



Cool Machines



Wall Spray Training Seminar

Co-sponsored by:



See and experience the newest in Wall Spray Machine Technology!



Who:

- Wall Spray and Dense Pack Contractors.
- Owner's making equipment decisions and installers updating their skills.



When: Thursday & Friday, April 10th & 11th, 2025

Two days of intense training: starts at 8:00 a.m.

- Classroom instruction
- Hands-on wall spray and dense-pack training

Location: Cool Machines Factory

740 Fox Road, Van Wert, Ohio 45891

Speakers:

- **Instructor:** Dave Krendl, Cool Machines – Chief Executive Officer (CEO) 40+ years design & innovation of wall spray systems
- **Instructor:** Andy Schulte, Cool Machines - Chief Operations Officer (COO) 30+ years design & innovation of wall spray systems
- **Instructor:** John DiAngelo, 50+ years in the insulation field. Former insulation contractor. Greenfiber® service technician.
- **Speaker:** Rob Walker, 40+ years in the construction & insulation field. Former insulation contractor. Greenfiber® sales consultant, field technician.
- **Speaker:** Joseph Wolf, 35+ years in the insulation field. Insulation contractor. Weatherization Instructor. Revolutionizing the insulation industry using AI.
- **Speaker:** Barry Pendley, Cool Machines Dealer. 40+ years of insulation industry experience. Web/Online Marketing and Field Training.

Fee: \$250 per person or \$500 per group (up to four)

(Current Cool Machines & Greenfiber customers: No Charge)

Continental breakfast and lunch provided compliments of Greenfiber®.

Registration: First come basis. Maximum of forty (40) participants, to allow adequate spraying time for participants in our training facility.

For information call: Rob Walker: Cell# 810-423-0923 or email: rob.walker@greenfiber.com

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



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.

Thursday, April 10th

Classroom: (We start early!)

8:00 a.m. to 8:30 a.m. (Meet & Greet: refreshments and Continental breakfast provided)

8:00 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. Plant Tour (New Products Display)

- Questions and Answers
- Meet in Classroom After

1:00 p.m. (Split Session A - Training Facility)

½ Group for adequate hands-on experience for all participants

- (3) Basic spray techniques: speed, distance, angles.
- Special structures: sound walls, box sills, bathrooms
- Use of netting and stapling technique
- 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

1:00 p.m. (Split Session B - Classroom) Dave Krendl, Rob Walker, Barry Pendley, and Joseph Wolf.

- Pre-cleaning job-site, air-sealing caulk, and prepping job
- Post-clean up at end of job, trimming for drywall
- Marketing, Sales, and Pricing

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

Friday, April 11th

8:00 a.m. (Session #4) All Participants to meet in Classroom w/ John DiAngelo

- Pre-cleaning job-site, air-sealing caulk, and prepping job
- Post-clean up at end of job, trimming for dry-wall
- Marketing, Sales, and Pricing
- Questions & Answers

(NOTE: Crew leaders and non-sales personnel to remain in training facility for advanced hands-on training.)

10:30 a.m. (Break)

10:45 a.m. Dense Pack Hands-on Training in Lab w/ John DiAngelo

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

12:30 p.m. (Session #5 Classroom) Basic Maintenance and Troubleshooting Tasks

- Questions & Answers (All Topics)

2:00 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:

Dave Krendl, Chief Executive Officer (CEO) 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.



Andy Schulte, Chief Operations Officer (COO) 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.



John DiAngelo has been in the insulation industry for most of his life, having started out working for the family business, Pacific Coast Insulation (PCI), in the Bay Area at the age of 8 years old. Having grown through the business, he became the VP of PCI, with duties including both sales and operations, at 20 years old. After selling the company in 1995, he went to work for a distributor in Portland, OR specializing in the insulation industry. From there he transitioned to GreenStone, a cellulose manufacturer and worked for them for 2 ½ years, then moving onto US Fiber, a different cellulose manufacturer. 2 ½ years later the two merged creating US Greenfiber, and he worked there for a total of 21 years. After Greenfiber was sold, he went to work for Lapolla, a polyurethane foam manufacturer. From there he started Home Performance Services, LLC, as a general contractor performing service and warranty work for the manufactured housing industry. He's now been with Greenfiber for 2 years as a service technician.



Rob Walker grew up helping his father in the home building & construction business. When assisting a friend for a few weeks in his construction company, he was trained how to insulate attics and dense-pack side walls. Weeks turned into months of daily insulation projects, and by July of 1992, Rob was doing **Wall Spraying** on a regular basis. Rob quickly turned this **construction** company into an **insulation** company in Oakland County MI. Over a 20-year period, Rob's legacy was in transforming this construction company into a very reputable, sought out, and successful insulation company. Looking for greater opportunities and challenges in the cellulose insulation field, Rob came to **Greenfiber Insulation** in August of 2012 as a sales and customer service technician. He has helped his customers for over 11 years to grow their insulation businesses. With all this experience, Rob says: "I know first-hand the value of high production, low maintenance machinery for an insulation contractor." For this seminar, Rob offers his experiences and training advice on the best practices for "Wall Spray" cellulose with an emphasis on helping the contractor achieve optimal profit margins.



Joseph Wolf, owner of Airlock Insulation, is a nationally recognized thought leader and industry innovator with 37 years of experience in cellulose spray insulation. He began his career in 1988, learning from his father, Anthony Wolf, a pioneer in air infiltration prevention in Northeast Ohio. Under his leadership, Airlock Insulation has completed between 5,000 and 6,000 projects, setting new standards for quality and customer satisfaction. Respected by his peers in the insulation industry, Joseph teaches on stage at the Home and Garden Show and leads home weatherization classes in Cleveland, sharing his expertise in energy efficiency and sustainable building practices. **He is also a software developer, leveraging cutting-edge AI strategies to revolutionize the insulation industry and drive its future.**



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.



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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



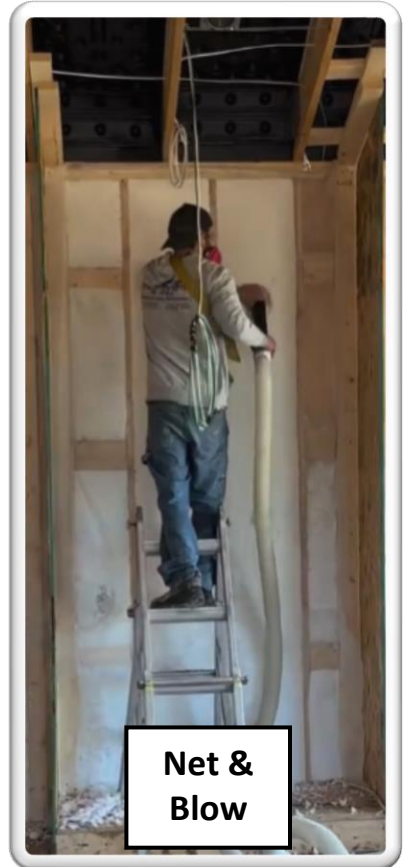
**Wall
Spray**



**Commercial
Spray**



**Dense
Pack**



**Net &
Blow**

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: Rob Walker: 573-874-5701
Dave Krendl: 419-232-4871



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