

# DOUBLE YOUR PROFITS

double **YOUR PROFITS** with Qualatex®

issue: **9**

A knot is the best way to seal latex balloons — it's fast, doesn't cost anything, looks the best, and doesn't add any weight so you don't reduce the balloon's float time. The few extra seconds you can save by tying an efficient knot can multiply into extra minutes that can be spent on other tasks. And the more balloons you can tie, the more money you can make!

## Save Time (& Money) with Easy Ways to Tie Balloons and Attach Ribbon

### Basic Knot



- 1 Hold the neck of the inflated balloon between the tips of your left thumb and index finger. Pinch the neck roll with your right thumb and index finger and stretch out the neck.



- 2 Turn the inflated balloon away from you and down, twisting your left wrist as shown.



- 3 Lay the neck roll on the pad of your left thumb.

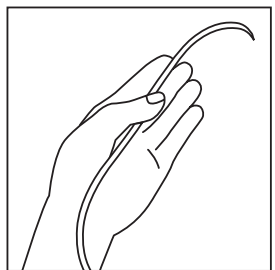


- 4 Poke the neck roll through the circle created by the balloon neck with your left index finger while you open up the circle with your right index finger.

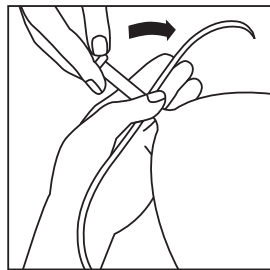
### Benefit

- Minimizes wear and tear on cuticles.

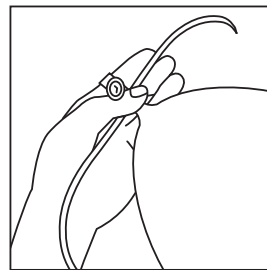
### Tying Ribbon & Balloon Together



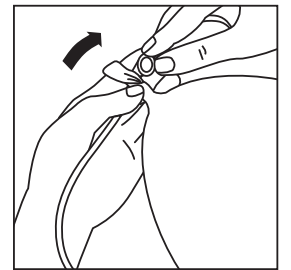
- 1 In your left hand, lay ribbon across your palm, allowing enough ribbon for a tail to extend from your fingertips.



- 2 Place neck of an inflated balloon across the ribbon (neck pointing up) and hold both securely with your left thumb.



- 3 With your right hand, stretch the neck around the index and middle fingers of your left hand, and then back around to the front.



- 4 Use your thumb and forefinger to tuck in the neck, making sure to grab the ribbon while making the knot. Remove fingers from the knot. Curl ribbon tail.

### Benefits

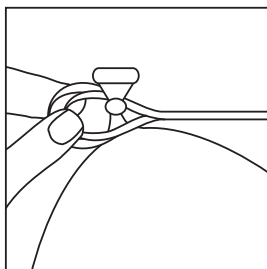
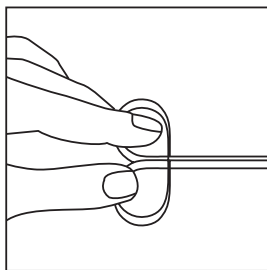
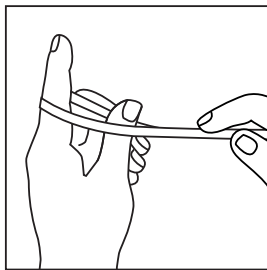
- Lets you tie the balloon and attach the ribbon in one fast, easy step.
- Allows you to adjust the balloon height by gently sliding the balloon up or down the ribbon.
- With experience, you'll be able to create a bouquet of 12 11" (28cm) latex balloons in less than five minutes!

### Tips

- Left-handed persons should use opposite hands.
- To save your fingers, tie close to your fingertips.
- DO NOT use this method for outdoor balloon work, as a wind may pull the balloon off of the ribbon.

## Double-loop Ribbon Knot

- 1 Form the ribbon into a loop about 3" (7.6cm) in diameter and hold base of loop in your right hand.
- 2 Place the thumb and forefinger of your left hand inside the loop, and pull the loop so that your thumb and forefinger are pointing up.
- 3 While holding the ribbon taut in your right hand, rotate your thumb and finger over the ribbon so they are pointing downward. You should now have one loop over your thumb and forefinger.
- 4 Pinch your left thumb and forefinger together.
- 5 Keeping your thumb and forefinger pinched, slide the ribbon toward your right hand with your right forefinger, catching the ribbon between your right thumb and forefinger. Both hands should be facing each other and pinching both loops between them.
- 6 Keeping the loops together, slip them over the neck of the balloon.
- 7 Remove your fingers from the loops, and pull the ribbon to tighten the loops around the neck of the balloon.
- 8 Curl ribbon tail.

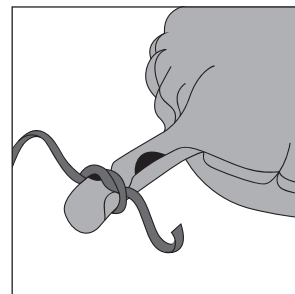


## General Tips

- To help your staff increase their balloon-tying speed, train them to visually pick out the next balloon before they finish tying the balloon in their hands. Their hands will automatically go to a specific balloon and handle it with much less fumbling if they focus on it. Especially for those who are proficient at balloon tying, more time is taken *between* balloons than in tying them.
- Pre-cut your Qualatex® BalloonRibbon™ in standard lengths of about 6' (1.8m), leaving room for foot-long ribbon tails. That way, when you're ready for ribbon, it's ready for you!
- When tying lots of knots, tape your finger with first-aid or sports tape to prevent splitting, blistering, and calluses.
- To reduce finger pain and increase tying speed, tie latex balloons as close to your finger tips as possible, not up at your knuckles.

## Tying Ribbon to Microfoil® Balloons

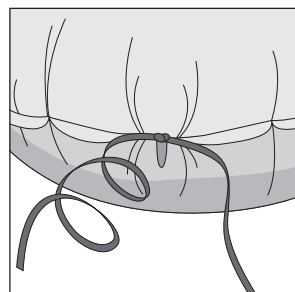
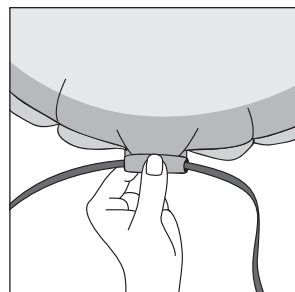
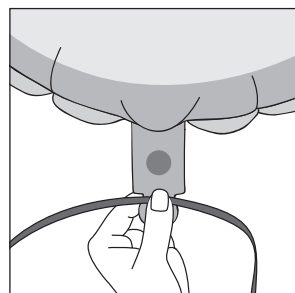
Microfoil balloons feature a notch on the tail below the self-sealing valve. Make sure to tie ribbon at the notch to avoid damaging the valve and causing a leak. This also allows for helium to be added if needed.



## Tying Ribbon to Microfoil Balloons While Concealing the Tails

This method enhances the shape of the balloon.

- 1 Lay ribbon across the tail of the balloon with about 10" (25cm) off to one side curling.
- 2 Roll the tail up with the ribbon inside as shown.
- 3 Pull the ribbon tight as you tie it in a knot so the tail makes a "U" shape as shown.



### Contact your Qualatex distributor:

Do you have a tip you'd like to share? Send your ideas to Pioneer® Balloon Company, c/o Double Your Profits Tips, 5000 E. 29th St. North, Wichita, KS, USA, 67220. You may also e-mail your ideas to [contactus@qualatex.com](mailto:contactus@qualatex.com).

Find more instructional materials in "Professional Resources" at [Qualatex.com](http://Qualatex.com), or call Pioneer Balloon Company at 1-800-803-5380 or 316-685-2266. For super ribbon ideas, visit [MasterBow.com](http://MasterBow.com).



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BALLOONS