

Sealmaster Madison, NC: Inquiry and Delivery Quotation Preparation Document for Stuart, VA

Section 1: Introduction and Purpose

This document has been prepared to facilitate a comprehensive inquiry with Sealmaster's Madison, North Carolina branch. The primary objectives are to gather detailed product information, confirm availability, understand packaging options (including pallet quantities), and obtain a quotation for delivery services to 337 Ayers Orchard Rd, Stuart, VA 24171. The specific products of interest include Polymer-Modified MasterSeal (PMM) sealcoat, coal tar sealcoat, and CrackMaster hot pour crackfiller. This guide provides a structured list of questions and data points to be addressed during the call.

Section 2: Sealmaster Madison, NC Contact Information

To initiate the inquiry, the following contact information for the Sealmaster Madison, NC branch should be utilized. Additional general contact details for Sealmaster Carolinas are also provided for reference.

Primary Contact for Madison, NC Location:

- **Contact Person:** Wray Mabe
- **Address:** 703 West Decatur Street, Madison, NC 27025
- **Phone (Toll-Free):** (800) 364-7556
- **Email:** wray@sealmasternc.com

General SealMaster® Carolinas / Madison Corporate Contact:

- **Mailing Address:** P.O. Box 826, Madison, NC 27025
- **Corporate Phone:** (336) 548-3250
- **Fax:** (336) 548-3245

The Madison, NC location is operated by PMG SM NC LLC, which is registered as an active carrier with the USDOT (Number: 3452846) for interstate private property transport. This status may be relevant when discussing delivery capabilities to Stuart, VA.

Date of Call: _____ **Sealmaster Representative Spoken To:** _____

Their Title/Department: _____

Section 3: Product Inquiry - PMM Sealcoat

The inquiry includes a need for Polymer-Modified MasterSeal (PMM) sealcoat, with an estimated quantity of 500 to 1200 units, presumed to be gallons. It is important to clarify which specific PMM product is most suitable, as Sealmaster offers different formulations, such as the standard Polymer-Modified MasterSeal and PMM Ultra. These products can differ in solids content, drying times, and application rates.

Questions for PMM Sealcoat:

- **Question 3.1:** "Regarding PMM sealcoat, are you referring to the standard Polymer-Modified MasterSeal or the PMM Ultra, or are there other PMM variants available? What are the key differences, particularly in solids content and recommended use cases?"
 - Recommended PMM Product(s): _____
 - Key Differences Noted: _____
- **Question 3.2:** "The quantity mentioned is 500 to 1200. Is this understood as gallons? What are the standard available container sizes for the recommended PMM product (e.g., 5-gallon pails, 55-gallon drums, bulk totes, bulk tanker delivery)?"
 - Confirmation of Unit (Gallons): Yes/No
 - Available Container Sizes: _____
- **Question 3.3:** "What is the price per unit for each available container size of the recommended PMM product?"
 - Price(s): _____
- **Question 3.4:** "What is the typical coverage rate per gallon for the recommended PMM product, properly mixed and applied?" (Note: Standard PMM is approx. 85-95 sq ft/gallon for the concentrate, or 70-82 sq ft/gallon for mixed material. PMM Ultra is approx. 70-82 sq ft/gallon).
 - Coverage Rate: _____ sq ft/gallon
- **Question 3.5:** "Are there minimum order quantities (MOQ) for any of these container sizes, particularly for delivery?"
 - MOQ Details: _____
- **Question 3.6:** "What is the current lead time for an order of 500-1200 gallons of PMM sealcoat?"
 - Lead Time: _____
- **Question 3.7:** "Does the PMM require any additives (e.g., sand, specific polymers not already included) for general parking lot applications? If so, are these available, and what are the mixing recommendations?" (Note: Standard PMM is formulated to be job-mixed with aggregate).
 - Required Additives: _____
 - Mixing Recommendations: _____

Section 4: Product Inquiry - Coal Tar Sealcoat

The inquiry also includes a requirement for coal tar sealcoat. Sealmaster offers different coal tar-based products, such as "SealMaster Polymer Modified Coal Tar Sealer (PMCTS)" and "SealMaster Coal Tar Concentrate Pavement Sealer". These products have distinct specifications, including solids content (PMCTS at 55-57% applied solids vs. Coal Tar Concentrate at 47% minimum non-volatiles before mixing) and compliance with different ASTM standards.

Questions for Coal Tar Sealcoat:

- **Question 4.1:** "Which coal tar sealcoat product do you recommend for general parking lot applications? Is it the Polymer Modified Coal Tar Sealer (PMCTS) or the Coal Tar Concentrate, or another variant?"
 - Recommended Coal Tar Product: _____
- **Question 4.2:** "What are the standard available container sizes for this coal tar product

(e.g., 5-gallon pails, 55-gallon drums, bulk tankers)?" (Note: Both PMCTS and Coal Tar Concentrate are listed as available in 5-gallon pails, 55-gallon drums, and 4,000-gallon bulk tankers).

- Available Container Sizes: _____
- **Question 4.3:** "What is the price per unit for each available container size?"
 - Price(s): _____
- **Question 4.4:** "What is the typical coverage rate per gallon for the recommended coal tar product, once properly mixed and applied?" (Note: PMCTS mixed material is approx. 70-82 sq ft/gallon. Coal Tar Concentrate mixed material is also approx. 70-82 sq ft/gallon, with the concentrate covering 100-120 sq ft/gallon).
 - Coverage Rate: _____ sq ft/gallon
- **Question 4.5:** "Are there minimum order quantities (MOQ) for these container sizes, especially for delivery?"
 - MOQ Details: _____
- **Question 4.6:** "What is the current lead time for an order of coal tar sealcoat (specify quantity based on discussion, e.g., 500-1200 gallons)?"
 - Lead Time: _____
- **Question 4.7:** "What are the mixing requirements for this coal tar sealer (e.g., water dilution, aggregate, additives)?" (Note: Both PMCTS and Coal Tar Concentrate are designed to be job-mixed with aggregate and water).
 - Mixing Requirements: _____

Table: Sealcoat Product Details (to be filled during call)

Feature	PMM Sealcoat (Specify Variant)	Coal Tar Sealcoat (Specify Variant)
Recommended Product		
Available Sizes		
Price per 5-gal Pail		
Price per 55-gal Drum		
Price per Bulk Tote		
Price per Bulk (Gallon)		
Coverage Rate (sq ft/gal)		
MOQ for Delivery		
Lead Time		
Mixing Requirements		

Section 5: Product Inquiry - CrackMaster Hot Pour Crackfiller

The request specifies "20 boxes of 30lb CrackMaster parking lot hot pour crackfiller, including pallet quantity." Sealmaster's website primarily details CrackMaster TRM and CrackMaster 5078 as available in 50 lb boxes (each containing two 25 lb cubes). It is crucial to determine if Sealmaster offers any CrackMaster hot pour product in 30lb boxes or if an alternative packaging size must be considered. While Sealmaster's direct documentation may not show 30lb boxes for these specific products, this size is available in the broader market from other suppliers , making the inquiry pertinent. Pallet quantities for crackfiller also vary by supplier and box weight , so this must be confirmed directly with Sealmaster.

Questions for CrackMaster Hot Pour Crackfiller:

- **Question 5.1:** "We are looking for a hot pour crackfiller suitable for parking lots. Which CrackMaster product (e.g., TRM, 5078, other) do you recommend?"
 - Recommended CrackMaster Product: _____
- **Question 5.2:** "Our requirement is for 30lb boxes. Is the recommended CrackMaster product available in 30lb boxes? If not, what are the standard box sizes available (e.g., 50lb boxes)?"
 - Available in 30lb boxes: Yes/No
 - If No, Standard Box Sizes: _____ lbs
- **Question 5.3:** "What is the price per box for the available size(s)?"
 - Price per 30lb box (if available): \$ _____
 - Price per alternative size box: \$ _____ (for _____ lbs)
- **Question 5.4:** "How many boxes of the specified size (30lb or alternative) come on a standard pallet?"
 - Boxes per Pallet (30lb, if available): _____
 - Boxes per Pallet (alternative size): _____
- **Question 5.5:** "What are the approximate dimensions and weight of a full pallet of this crackfiller?"
 - Pallet Dimensions (L x W x H): _____
 - Pallet Weight: _____ lbs
- **Question 5.6:** "Is there a minimum order quantity for crackfiller, either in boxes or pallets, for delivery?"
 - MOQ Details: _____
- **Question 5.7:** "What is the current lead time for an order of approximately 20 boxes (or equivalent in an alternative size)?"
 - Lead Time: _____

Table: Crackfiller Product Details (to be filled during call)

Feature	CrackMaster Hot Pour (Specify Variant)
Recommended Product	
Available Box Size(s)	
Price per Box (30lb)	
Price per Box (Alt. Size)	
Boxes per Pallet	
Pallet Dimensions	
Pallet Weight	
MOQ for Delivery	
Lead Time for 20 Boxes	

Section 6: Delivery Logistics & Quotation

This section focuses on understanding the delivery process from Sealmaster Madison, NC, to 337 Ayers Orchard Rd, Stuart VA 24171, and obtaining a formal quotation. As PMG SM NC LLC (Sealmaster Madison) is an active carrier with interstate private property operation classification, they may possess their own delivery fleet, which could influence delivery options, costs, and flexibility. Understanding the total landed cost, including all shipping and potential fees, is essential for accurate budgeting.

Delivery Address Recap: 337 Ayers Orchard Rd, Stuart VA 24171

Questions:

- **Question 6.1:** "Can you confirm delivery capabilities to Stuart, VA 24171? What are the delivery options available (e.g., Sealmaster's own fleet, third-party LTL freight carrier)?"
 - Delivery to Stuart, VA Confirmed: Yes/No
 - Delivery Method(s): _____
- **Question 6.2:** "Could you provide an estimated shipping cost for a potential total order (e.g., X gallons of PMM, Y gallons of Coal Tar, Z boxes/pallets of Crackfiller) to the Stuart, VA address?"
 - Estimated Shipping Cost: \$ _____
 - Basis of Shipping Cost (e.g., per pallet, total weight, mileage, flat fee): _____
- **Question 6.3:** "Are there any specific unloading requirements or assistance needed at the delivery site? For example, is a forklift required on-site, or can liftgate service be provided if needed? Are there additional charges for liftgate service?"
 - Unloading Requirements: _____
 - Forklift Required: Yes/No
 - Liftgate Service Available: Yes/No | Cost: \$ _____
- **Question 6.4:** "What is the typical delivery lead time to Stuart, VA, once an order is confirmed and all products are ready for shipment?"
 - Delivery Lead Time: _____
- **Question 6.5:** "How can we obtain a formal written quotation for all discussed items, including product costs and itemized shipping charges to the specified address?"
 - Process for Quotation: _____
 - Contact for Quotation (if different from call representative): _____
 - Information needed from our end for a formal quote: _____
- **Question 6.6:** "What are your standard payment terms for an order of this nature (e.g., Net 30, payment upfront)?"
 - Payment Terms: _____
- **Question 6.7:** "Are there any other potential fees associated with delivery, such as fuel surcharges or residential delivery fees, if applicable?"
 - Other Potential Fees: _____

Table: Order & Delivery Cost Summary (to be filled post-call, based on quotation)

Item Description (Specify Product & Size)	Quantity	Unit Price	Total Item Price
PMM Sealcoat:			
Coal Tar Sealcoat:			
CrackMaster Crackfiller:			
<i>Subtotal Products:</i>			\$ _____
Estimated Shipping Cost:			\$ _____
Liftgate Service (if applicable):			\$ _____

Item Description (Specify Product & Size)	Quantity	Unit Price	Total Item Price
Other Fees (specify):			\$ _____
Estimated Total Order Cost:			\$ _____

Section 7: Additional Notes & Follow-Up Actions

This section is for recording any other pertinent information discussed during the call and outlining the necessary next steps for both the inquirer and the Sealmaster representative. Clear documentation of action items and timelines is crucial for efficient procurement.

Fields for User to Fill:

- **Other Questions Asked/Information Provided by Sealmaster:**
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 -
 -
- **Technical Data Sheets (TDS) / Safety Data Sheets (SDS) / Literature Requested (and if/how to be sent):**
 - (e.g., PMM TDS, Coal Tar Concentrate SDS, CrackMaster TRM Spec Sheet)
 -
 - Method of Receipt (Email, Mail, Download Link): _____
- **Follow-Up Actions for User (Your Company):**
 - (e.g., Confirm final quantities, Provide PO, Arrange site access)
 -
 - By Whom: _____ | Due Date: _____
- **Follow-Up Actions for Sealmaster Representative:**
 - (e.g., Send formal quotation, Confirm stock for specific product, Email requested documents)
 -
 - By Whom: _____ | Due Date: _____
- **Next Contact Date/Time (if scheduled):** _____
- **Any Volume Discounts or Special Promotions Mentioned:**
 -
- **Validity Period for Quoted Prices:**
 -

This structured approach should ensure all critical information is gathered efficiently, enabling informed decision-making regarding the procurement of pavement maintenance materials from Sealmaster.

Works cited

1. Contact Us | SealMaster® Carolinas, <https://sealmastercarolinas.wordpress.com/about/> 2. Company Snapshot PMG SM NC LLC - SAFER Web, https://safer.fmcsa.dot.gov/query.asp?searchtype=ANY&query_type=queryCarrierSnapshot&query_param=USDOT&query_string=3452846 3. Polymer Modified MasterSeal (PMM) TDS - SealMaster, <https://sealmaster.net/polymer-modified-masterseal-pmm-tds/> 4. Polymer-Modified MasterSeal (PMM) Ultra Pavement Sealer ...,

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