



## **A Short, Common Sense Discussion Regarding Foam Generators**

There are lots of foam generators out there; most of them that are constructed from corrosion resistant tank units with air variable controls for foam densities are priced competitively or a little more than our units. There are also a variety of things called "foam generators" that aren't anything like Cellular Concrete, jobsite tough, commercial grade foam generator. Some months back, at a trade show, we discovered a company selling a "foam generator" in a cardboard box for \$29.

Some of these "foam generators" are not designed to produce consistent foam for cellular concrete. Some are for fire fighting. In fact, just about every fire extinguisher out there could correctly be called a "foam generator". Some are for foaming polymers for adhesives, spray coatings etc.

There are some water driven spray nozzles out there that are called "foam generators" by their vendors but they look a lot like the nozzle off of a fire truck and work on water pressure. They make a slimy wet type of foam that is great to spray down an airport runway but collapses readily in cellular concrete. One well respected company in the concrete business markets this water sprayer type machine and often we are asked to come to a jobsite and replace one of these things with a real Cellular Concrete foam generator.

As far as pricing goes, we don't make much on our generators. We feel like the generator is the "gum ball machine" and we are really in the "gum ball" business, so we will be glad to help you with any questions you have about any type of foam generator.

When considering the purchase or lease of a foam generator there are some questions that you should ask yourself.

1: Is this generator manufactured by the company that is selling it or is it just an item in someone's catalog.

2: Who backs it up if there is a problem - a company that is in the cellular concrete business or someone that will "send me a part".

3: Is the generator manufactured specifically to generate foam for cellular concrete or is it a reconfigured fire fighting spray nozzle or adhesive / coating squirter.

4: What is the capacity of this machine? - i.e. what amount of foam do I get out of it with one load. Will it make enough foam for a batch or do you have to stop work to reload it?

5: What is the rate of discharge of the nozzle? i.e. Does it discharge foam at a rate that will make my work progress smoothly or will I always be waiting on the foam generator before continuing to work?

6: What is the expansion and dilution rate? (On Cellular Concrete foam generators you add one part of liquid foam concentrate to forty parts of water. That solution is then expanded twenty times. This would mean that one gallon of liquid foam concentrate will make (with our generator ) 800 gallons of foam. Using an inexpensive foam generator and liquid foam concentrate that does not dilute well and expand well is somewhat like buying the inexpensive truck for your business and then finding out that it only gets 1 mpg.

7: Is the foam generated by this generator consistent and does it come with technical support including proven mix designs and code approvals for my intended work.

8: If you are considering a high priced “computerized” foam generator – before you pay for all those circuit boards, flashing lights and micro switches ask yourself what benefit these features produce for you.

With a Cellular Concrete jobsite tough foam generator you add the liquid foam concentrate and water, pressurize with air – or start the motor – and a given rate of perfect foam comes out of the nozzle. Simple and Smart.

We have made foam generators for over 50 years and still don't have any reason to add computerized controls to our generators. Timers are available but why have a computerized foam generator. We are big fans of technology, but it's hard to understand the need for a computerized anvil or a computerized foam generator. Should you have some special requirements for your foam generator – give us a call. We have probably done it before.

Only you can decide the quality and performance characteristics of the generator that you want to work with and depend on for years to come.

If we can be of assistance please feel free to call.

Your friends at Cellular Concrete LLC.