

beautiful, quality, recommended,
creative, tasteful, the tough,
excellent, resistant

Swedish edition

*Glitsa American's newsletter
for flooring professionals*

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Glitsa Satin Sealer

Glitsa Satin Sealer was developed to offer the Gold Seal System a few new options. One feature Satin Sealer offers is higher solids (47%) which produces more film build than our traditional Swedish sealers. Another is that Satin Sealer dries faster, yet leaves enough open time to achieve superior flow and level.

Contractors around the country are trying and liking Glitsa Satin Sealer...

"Glitsa Sanding Sealer dries faster and applies much easier than conventional sealer."

Costel Mihulet, A Quality Floors, Evanston, IL

"It's great for new construction, it hides damage by other trades and repairs easily. Satin Sealer is perfect for maple and jobs with can lights and has great color."

Robert Espinoza, Overlake Flooring, Kirkland, WA

"Satin Sealer has very good build, excellent dry time and allows you to use Gold Seal over the top which I feel is the most durable Swedish finish."

Rod Lorenz, Ralph's Hardwood Floors, Black Creek, WI



Costel Mihulet



Robert Espinoza



Rod Lorenz





The Facts About Glitsa

Fact or Fable?

By Duane Bartel, President, Glitsa American – Part four of four

False Statements about Glitsa:

From time to time some interesting fibs and fables make their way to me from the field, particularly about our Swedish finishes. Some originate from long-time industry misinformation; some originate from contractors pushing a different type of finish; and in some cases, individuals simply are acting on preconceived notions and bias. They simply may not know better. The following are some examples of false statements that get thrown around about Glitsa.

1. **Glitsa is banned in some states**
2. **The contractor must wear a respirator when applying Glitsa, but not when applying a waterbase**
3. **Glitsa will cause cancer**
4. **Glitsa is toxic, but waterbase is non-toxic**
5. **Your house will burn down if Glitsa is used**
6. **The smell won't go away**

My answer to the first comment is that it is simply false. Glitsa is not banned in any state. There is no ban, regulation, law, etc., that applies only to Glitsa. There is a national architectural coatings regulation that applies to all architectural coatings. Also, a few states have their own architectural coatings regulations that may be more stringent than the federal regulation. Glitsa chooses not to distribute its Swedish finishes into New Jersey and the New York City Metro area because our Swedish finish voc levels exceed their voc limits and we do not manufacture in containers smaller than quarts. Glitsa Swedish finishes can be purchased and applied everywhere else whether in quarts, gallons or five-gallon pails.

Regarding the next two comments, answers to these are covered in the fall

2001 Swedish Edition newsletter in “The Facts About Glitsa, Part 3”. Merits of Swedish finish versus waterbase coatings and toxicity issues are covered extensively. A fact to consider is that all coatings are toxic to one degree or another.

Finally, one answer addresses all the other statements mentioned above. Follow the instructions, use common sense and none of these concerns should be an issue. If the guidelines in the instructions are followed, the fumes will dissipate and the odor will diminish quickly and completely. The better the ventilation is, the faster this dissipation will occur. Solvents always evaporate. They do this because they have a higher vapor pressure relative to the surrounding air. Therefore, they have to dissipate in order for the air to achieve equilibrium in

accordance with fundamental rules of fluid dynamics. What remains at this point is the cured coating, which is all resin. It will have no odor.

Regarding flammability, there are many products and tools on a jobsite that could cause a house to burn down. Yet, such occurrences are rare because contractors generally exercise safety precautions. The key to a safe jobsite is following the instructions and using common sense whether the contractor is using a tool or applying a coating. Flammability is a function of two things: A source of ignition is required and an inadequately ventilated, concentrated accumulation of vapors must exist. The risk is eliminated by not allowing an ignition source and by ventilating well at the earliest opportunity (taking drying into account).

A homeowner recently asked me if there was a floor coating she could use on her mahogany strip entry that was completely non-toxic.

I told her the only one that came to mind was air. There is



There is not a coating that exists that is completely non-toxic. In fact, nearly everything in nature is toxic to some degree.

not a coating that exists that is completely non-toxic. In fact, nearly everything in nature is toxic to some degree. Mahogany itself has a very interesting toxic quality. It is in a class of cyanogenetic plants that, when sawed, milled or sanded, emits naturally occurring cyanide in the form of a gas and in its dust. Of course this is not any reason not to use mahogany, lots of woods have similar toxic qualities. Obviously, this wood is not dangerous to the contractor or homeowner if the professional is aware of the hazards and exercises good safety procedures.

It is no different with coatings. With any kind of floor coating there are safety procedures to be followed. If the contractor follows these, he can rest assured that he is safe and the homeowner will be safe.

To consider what constitutes health risks, instead of concentrating solely on toxicity, a better measure of risk should be hazard. Hazard takes into account both toxicity and dose-time relationships. Dose-time is a measure of both exposure quantity and exposure time.

Some examples of examining hazard risks: Table salt is generally not viewed as particularly hazardous, it is a natural, common, low toxicity substance. Yet, just two tablespoons would be a lethal dose for a one-year old child. Similarly, water has extremely low toxicity, yet drinking it

in copious amounts can cause enough sodium depletion to cause a cascade effect in the body as cells literally drown. In excess, it can also trigger a heart attack. What keeps the hazard low for both of these substances in our everyday lives is that we generally have enough common sense to use them in reasonable amounts over reasonable time periods that limits our “exposure”.

An example of hazards at the other extreme, are high toxicity substances in very low doses. You may have enjoyed snacking on wild black cherries, sometimes found in health food stores. Just like

ancing a highly toxic substance against very small doses.

The risk is not specifically a matter of toxicity levels, it is balanced by keeping the time-dose relationship within safe limits. With virtually all products, regardless of toxicity, following the manufacturers instructions and exercising common sense can achieve the hazard risk balance. And as always, when in doubt, call the manufacturer.

Many factors drive the misinformation we experience about products in the marketplace. Glitsa product labels list stringent warnings. They are warnings of

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mahogany in the example above, they are a natural source of cyanide, which also can exist as a liquid, not just a gas. Cyanide is extremely toxic, but the dose in this example is extremely small, keeping the hazard low. In a less savory example, some South American missionaries make a habit of routinely taking minute doses of deadly strychnine poison in order to remain free from intestinal worms. Once again, the hazard is minimized by bal-

what can happen if safety precautions are not taken. Every manufacturer has latitude on the severity of warnings they list on their product labels, Glitsa American has always chosen to list full warnings and precautions for the safety of their users. By heeding these warnings, following the instructions and exercising common sense, the contractor can achieve a safe work environment for himself and a safe living environment for the homeowner. ■

References:



If you are curious to check out these observations on your own, I invite you to read some very enlightening books that are well written and informative. Regarding regulatory agencies, how they set hazard limits and the promulgation of junk science within these agencies and the media, I suggest [Junk Science Judo](#) by Steven J. Milloy. Regarding media bias and the way it slants the truth, I recommend [Bias](#) by former CBS journalist Bernard Goldberg. All other references to toxicity ratings, doses and chemical characteristics in this article are derived from the following: [Deadly Doses; A Writer's Guide to Poisons](#) by Serita Deborah Stevesn, RN, BSN with Anne Klarner, and [The Dose Makes The Poison, Second Edition, A Plain-Language Guide to Toxicology](#), by M. Alice Ottoboni, Phd.

Taber abrasion tests and the Gold Seal System

By Barry Nelson, Sales Manager

One of the most frequent questions I am asked by contractors is, “How do Swedish finishes compare to the other floor finishes on the market in taber abrasion tests?” Lately it seems as if this test is the be-all-end-all when evaluating a floor coating. I understand why many lab technicians like this test. It is an easy test to run, it’s cheap, fast and provides a number as a reference point against other products on the market. The truth is that taber abrasion tests work well in the lab to evaluate similar finishes and to track the progress of a finish when formulating a new product. I

This vinyl resin is a very resilient product. Vinyl resins like Gold Seal and Gold Seal Lite Scent finishes have a lot of flexibility and give to them. When these finishes are scuffed, the coating will give and then snap back into place, which in most circumstances will leave a scuff mark in the floor that can be wiped out by lightly rubbing the scuff mark with a cotton cloth. As you can see, this is a very effective system to produce a long-wearing floor that is going to keep its beauty. A scratch in a hard surface coating such as the more common waterbase and polyurethane finishes will actually mar or lightly scratch



such as the more common waterbase and polyurethane’s is like an etching in the coating itself. This etching will appear as a white jagged scratch in the floor. Remember, Gold Seal and Gold Seal Lite Scent finishes are the only fin-

One of the major advantages to the Gold Seal and Gold Seal Lite Scent system is that a vinly resin system will not show scratches in the same way a hard surface coating will.

would like to point out that taber abrasion testing is only one part of the puzzle when looking at the durability of a finish. Chemical resistance, flexibility, scuff and scratch resistance and “real life wear characteristics” all come to mind when evaluating a finish. A durable coating will have a mix of all the properties listed above. Often it is not how long a finish wears but how well it looks as it wears. The only test that matters in the end is how well the floor coating stands up to the test of time.

Glitsa Gold Seal and Gold Seal Lite Scent finishes use a vinyl resin system.

and leave behind a blemish that cannot be rubbed out because the less flexible resin system has actually been damaged, leaving a permanent mark in the coating.

One of the major advantages to the Gold Seal and Gold Seal Lite Scent system is that a vinly resin system will not show scratches in the same way a common hard surface coating will. A scratch in a vinyl type coating is more like a cut. This cut in the finish does not show as prominently because it is a cut, and because of the color of the resin system itself. A scratch in a hard surface coating

ishes with this type of resin system that have a 50-year track record behind them. No other finish of this type can show you the “TEST OF TIME” results that Gold Seal and Gold Seal Lite Scent finishes have proven for over 50 years.

The Gold Seal finish is a 50-year old technology that has proven itself in the field the old fashion way, by “Withstanding the test of time”. Some coatings may produce higher Taber abrasion test results, but in real life that doesn’t make the coating a longer-wearing product. The Taber Abrasion test a good test, but only a piece of the puzzle. ■

C CONTRACTOR S SPOTLIGHT



Pro-Sand Hardwood Floors

“People are amazed by the speed and ease of maintenance of Glitsa. By far the best product in the hardwood flooring industry.”

Carl Padron, Pro-Sand Floors, Indianapolis, Indiana has been using Glitsa products for fifteen out of the twenty years he’s been in business. Carl’s business is split pretty evenly, 40% commercial and 60% residential, installing and finishing floors in the Indianapolis area. Some of Pro-Sand’s more visible jobs have been at the Conseco Field House (home of the Indiana Pacers) and the Governor’s house.



The Glitsa system of choice for Carl is two coats of Bacca and one coat of Glitsa Gold Seal. He says he uses Glitsa products because of: Durability, Dry Time and Customer Satisfaction. He adds that the turnaround time for his customers is a great benefit compared to other finish systems. “People are amazed by the speed and ease of maintenance of Glitsa. By far the best product in the hardwood flooring industry.”

As for any special tips, Carl recommends applying the finish quickly and always having a stable atmosphere or temperature. Carl notices people going back to the natural wood color with a semi-gloss finish as the trend in his area. ■





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FELT FLOOR PROTECTORS

Introducing Levelers!

Safeglide's new Levelers are constructed with the same superior quality of Safeglide's Tap-Ins.

Made with wool felt that is melded into the plastic base at the time of manufacture makes sure that the felt and plastic are permanently bonded. Moving furniture around is not going to cause these floor protectors to fall off like so many other types of floor protector pads. Levelers have an inch of threads and a one-inch base. These are specifically for replacing existing levelers on tables and chairs when maximum protection of floors is desired. Try Safeglide's Levelers and Tap-Ins and no other floor protection will do! ■

We want to hear from you!



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