

ATSCO PRODUCTS

445 NORTH PEARL ST ALBANY NY 12204

PHONE 518-465-8894 FAX 518-465-8908

2012 SEMINAR SCHEDULE

RESTORATION BOOT CAMP FEB 3, 2012

Learn about using Direct Heat Drying to dry dramatically faster. TES stands for Thermal Energy System and represents a practical way to implement a new understanding of the Science of Drying that will allow restorers to dry wet structures at least twice as fast as ever before! Flir and Extech will also be in attendance. See the newest Camera's on the market today. The E Series and The I series, Flir's latest and Greatest New Cameras are the fastest way to capture, analyze, and share thermal images. Learn about Benefect the first and only botanical disinfectant. It is suitable for use around children, pets and the chemically sensitive. The patented technology is a broad spectrum hospital disinfectant made from plants. NanoScale will present OdorKlenz-Air a safe, non-invasive solution for Odor Restoration. This course is Sponsored by TES, Flir, Extech, Benefect and NanoScale.

Course Cost - \$50.00 Each person will receive a \$50.00 In Store Credit.

Many giveaways from the sponsors. **1 CEC** 8:30AM-3PM

Instructor: John Otero

WRT MARCH 20-22, 2012 AND SEPT 25-27, 2012

WATER DAMAGE RESTORATION TECHNICIAN

The essential introduction to water damage restoration. Learn the basics of the industry, psychrometry, equipment and forms. It's ideal for technicians and those new to the industry. An IICRC exam is available upon completion.

2 CEC \$399 TUESDAY-THURSDAY Instructor: David Oakes

(Test fee for this course is \$50.00 payable to IICRC at the time of the test.)

ADVANCED DRYING 301 MARCH 23, 2012 AND SEPT 28, 2012

Advanced theory and application. This course will take the seasoned restoration professional to the next level, with the most recent industry technology, practices and science. Lessons are reinforced by actual job scenarios. This is a valuable course for those already certified in WRT and brings together technicians, Restoration Business Owners and insurance industry professionals for discussion and to exchange ideas and practices.

1 CEC \$169 FRIDAY Instructor: David Oakes

AMRT APRIL 30 - MAY 3, 2012

APPLIED MOLD REMEDIATION TECHNICIAN

Course covers mold and sewage remediation techniques for individuals engaged in property management, property restoration, IEQ investigations or other related professions. Emphasis will be placed on teaching mold and sewage remediation techniques to individuals who will perform these procedures in the field. Course graduates will be adequately equipped to perform remediation services, while protecting the health and safety of workers and occupants.

WRT Certification is pre-requisite for this course.

\$995.00 Mon-Thurs Instructor: Rachel Adams Test Fee \$150.00

CCT MAY 10-11, 2012

CCT-CARPET CLEANING TECHNICIAN

This 2 Day IICRC Certification Course teaches the fundamentals of carpet cleaning. Topics include fiber types and characteristics, fiber identification, carpet construction and styles, dyeing at the mill, soil characteristics and the chemistry of cleaning. This course will also introduce the technician to the 5 methods commonly used in carpet cleaning.

1CEC \$259 THURS-FRI Instructor: Jeff Cross

(Test fee for this course is \$50.00 payable to IICRC at the time of the test.)

TOTALLY BOOKED UNIVERSITY MAY 12, 2012 SATURDAY CLASS

Residential and Commercial Marketing Techniques Specifically for the carpet cleaning, disaster restoration and contract cleaning industries. LEARN HOW TO: Get top position with Google, and make the search engines find *your company* first (without paying)! Utilize the Internet to your marketing advantage. Write press releases to promote your company. Build your newsletter and referral program. Master the art of "cold calling" for new customers. Build the best website that attracts customers. Analyze pricing strategies to earn top dollar. Write ad copy that brings in the best customers and much, much more.

1 CEC \$249 \$149 ADD'L PERSON SAT MAY 12, 2012

INSTRUCTOR: JEFF CROSS, EDITOR CLEANFAX MAGAZINE