

Selling Techniques for Profiler PFV Series for Hardscape

Presentation:

The Profiler V-Series is expanding its line to include a PFV201 (2cm), PFV501 (5cm) and PFV601 (6cm). As the application of the Profiler in general is very simple, a demonstration will best show the product and explain how to work with this tool. Ideally, the salesperson will show a sample of a 7" variable-speed rotary polisher with a PFV501 or PFV601 since they are much bigger and heavier than other profilers available from Alpha®. It is important to make sure that customers do not try to use these larger profilers on a VSP-320 or AIR-680 as they are too heavy for these small hand-held polishers to work with.



Features and Benefits Story:

We are targeting the Hardscape material suppliers since Porcelain Paver Tiles have now become fashionable and we are the only manufacturer providing all of the tools necessary for these tiles in the hardscape industry. Alpha® has added these new sizes specifically for this reason.

Currently, the majority of porcelain paver tiles come in 3/4" (2cm) thickness. However, the newest porcelain paver tiles for driveway applications are now available in 1-1/4" (3cm) thickness. Due to this, customers may need a PFV201 and PFV301 to ease the edge of the tiles for the steps using a VSP-320 or similar small hand polisher.

Alpha® has designed the PFV501 and PFV601 for different materials such as travertine pool coping that are coming in 2" and 2-3/8" thicknesses. Usually contractors buy end pieces apart from their field tiles, which is inconvenient as well as it is not easy to make a good bullnose profile by grinding the edge of the travertine.

Alpha® is now offering the solution to make 2" and 2-3/8" bullnose edges. The PFV501/PFV601, along with the Alpha® VDP-700 polisher and Wet Polishing Kit, can create a hand-held wet profiling and polishing system. Using this system, you can create the bullnose profile and then remove the horizontal lines, left by the profiler wheel, to create desired finish. Since Travertine is very soft, you can sand the profiled edge with 5" sandpaper #80 well. (Alpha® Part No. MP50080)

These solutions free installers from depending on a stone fabrication shops, nor purchasing coping with bullnose edges, as they can now produce it when they need to at their job site.

Targeted Application:

1. Milling bullnose on travertine coping
2. Milling bullnose on casted concrete countertop

Specifications:

Size: All profilers come with 5/8"-11 female thread for domestic polishers

PFV201 can be used on small or large polishers

PFV501 and PFV601 must be used on large polishers due to their size and weight

Part No.	Size	MaxRPM	Shape	Threads
PFV201	3/4" (2cm)	3,500	Full Bullnose	5/8"-11
PFV301	1-1/4" (3cm)	3,500	Full Bullnose	5/8"-11
PFV401	1-1/2" (4cm)	3,500	Full Bullnose	5/8"-11
PFV501	2" (5cm)	3,500	Full Bullnose	5/8"-11
PFV601	2-3/8" (6cm)	3,500	Full Bullnose	5/8"-11
PFBNG01	Fits Up To 4cm Profilers		Nylon Guide	
PFBNG02	Fits All Size Profilers		Nylon Guide	

Question & Answer samples:

Question : How does the Profiler give you a straight line across surface of the material?

Answer : The ball bearing/rotary touchier within the Alpha® Profiler controls the depth of grinding during application to ensure the final profiled edge will be straight. NOTE: Profiling is complete when the operator no longer hears a grinding noise, and when the run-off water is clear.

Question : What keeps the Profiler from dipping?

Answer : The nylon guide will keep the Profiler from dipping during application. Pressing the nylon guide down firmly on the top of the material while having the operator keep this guide flat and level to the surface of the stone, will assure that the Profiler will not dip during application.

Question : Can I purchase this nylon guide separately and replace my old worn out guide?

Answer : Yes. You may purchase this nylon guide through the Authorized Distributor of Alpha® Products where you purchased your Alpha® Profiler. There are two sizes of nylon guides: PFBNG01 for PFV201 and Profilers up to 4cm; and the new PFBNG02 is universal for all sizes of Profilers.

Question : What is the life expectancy of the Alpha® Profiler?

Answer : The life of the Profiling Wheel will vary depending on the different hardness of materials. Our Profilers achieve very long life and have fast grinding action due to the "Vacuum Brazed Technology". Vacuum Brazed diamonds give you aggressive grinding action and longevity, without losing the shape of the profile, unlike Direct Sintered profilers on the market.

Question : Can Alpha® Profilers be used on concrete?

Answer : The Alpha® Profilers can be used on concrete.

Question : Can I use the Alpha® Profilers on a Park Industries Wizard/Deluxe machine?

Answer : Yes. The Alpha® Profilers can be used on these machines since the spindles are 5/8"-11 threaded. The maximum RPM range for the main spindles on these machines is 3,500.

Question : Can I use the Alpha® Profilers on a high-speed grinder?

Answer : No. Alpha® Profilers may not be used on high-speed grinders due to high RPM speed. The maximum RPM for the Profilers is 3,500 RPM and our Profiling Wheels are designed for low RPM wet polishers such as the Alpha® pneumatic polisher (AIR-680) and our Alpha® electric water-feed polisher (VSP-320) which have the optimum RPM range for using the Profilers.

Question : What materials can the Alpha® Profilers be used on?

Answer : The Alpha® Profilers may be used on the following materials: Granite, Engineered Stone, Porcelain, Marble, Travertine, Limestone, Concrete and Sintered Slabs.

Question : What polishing tools are recommended for the Profilers to be used on?

Answer : For the Alpha® Profilers 2cm-4cm, we recommend using with our AIR-680 and VSP-320 polishers. For the 5cm-6cm Profilers, we recommend using the Alpha® VDP-700, with our Wet Polishing Kit, since these Profilers are larger and heavier than the 2cm-4cm and the AIR-680 & VSP-320 were not intended for the heavier weight product.

Question: I couldn't find a local Alpha® stocking dealer near me. Where can I get an Alpha® Profiler?

Answer: Visit our website at www.alpha-tools.com and go to the desired product page. Select the "BUY NOW" tab, enter the quantity desired and click Add To Cart. Once checkout is complete, the order will then be processed and shipped directly to you.

Question : Is the Alpha® Profiler used wet or dry?

Answer : All Alpha® Profilers are to be used for wet applications only.

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