



SALES PLAYBOOK



T4 I-F

*Faster, Safer, More
Secure and Best
Thermal Performance*

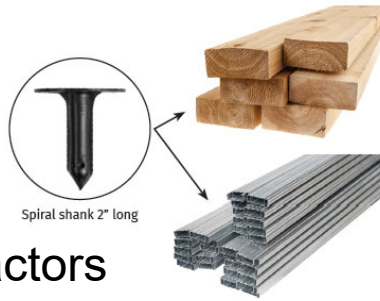


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TARGET END USERS / APPLICATIONS

Drywall Contractors

- Parking garage ceiling insulation
- Utility room insulation
- Concrete ceiling under balcony
- Acoustical insulation



Building Envelope Contractors

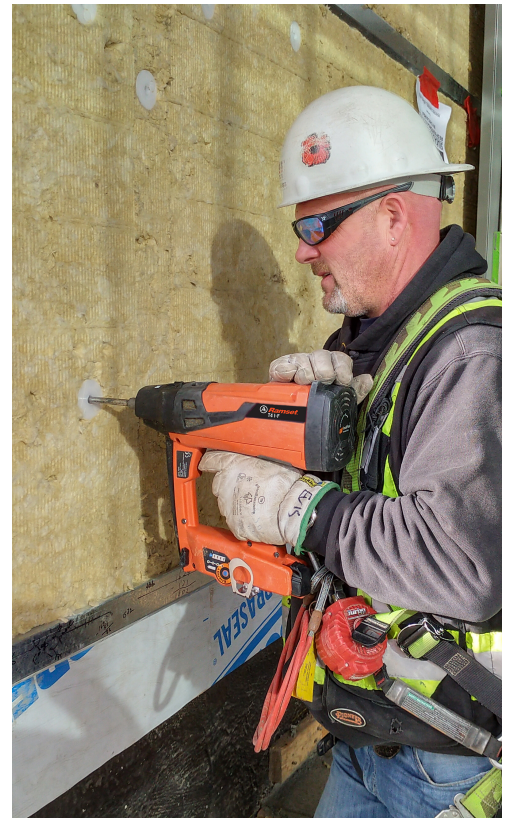
- Exterior wall insulation
- Tunnel insulation
- Roofing insulation

Forming Contractors

- Foundation insulation

Home Construction

- Basement insulation

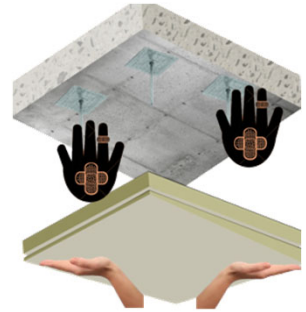


FEATURES AND BENEFITS

UNIQUE SELLING PROPOSITIONS (USP)

Speed:

- The fastest insulation installation method out there!
- 4 times faster than traditional stick pin method
- Save time and labor costs over the traditional insulation fastening methods



Improved Safety:

- No more hand injuries from impaling fasteners
- Reduce operator fatigue over PAT or pre-drilling
- No exposure to harmful chemicals such as glue or concrete dust
- Less time working at height

More Secured:

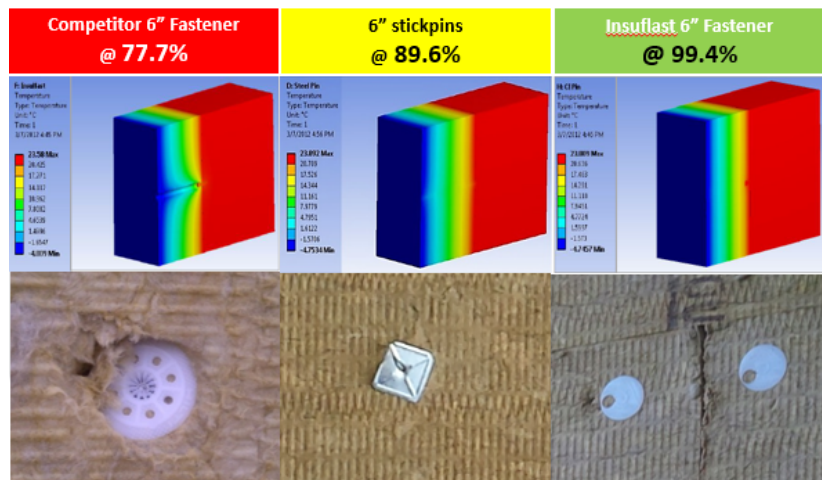
Significantly higher holding values due to bearing surface which the stick pin does not have (less likely to fall off due to wetness or wind)

- 211 lb pullout in concrete
- 184 lb pullout in hollow block
- 1140 lb pullout in structural steel
- 120 lb pullout in 22ga steel stud



Highest Thermal Efficiency:

Traditional Stick Pins and other competitive fasteners do not have the thermal capacity of InsulFast because of the cap



THE RAMSET T4 I-F ADVANTAGE



		InsulFast	Stick Pins	P.A.T.
SYSTEM COMPATIBILITY	INSULATION TYPE			
	Rigid	Yes	Yes	EPS only
	Semi-rigid (rockwool)	Yes	Yes	Not Recommended
	Delta Membrane + Insulation	Yes	No	No
	Insulation Thickness	1" to 6"	1" to 6"	1" to 6"
	Washer Incremental	1/2" increment 1-4" 1" increment 4-6"	Random	Not Relevant (metric)
	SUBSTRATE COMPATABILITY			
	Concrete	Yes	Yes	Yes
	Hollow Block	Yes	Yes	No
	Steel	Yes	Yes	Yes
THERMAL PROPERTIES	Gypsum Board + Steel Stud	Yes	Yes	No
	Vapor Membrane	Yes	Not Recommended	No Published
	Wood Frame and Sheathing	Yes	No	No
	Water Infiltration / Condensation Risk	Low	High	Low
	Thermal Efficiency (6" Insulation)	99.4%	89.6%	77.7%
STRENGTH	PULLOUT STRENGTH (ULTIMATE - LBS)			
	Concrete	211	6	240
	Hollow Block	184	6	-
	Steel	360	6	387
	Gypsum Board + Steel Stud (20Ga)	200	6	-
LABOR	Productivity (avg 1,000 sqft)	6h	3 days	6.5h
	Surface Preparation	No	Cleaning + Chalk Lining	No
	Working Temp (C)	-18 to 45	-1 to 40	-20 to 45
	Cure Time	No	48h	No
	Health Hazards & VOC Emissions	0	404.5 g/L	Lead Exposure + Fatigue
	Licensing Required	No	No	Yes
	Operator Fatigue	Low Fatigue	High	High
	Price (Material + Labor-avg/sqft)	\$0.98	\$1.66	\$0.98

FAQ

Q. How do I locate and shoot into steel studs through the insulation?

A. You can use chalk lines to draw vertical lines down/up from the screws and measure out 16" or 24" (however far they are spaced). Many contractors also use a strong magnet to locate the studs.

Q. Can I try the tool before purchasing?

A. Yes! ITW Construction Products Canada can offer demos, trials and troubleshooting assistance. Just let your distributor know and they'll arrange an ITW sales representative to meet you on site.

Q. Can we still use this tool outside in the winter?

A. Yes, the tool itself is not affected by the temperature, but the fuel might be. We suggest keeping a spare fuel in the pocket or in a warmer room to swap when the one in the gun becomes inconsistent.

Q. What's the difference between T3IGT and the T4IF?

A. We made a lot of adjustments to the new T4IF version, making the tool even more reliable. The T4IF has incredibly good stick rates and extreme reliability. Try it and experience the difference.

