

The ESI Newsletter

Elastomer Specialties, Inc.
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Application Spotlight: **SharkSkin Industrial Coatings Installs Polyurea in OKC Veterinary Clinic**

Sharkskin Industrial Coatings, located in Oklahoma City, OK, is a relative newcomer to the polyurea business.

After thorough training at ESI and several telephone conversations, Sharkskin provided a polyurea coating to the kennel area of Ranchwood Veterinary Clinic in Oklahoma City, OK. Dr. D. "Doc" Guthrie designed the pens so that maximum sanitary conditions and climate control could be maintained.

The floor in the kennel area is quite old and the pens are divided by concrete walls. Over the years, pet odors has absorbed into the concrete requiring a pristine cleaning prior to application. Another problem that occurred in the past was the constant need to re-paint the kennel areas because of the "urination technique" of the male dogs. The harsh chemicals required to remove the urine from the walls also stripped off all the paint.

Sharkskin Industrial Coatings prepared and applied a seamless mem-

brane to the entire kennel area including, the floor, walls, drains and even the door. Sharkskin contacted ESI for system advice and the following system was applied:

-PoxyPrime H20 primer (3 mils)

-GatorHyde LP hybrid polyurea (60 mils)

-PolySpar HP polyaspartic/polyurea topcoat (10 mils).

This system allowed Sharkskin to utilize their newly purchased Condor Deluxe Low-Pressure spray machine. The pet odors are gone, the room is beautiful, and most importantly, "Doc" is happy. As a bonus, it was discovered that the polyurea provided a thermal quality that kept the kennel floors warm in the cold of winter. The PolySpar HP is chemically re-



*Ranchwood Veterinary Hospital's kennel area after coating application
(Courtesy of Sharkskin Industrial Coatings)*

sistant to small animal urine. Thanks for a great application Sharkskin Industrial Coatings and we look forward to many more years of successful applications.!

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Revolutionary "EcoSpar" Polyaspartic Undergoing Field Trial Evaluations

EcoSpar is a Zero-VOC and Zero-HAP polyaspartic coating developed as a fast-curing topcoat for handrails, line striping or various other topcoat applications.

This new generation of polyurea is currently in the field trial phase

of production. EcoSpar is a high gloss, aliphatic polyurea coating that displays excellent UV resistance.

The product can be applied via air-assisted cup gun, airless spray, rolled, or brushed. EcoSpar is currently available in

Various colors and clear. The product utilizes PCBTF solvent (an EPA exempt solvent) and does not contribute to depletion of the ozone layer. ESI's target markets include theme parks, municipalities, and O.E.M. customers that desire a reduction in VOC's.

A.C. Moate is ESI Dealer in Washington, Hawaii

In October 2002, ESI inked a dealership agreement with A.C. Moate Inc. of Kent, WA. Under the agreement, A.C. Moate is responsible for sales and service of ESI materials and equipment in Washington and Hawaii.

A.C. Moate is a company that has had numerous experience with polyurea coatings. They have sprayed pick-up bed linings for several years as well as installed many different products on a wide variety of industrial applications.

Mr. Bob Moate is the President/CEO of A.C. Moate and supervises the

companies location in Washington. Mr. Charlie Moate maintains and supervises the office located on Maui, HI. ESI is currently in discussions with A.C. Moate to represent the Country of Mexico.

Since becoming ESI dealers, A.C. Moate has installed several applications including pick-ups, a concrete roof, several balcony decks and several water gardening pond liners.

A.C. Moate has undergone extensive training at ESI's facility in Broken Arrow, OK. This training includes hands-on application techniques utilizing the "Condor" low-pressure



Pictured above is Bob Moate— of A.C. Moate, Inc. at the World of Concrete 2003 Tradeshow in Las Vegas, NV

spray pump, the "Condor" LPS cartridge spray system as well as instruction with several other products of ESI including primers, specialty products, and flooring systems.

Welcome aboard A.C. Moate! ESI thanks you and looks forward to many years of success with you.

A.C Moate can be reached at (253) 638-2051.

ATEX is Newest ESI Dealer in Korea

ATEX Co, Ltd. is the newest ESI dealer to date. ATEX, located in Seoul, Korea, has several years experience in the application and specification of high-pressure polyurea spray. However, because of the increasing demand for spraying low-pressure polyurea, ATEX has signed a dealership agreement with ESI to have exclusive representation of all ESI materials and equipment in the Korean market.

"ESI could not be more pleased with ATEX' experience and professionalism " says Tripp Ishmael, ESI-Polymers Director. "ATEX has the experienced personnel and professional

staff that ESI requires of a dealer", according to Ishmael.

ATEX is owned by Mr. In-Tai Kim and has been in business for twelve years. ATEX also has a manufacturing facility located in Taiwan. ATEX manufactures concrete admixtures and super-plasticizers for the concrete industry.

ATEX employs approximately 30 people and will be stocking ESI materials and equipment in the Seoul area.

Furthermore, ATEX employs an English-

"ATEX has the experienced personnel and professional staff that ESI requires of a Dealer"
Tripp Ishmael-ESI

speaking manager that can communicate with ESI or its US customers on a daily basis. The English-speaking contact at ATEX is Mike Kim. Mike Kim can be reached at (822) 409 4141.

GatorGard™ Dealerships Now Available

ESI recently signed an exclusive joint venture agreement with Amazon Systems Ltd. of Ft. Worth, TX to develop and oversee the application and sales of the revolutionary ESI "GatorGard" polyurea pond lining system.

GatorGard represents two years of field trials that include several successful applications of polyurea pond linings on a variety of substrates including gunite, foam, geotextile fabric and several others.

The first phase of market penetration for GatorGard is to sustain a qualified-dealer in every major US metropolitan



GatorGard Application Trailer Available Through Amazon Systems, Ltd.

area.

Each dealer will purchase an application trailer (which includes application equipment and several other items) and will include on-site training.

To order a GatorGard Information packet contact Raymond Entrop of Amazon System, Ltd. at (817) 332-9059 or Neil Moon of ESI at (800) 786-4244.

Additional information on GatorGard can be found at www.GatorGard.com.

“World of Concrete-2003” a Huge Success!

The World of Concrete 2003 trade-show was recently held in Las Vegas, NV February 4-7.

ESI displayed a 20 X 20 foot booth which was designed by Mr. Neil Moon. The booth was staffed by several people which included Tripp Ishmael, Orlin and Sandy Emmons, Neil Moon, Mike Kronz, Bob Moate (Washington and Hawaii Dealer), Tim Turnock (Midwestern Sales Representative), Joe Keogh (Florida Dealer), and Mike Kronz (Remote Orbital Installations).

On display in the trade show booth were several items exclusively manu-

factured by ESI were:

Hydraloc Extreme— a fast-curing hydrophobic, non-shrinking grout.

Condor LPS Cartridge Spray System— Designed to spray polyurea and polyurea hybrids using a cartridge and static mixing wand.

Condor Low Pressure Pump— Designed for spraying polyurea and polyurea hybrids on small jobs.

Condor Sub-Zero Pump— Designed for caulking joints at temperatures below freezing.

Condor Off-Road Pump— Designed for high output off road applications.



Representing Elastomer Specialties, Inc. at the World of Concrete 2003 booth in Las Vegas, NV are (from left to right) Tripp Ishmael, Mike Kronz, Orlin Emmons, and Neil Moon

Another feature in the booth was Remote Orbital Installation’s introduction of its new robotic “SPOD” for horizontal concrete or steel pipe linings. ESI supplies ROI a specifically designed polyurea system and primer developed for use with ROI’s equipment.

WOC-2003 attendance was fantastic and we will see everyone next year in Orlando!

ESI Soon to Include “Used Equipment” on Website

Beginning April 2003, ESI will update their website to include a section devoted entirely to used polyurea application equipment.

“We are constantly being asked to accept trade-ins on new equipment purchases or to assist in the sale of our customers used-equipment” according to Neil Moon, ESI’s Marketing Director. “ We have now added a section to our website to further assist our customers needs” says Mr. Moon.

“The success of the Condor Low-Pressure Spray system has been phenomenal “ according to Moon. “People just don’t want to deal

with the high-pressure headaches anymore”.

ESI is willing to assist all ESI customers that wish to sell their previously used polyurea application equipment (high-pressure or low-pressure). The cost of placement of the ad on the website will be offset by ESI receiving a small percentage of the sales price. ESI requires a digital picture of the equipment and all pertinent information (including desired sales price) to be filled-out on the website prior to posting the advertisement.

If you are interested in listing your equipment on the ESI “Used-Equipment” section on the

“The success of the Condor Low-Pressure spray equipment has been phenomenal ”

website, please go to www.elastomer.com and complete all the required information.

Contact Neil Moon at (800) 786-4244 for more information or go to www.Elastomer.com.

ESI Opens GatorHyde™ Training Facility in Wagoner, OK

ESI opened the very first GatorHyde training dealership in Wagoner, OK in November, 2002.

This operation was opened as a training facility for GatorHyde dealers across the USA. However, the response to the opening of this facility has been tremendous. According to Orlin Emmons, President and CEO of ESI, “we are providing sprayed-in truck bed linings for several dealerships and numerous private vehicle owners”. The explosion of business



A racecar trailer receives a coating of “GatorHyde”

allows us to train our GatorHyde applicators in a real world setting” according to Emmons.

The facility is completely open to all who would like to be trained to apply GatorHyde polyurea coatings. Potential applicators can learn everything from proper facility construction to truck preparation.

If a GatorHyde dealership is something you may be interested in, contact ESI and request an information package. Additional information can be located on our newest website www.GatorHyde.com.

10908 South 264th East Ave.
Broken Arrow, OK 74014

Phone: 918-486-4244
Fax: 918-486-3805
Email: info@elastomer.com
Web: www.elastomer.com



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Development Association.**



Technical Corner

Question:

Why is polyurea considered an excellent coating for water and salt water immersion conditions?

Answer:

Polyurea has always been considered an excellent choice in industrial applications that involve water or salt water immersion conditions. The reason for the success in these applications is due to the chemistry of the polymer backbone.

Polyurea displays a "polyether-amine" backbone (i.e. chemical structure). The polyether family displays much better hydrolysis resistance than most other chemical "backbones". Another advantage of polyurea is the fact that a good portion of this backbone is also made up of amines. Amines naturally display very good moisture resistance as compared to their hydroxyl counterparts (which make up polyurethanes).

There are some cases when a polyurea hybrid system can have as good of hydrolysis resistance as a pure polyurea. One of these systems would be ESI's "ElastoGard DLX". However, these systems are still limited by temperature restrictions and require a catalyst to completely cure.



ESI's ElastoGard AL is used as a shower stall coating in a local city park (picture courtesy of Von Castor)

If improperly applied, polyurea may display pinholes (which could let water or moisture into the coating). In most cases, ESI recommends a topcoat (PolySpar HP) over the polyurea for some specific applications. The reason is simple. It is virtually impossible to apply a pinhole free coating (especially on concrete). An application of a "slower setting" aliphatic topcoat by roller or spray is needed

to fill any missed pinholes. It also provides a UV stable topcoat that will extend the life of the coating.

Questions for Tripp?

Email Tripp with questions at:
tishmael@elastomer.com