



## **Top Five Considerations for a Spray Foam Equipment Provider**

After numerous years of acting as a driving force for the insulation industry – providing high R-value, energy-efficient insulation – spray foam continues to be a popular insulation solution, projected by some experts to experience a substantial market surge by 2017.

Why such a dramatic upswing in recent years? A combination of the implementation of new building codes and energy mandates, as well as increased spending in the building and construction industry, is driving the demand for insulation to a 7.6 percent annual growth, and is expected to create a \$10.3 billion market by 2017, according to Cleveland-based research group, Freedonia.

And if the experts are right, foam insulation– for the very first time – will equal the market share of fiberglass, which has been the insulation market leader for what seems like forever.

# Trust Your Spray Foam Equipment Investments to the Experts

In an effort to keep up with this rapid up-tick in the spray foam insulation industry, Intech Equipment and Supply offers both the knowledge and manufacturer support to assist spray foam professionals throughout the purchase process and beyond.

A full service equipment and parts supplier, Intech features a wide range of industry manufacturers, providing the best in trusted industry equipment and backed by expert service. Intech features equipment for spray foam insulation, spray foam equipment parts and turnkey mobile spray rigs, as well as traditional roofing equipment and safety equipment.



# What Is Wrong With Ordering Directly Via a Manufacturer?

There is certainly nothing wrong with purchasing materials and supplies straight from the source, however, we can give you numerous reasons why spray foam professionals continue to enlist the help of experts.

First, because our team of professionals understands that every customer's needs are different, we never take a "one size fits all" approach to your business. Taking into consideration your company's specific needs and objectives, we either provide a standard product solution or customize one of our proven formulations for your specific application. And we constantly welcome new problems or challenges. In fact, our experts thrive on doing what hasn't been done before.

**Here are five reasons why we think your spray foam insulation company should consider teaming up with a spray foam equipment provider, like Intech Equipment and Supply:**

**1** A large number of customers do not fully understand the impact and far reach Intech has as a nationwide spray foam equipment provider. With locations scattered across the U.S., we can easily deliver parts anywhere in the country by the next day. For example, if you are an East Coast professional desperately in need of a specific part after 5 p.m., a West Coast Intech agent can ship that part via FedEx, with a goal of delivery by 10:30 a.m. the very next day.

In addition, if your equipment breaks down, an Intech rep is often located within just a few hours of your location, and can be there to help with technical service and support either that very same day, or the next day.

## Nationwide footprint, easy accessibility.



# Customer service.

## Total cost of ownership.

**3** Many of Intech's competitors commonly beat us on price, but it's important to understand the phenomenon surrounding the true cost of ownership.

For example, if you're a brand-new spray insulation contractor and you have your first, official big job, what do you do when things go bad? Maybe you purchased your equipment cheap from a big distributor, but now you can't get them on the phone to help you with repairs. As a result, you are holding up the project's builders and other contractors because you can't get the job done without repair work. In the end the entire project ends up costing you more than initially projected.

However, when making purchases through Intech, businesses are back to work within a day when issues arise, instead of wondering what is going to happen next – and more importantly, when.

**2** Sure, everybody sells parts, but the truth is that they don't have the knowledge and service to back it up. At Intech, we offer same-day and next-day service, as well as troubleshooting – either in person or via phone, across all four time zones.

Consider this scenario: Let's say you buy a part from a big distributor – because it costs less – and that part doesn't fit or it breaks. In many situations, it could take days for the distributor to return your call, if at all.

At Intech, we work with each and every customer to ensure your parts ship right the first time. In fact, one of our key differentiators in the space is the fact that we can do what most of what our competitors simply "talk" about or "can't" do.

As a leading spray foam equipment provider, our attitude is: "Lead, follow or get out of the way," when it comes to supporting our customers.





# Warranty.

## Insurance coverage and protection.

**5** This is an area that many spray foam professionals do not tend to think about when just starting out. However, many rig builders have no formal backing and are not always covered by insurance.

Furthermore, if they happen to go out of business, claim bankruptcy or stop returning your calls, you risk losing a lot of money. You'll also need to find another rig builder to repair or replace your rig, and those costs can add up quickly.

If you purchase your rig directly from Intech – new or used – we stand behind what we sell you, and fix or replace any parts as quickly as possible. Plus, the fact that we've been in business for more than 20 years gives our customers peace of mind that our solid, stable company will be around when you need us the most.

**4** Intech stands behind everything we do. If you have a warranty issue and you purchased your equipment from our store, we will fix it. No questions asked.

With our easily accessible team of experts, there's no red tape to navigate through. Furthermore, our excellent customer service representatives can effectively and efficiently walk you through a repair over the phone the same day. Should your issue require in-person assistance, we also send technicians out to your location within one day.



And as more and more people become aware of spray foam benefits, the amount of investment in building improvement options will continue to rise in the U.S.

# About Us

Founded in 1995, **Intech Equipment & Supply** is an independent, full service spray foam and coatings equipment integrator and parts supplier offering equipment, parts, turn-key mobile spray systems and expert technical assistance.

Intech's key customers are commercial roofing contractors, insulation contractors, asphalt coatings contractors and the materials suppliers that serve those customers. Typical markets served are spray foam insulation, spray foam roofing, commercial roof coatings, single ply roofing, and colored asphalt coatings applications.

A world class technical support staff with more than 400 years of combined experience complements our full service branches in the U.S. in four time zones. We also have a network of independent reps and authorized sub-distributors. As a result, regardless of where customers are located in the U.S., Intech can troubleshoot equipment, recommend solutions, fulfill parts orders with its huge inventory, and get customer equipment up and running in the shortest amount of time. We keep customers' equipment running by recommending preventive maintenance programs for spray equipment, generators, compressors, breathing systems and accessories.

**Intech Equipment & Supply** has been recognized by Graco as a Top 20 Graco HPCF North America Distributor for six years in a row, including 2010, 2011, 2012, 2013, 2014 and 2015. For more information, visit [www.intechequipment.com](http://www.intechequipment.com)



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