



SPARTACOTE® Approved Applicator Process TDS 422

As the popularity of resinous flooring systems have increased so has the need to have qualified installers install these systems. The chemistry of these products as well as the installation guidelines make it so that not just anyone can apply these materials successfully. Someone who isn't used to, or trained on, installing these systems typically experiences issues from an uneven application of the coating, leading to an unpleasing finish or the coating delaminating from the substrate.

LATICRETE International, Inc. prides itself on offering quality products that improve the durability of buildings and create lasting finishes. As such, we require that the installer of any SPARTACOTE® resinous flooring system be an approved applicator. By becoming an approved applicator, you may qualify to offer extended system warranties that includes cost of labor and materials and the ability to bid on LATICRETE National Account projects. Benefits that set you apart from the competition and are great features for the end users, be it a homeowner, building owner or architect.

Approved Applicator Training

This program is a (2) two- tier approval process.

- Tier 1- New applicators are qualified to install all SPARTACOTE flooring systems for residential and commercial projects (excluding national account installation)
- Tier 2- Experienced applicators (MVP's) are qualified to install all SPARTACOTE flooring systems for residential and commercial projects including bidding for national accounts projects.

****NOTE:** In order to qualify to become a Tier 2 Applicator, installers will have had to complete 3 successful SPARTACOTE installs totaling a minimum of 1,000ft² (92.9 m²). On top of this they should be an applicator of SPARTACOTE polyaspartic resins for a minimum of 6 months and currently be in good standing with LATICRETE.

Final approval will be issued by the local LATICRETE SPARTACOTE Product Champion or the applicable Regional SPD Sales Manager.

Approved Applicator Training Procedure

This training will consist of a brief phone interview, and pending qualifications- this may be followed by a scheduled onsite demo at the installer's facility or non-contracted location.

The phone interview will discuss the following:

- The Installer's Experience with Floor Coatings
- The Installer's Knowledge of the Industry
- Existing Resinous Flooring Jobs (If applicable)
- Current Products Used (If applicable)

If this portion of the approval process is passed, an onsite demo will be scheduled. Requirements and pre-setup for this demo will be discussed at this point.



The onsite training will be held at the installer's facility or a location of their choosing. Please note: This location cannot be a jobsite in which the installer is contracted to do any work or will be paid for services rendered. It is likely that the demo will be a small mockup and not cover the entire surface area of this location or can actually be installed on removable boards. This will be discussed during the phone interview.

During this onsite training some topics that will be discussed are:

- The Coating Industry
- SPARTACOTE® System Overview
- SPARTACOTE Product Offerings
- Material Requirements
- Surface Prep
- Installation Techniques
- Local Distribution

This discussion will be followed by an actual hands-on demonstration in which the installer will get the opportunity to apply different SPARTACOTE systems with the guidance of a LATICRETE Representative.

If you are interested in becoming an approved SPARTACOTE applicator, or if you have any questions on this process, please contact your local LATICRETE sales representative or the Technical Service Department at 800.243.4788 X235.

Technical Data Sheets are subject to change without notice. For latest revision, check our website at www.laticrete.com
TDS 422.doc R 12 April 2017



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