



Wall Spray Training Seminar

Proper training is essential. With customers, first impressions are the most lasting and *Word Gets Around!* Eliminate costly mistakes and operate efficiently!

Who:

- New crews to be trained as well as experienced veterans updating their knowledge & 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, November 4th, 2022.

One day of intense training: starts at 7:30 a.m.

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

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

Speakers:

- Instructor: Dave Krendl, Cool Machines (President). 40 years design & innovation of wall spray systems
- Instructor: Andy Schulte, Cool Machines (Vice-President). 30 years design & innovation of wall spray systems
- Instructor: Ken Adams, 'The Godfather' of dense packing. 40 years design & innovation of dense packing techniques.
- Speaker: Barry Pendley, Cool Machines Salesman Extraordinaire. 40+ years of insulation industry experience. Web/Online Marketing and Field Training.

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 forty (40) participants, 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



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!

8:00 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?
- What is Commercial Spray?
- Fiber compatibility and composition offering best fiber choices for success.
- Basic Wall Spray Equipment recommendations.
- Basic Commercial Spray equipment
- 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 Barry Pendley.

(Marketing, Sales, and Pricing)

Note: crew leaders and non-sales personnel to remain in training facility for advanced hands-on training)

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

- Dense Packing – Ken Adams
- Dense Pack Hands-on Training in Training Lab
- Questions & Answers

4:30 p.m. (Session #5 Classroom) Basic Maintenance and Troubleshooting Tasks

- 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 Dave Krendl?

Background: BA, Industrial Technology (Ohio Northern University),
MA, Industrial Technology (Ohio State University)

A true **'visionary'** in the design and development of fiber machines for nearly a half century.

President and Co-Owner of Cool Machines: Dave's 40+ years' experience and success in the insulation machine business comes from his personal relationships with his customers, and professional staff.

Dave has a hands-on approach in daily interactions with customers, jobsite visits, and surrounds himself with 'gifted' talent at Cool Machines. His ability to listen and act on what the customers ask for has been the secret to Cool Machines success.

Open and often communication with our customers, ultimately drives the design of products we create and our relentless service we provide to you.

Our goal is not to be the biggest machine manufacturer... but the **"best"** in the industry.

Having been an insulation contractor, high school Industrial Technology teacher and a coach, has prepared Dave to be your 'Headliner' as the instructor for this seminar.



Who's Andy Schulte?

Background: (B.A. Mechanical Design, Bowling Green State University.)

Vice- President and Co-Owner of Cool Machines: Andy, with over 30 years' experience in the insulation machine world, provides a vast amount of expertise to the design and support of Cool Machines' products.

As Operations Manager, Andy's experience and organizational efficiency translates into a smooth running, well-oiled manufacturing operation at Cool Machines.

Andy's specialized skills in electrical design and diagnostics, and his level-headed approach to troubleshooting, delivers effective and efficient solutions to any challenge. The results of which is less down time for our customers.

His hands-on relationship with customers, jobsite service, and training experience, make him uniquely qualified for the hands-on portion of our training lab instruction you will receive in this seminar.



Who's Ken Adams?

Ken Adams, with over 40 years in the insulation field, 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.



Who's Barry Pendley?

Barry Pendley has over 40 years in the insulation world as a contractor, on-site trainer, and machine service expert for Cool Machines. Barry's unique experience as a Web designer, SEO specialist, and video production enthusiast, has established Barry's reputation as one of the foremost marketing and training gurus in our insulation market. At our seminar, Barry will offer insight and marketing information in support of **all our Cool Machine Dealers**, to help grow your knowledge base and your business



Cutting Edge Cool!

Lodging & Registration

Local Hotels

Holiday Inn Express & Suites Van Wert
860 N. Washington St.
Van Wert, Ohio 45891
Intersection of US 30 & US 127
Ph# (419) 238-2600

Comfort Inn
840 N. Washington St., Van Wert, OH 45891
Ph# (419) 232-6040

Wall Spray



Commercial Spray



Dense Pack



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 or Andy Schulte: Ph# 419-232-4871



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