A Contractors Perspective

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Carolina Comfort Foam
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Introduction / Background
- 8 years in the business
- Residential into Commercial / Federal
- Involvement & Training
  - Vice President of SPFA
  - SPFA Accreditation
  - ABAA Certified
  - BPI Certified
The SPFA is a “Contractor Driven” organization. So what are the Driving Forces of a Contractors environment?

- Men (Labor)
- Machinery
- Materials
Daily Challenges....
- “did you fax me your insurance cert?“
- “How could the house not be ready, we met there last week!“
- “Why won’t the foam be here until 2 pm?!“

Daily Tragedies....
- “the tire on which rig is flat?“
- “What do you mean the trailer hitch ‘just snapped’?!“
- “We re-built that stick pump last week so YES, it should work!“

Daily Triumphs !!
- “you only used how much foam?.....Great!“
- “the customer told you they could feel the difference already?“
- “Yep, the GC just called me, he has another project for us to bid“
- Persevere
- Be a Leader
- Be Professional
- And know that this organization is about teaching, supporting, highlighting & promoting professional SPF Contractors!
- We are your industry resource....join in and Spread the word!