



Cool Spray Training Seminar

Proper training is essential. Without training, it takes a long time to learn the process.
Remember, first impressions are the most lasting and *Word Gets Around!*

Who:

- New crews to be trained as well as experienced veterans trying to master their skills.
- Owners making equipment purchasing decisions. New: Special break-out session for owner's discussing marketing, pricing, and sales.

Seminar is fiber and machine 'neutral'. Instruction will be provided for wall spray process using 'any' supplier's fiber and most brands of machines.



When: Friday, April 5th, 2019.

One day of intense training:

- First half: classroom instruction
- Second half: hands-on spray training

Location: Cool Machines Factory
740 Fox Road, Van Wert, Ohio 45891

Speakers:

- Instructor: Ivan Sandau, widely accepted as one of the 'early' pioneers and innovators of the wall spray process.
- Instructor: Ken Adams, the 'Godfather' of dense packing! 37 years experience and 24,000 homes dense packed over his career.
- Speaker: Dave Krendl, Cool Machines (President). 32 years design & innovation of wall spray systems.

Fee: \$500 per company (max attendees from each company is 4) or \$250 for single registrant.

Continental breakfast and lunch provided.

Registration: First come basis. Maximum of twelve (12) companies (each day), to allow adequate spraying time for participants in our training facility.

For information call: Dave Krendl: Ph# 419-232-4871 or email: dave@coolmachines.com

Ivan Sandau: Ph# 540-273-1246 or email: ivan.coolmachines@live.com

Factory training offered every 3 months -or- schedule on-site training for your crew!



Cutting Edge Cool!

This is an interactive, hands-on event. You'll be engaged in an active role. You'll learn from experts and other experienced contractors while participating in discussions and training. There will be a detailed course manual and handouts given to each participant.

Classroom: (We start early!)

7:00 a.m. to 7:30 a.m. (Meet & Greet: refreshments and Continental breakfast provided)

7:30 a.m. (General Session #1 / All Participants)

- Welcome, Introductions, & Housekeeping / Itinerary overview for the day (classroom)
- Attendee profiles and expectations for the day. We want to meet your specific needs!

8:15 a.m.

- Plant tour/Equipment Overview & Information related to classroom instruction. (training lab)

9:00 a.m. (Session #1 Classroom)

- Brief building science overview relating to wall spray.
- Conduction, Convection, Radiation.
- Air & Moisture migration, Fungus, Toxicity.
- What is Wall Spray and 'Stabilized' fiber application?
- Fiber compatibility and composition offering best fiber choices for success.
- Basic Wall Spray Equipment recommendations.
- Questions and Answers.

10:30 a.m. (Break)

10:45 a.m. (Session #2 Classroom)

- Detailed equipment information
- Integration and use of contractors current machines
- Small single machine application
- Large 'plural' dual hopper systems
- Machine & pump pressure adjustments and settings
- Monitoring and controlling moisture
- Solutions when fiber is not sticking to the wall
- Solutions to eliminate 'sags' in cavities

12:00 p.m. Lunch (provided on-site)

12:30 p.m. Meet in Classroom

- Questions and Answers

1:00 p.m. (Session #3 Training Facility)

- (3) Basic spray techniques: speed, distance, angles.
- Special structures: sound walls, box sills, bathrooms
- Use of netting and stapling technique
- Pre-cleaning job-site, air-sealing caulk, and prepping job
- Post-clean up at end of job, trimming for drywall

- Hands-on demonstration of the teaching points explained above.
- Spray technique for sound walls, outlet boxes, plumbing walls and 10 ft. walls.
- All participants will have ample time to perform each function of the total wall spray experience. Each participant will be expected to actively participate in prepping area, making machine adjustment decisions, apply spray techniques, wall scrubbing, and loading machine with dry and recycle

2:15 p.m. (Session #3.5) Owner's "Break-out" Session w/ Dave Krendl and Ken Adams. (Marketing and Sales Pricing) **Note: crew leaders and non-sales personnel to remain in training facility for advanced hands-on training with Ivan Sandau)**

3:00 p.m. (Session #4) All Participants to meet in Classroom

- **Commercial Spray: Dave Krendl**
- **Dense Packing: Ken Adams**
- **Questions & Answers (All Topics)**

5:00 p.m. (Approx. session end time)

- Our trainers and staff are prepared stay as long as need at end of day to be sure you take advantage of this experience.



Questions? Call us at 419-232-4871

Our Instructors:

Who's Ivan Sandau?

Ivan Sandau is widely regarded as one of the 'original pioneers' of the wall spray industry. With 44 years of accumulated experience; Ivan has worked as a contractor for 18 years and as a consultant and trainer for 26 years with many different cellulose insulation manufacturers. **As a contractor;** Ivan started his own insulation business in 1973 (Colorado). He picked-up on some of the crude wall spray equipment of the time and proceeded to develop many new innovative devices such as the **first** 2-jet wall nozzle (with some improvements), we continue to use today.



Unhappy with the primitive method of removing excess fiber from the wall with a 'corn broom', Ivan designed the **first** wall scrubber. In the last 26 years, Ivan has assisted with the development of the two hopper (plural) spray machines used by many high production contractors around the country. **As an owner/operator** of his wall spray business: Ivan has accumulated many experiences and techniques to run a successful wall spray business. **As a trainer;** Ivan has trained hundreds of contractors and written many versions of wall spray training manuals. His unique perspective as both an owner/operator and trainer, has prepared him for the many ideas and time saving techniques that he can pass on to you for operating a 'profitable' wall spray business. Don't miss this opportunity to learn from the "Master".



Who's Ken Adams?

Ken Adams is regarded as one of the foremost authorities on cellulose products, cellulose equipment delivery systems, and re-insulation methods and techniques for existing homes. Ken went into the re-insulation business in 1980, specializing in blowing a variety of fiber insulation products until 1986, when he began to blow cellulose insulation exclusively. From 1986 until selling the company in 2009, Ken and his team successfully bid and worked for the six major utility companies in NJ, culminating in the re-insulation of over 24,000 homes.

During his 38 years in the industry, Ken has presented for the regional and national "Affordable Comfort" conferences as well as presenting for the State of New Jersey Weatherization Programs, and at a variety of other conferences. Ken currently travels throughout the United States consulting with business owners and training crews in optimum insulation techniques, equipment maintenance, and provides tips for successful bidding and business operation. Ken has trained in 22 states in the US and has traveled to Canada to instruct installers. He specializes in open attic blown stabilized cellulose, dense-packing of cellulose, and strategic dense-pack cellulose techniques. Ken has, most recently, developed an informative training session for "Dr. Energy Saver" and "Attic Systems" dealers nationwide for their sales force. Ken has the unique ability to communicate in a concise, easy to understand manner, and can condense a typical learning curve of weeks into a few hours. Ken Adams has been nick-named the "God-Father of Cellulose," by Dr. Energy Saver of Connecticut, and was referred to as the "Retro-fit Guru," for most of his career - much to his amusement.



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Lodging & Registration

Local Hotels

Guest Keeper Inn

875 N. Washington St., Van Wert, OH 45891
Ph# (419) 238-3700

Comfort Inn

840 N. Washington St., Van Wert, OH 45891
Ph# (419) 232-6040 Cool Rate = \$79.00 + tax.

Holiday Inn Express & Suites Van Wert

860 N. Washington St. Intersection of Us 30 & Us 127 Van Wert, Ohio 45891
Ph# (419) 238-2600

Wall Spray



Dense Pack



Commercial Spray



Registration Form

Submit registration form with payment to Becky Schulte (becky@coolmachines.com) or fax: # 419-238-0613

Credit card or check Payable to: Cool Machines Inc.

Advanced payment required to confirm reservation

Company Name: _____ Address: _____

Contacts: Ph# _____ E-mail: _____ Fax# _____

Number of attendees: _____

Questions? Phone: Dave Krendl: Ph# 419-232-4871 Ivan Sandau: Ph# 540-273-1246



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