenance to operate successfully - does your contractor have the equipment capacity to complete your job efficiently and in a timely manner?
- 8. Cleanliness:** Surfaces should be covered with poly/tarps to minimize overspray. Postspraying cleanup should be thorough and sprayed areas prepped for drywall. Attention should be placed on air-sealing detail, such as foaming between wood-to-wood gaps and foaming around window/door frames.