

The PRESSURE WASHING SEMINAR 2013

March 13-16, Albany, New York

EClean Magazine is proud to be a sponsor for one of the industry's most popular and talked about events, the Pressure Washing Seminar, March 13 through 16 in Albany, New York.

This will be the third such seminar put on by Matt Johnson and Jack Kramer of Contractor Education Services, which has been hosting roundtables and other educational venues since 2006. This year's theme is "Learn to Earn, the Dollars and Sense," and will include a power-packed program for both new and established pressure washing businesses.

The Pre-Seminars

If you are relatively new to the industry, you will not want to miss the two-day pre-seminar, a comprehensive power washing and wood restoration course that combines in-class and on-the-job training. The course will include information on chemicals and detergent use and application, equipment, bidding, marketing, as well as house washing, roof cleaning, wood restoration and commercial cleaning.

"From newbies, to novice contract cleaners, to the veteran contractor with many years' experience – all come away from the class with an increased knowledge that is applicable to increase profits, increase speed and ensure success in this industry," said Kramer.

Mike Morin
of Maine Power



Wash Pros said he had never even touched a pressure washer before attending last year's pre-seminar, but afterward gained the knowledge needed to go out and have a "very successful" first year. "Matt and Jack's help did not stop after the seminar was over," Morin stressed. "I have called them on several occasions with questions and they have always been happy to help us." When asked if he will be attending this year's event, Morin responded, "Definitely!"

On Thursday, pre-seminar attendees have a choice between two courses.

The first, due to requests by past attendees, is a pre-seminar focusing exclusively on wood restoration. This course will provide education on how to add wood restoration services, teaching participants the correct methods to ensure a quality product and maximum profits. This course will examine the various types of wood, detergents needed for stripping and brightening wood, the restoration process from start to finish, as well as how to profitably bid wood projects.

"This is the wood restoration class that will make you money. It is the perfect class to learn not only the art of wood restoration,



but the science behind the detergents and the process that provides excellent results and maximum profit. The second Thursday option is a brand-new class for the Contractor Education Services venue. The Maintenance, Troubleshooting and Repair Class, led by Sam Jackson, Hydro Tek's Senior Service Technical Advisor and Educator, will teach contractors how to keep their equipment up and running. The course will cover electrical issues, burner maintenance and repair, troubleshooting and general service.

"This is the class that saves you money and makes you money," said Johnson. "Come learn to troubleshoot and repair your equipment, saving you costly repairs. Minimal downtime means more work done, which means more money in your pocket."

The Main Event

The Pressure Washing Seminar officially kicks off Thursday night with a welcoming reception. "Kick back in the pool courtyard after your trek to Albany and enjoy a cold one on tap with hot appetizers, dips and snacks," said Johnson. "It will be a great start to networking for your 2013 Seminar." It will also be a time for participants to connect with the event's vendors and sponsors. (Be sure to stop by the eClean booth to say hello!)

The Seminar begins on Friday, with a full

morning filled with top-notch, state-of-the-art presentations. These will include:

General Session: Disaster Response and The Aftermath of Super Storm Sandy, led by Matt Johnson and Tom DeFranesco

"Dominating Your Residential Market," by Thad Eckhoff, Pressure Washing Resource Association (PWRA)

"Upselling Exterior Window Cleaning Using a Water Fed Pole," by Steve Blythe, J. Racenstein Company

Following a barbecue lunch, the afternoon will feature outdoor demonstrations by several participating vendors.

Then Friday evening, it's the pressure washer power hour, an informal, old fashion round table where participants can "ask questions and get them answered," said Kramer.

Additionally, for those who want to venture out, the hotel area is surrounded by a number of "great restaurants," according to Johnson, and the hotel offers a complimentary shuttle to and from dinner locations so participants don't have to drive.

Education continues bright and early Saturday morning, following a continental breakfast, with a general session by a certified Quickbooks trainer. The rest of the morning will be separated into different tracks, with potential topics including roof washing, specialty wood restoration, informatics, decorative & protective coatings, house washing, water reclamation and recovery, website SEO, and what BMPs mean to you.

"You will be able to select classes to attend, and we will be repeating some of the sessions to make sure you get to many of the topics that interest you," explained Johnson.

The Seminar will close out Saturday afternoon with a feast, complete with a wide variety of food and desserts. "No one will leave hungry!" added Johnson.

Following lunch will be the drawings and giveaways, and participants must be present to win. The grand prize – a Trailer / Truck Bed Mounted Self-Contained Filtration, courtesy of Hydro Tek.

To learn more about the event or to register, visit The Pressure Washing Seminar site at www.PWSeminar.com.

Grand Prize Giveaway

The Hydro Tek RZV vacuum recovery and filtration system provides 7 stages of filtration with up to 12gpm continuous five micron processing of wastewater where soaps and other chemicals are not used.

The system is the choice of professional cleaners to protect the environment, conserve water, and comply with EPA storm drain requirements. (For use with cold water or hot water up to 200°F)



Information Taken from Hydrotek's Website

PRESSURE WASHER SPECIAL

\$5,995

save over **\$3,595**

Tanks A Lot Promotion

Gas Powered, Diesel Heated
3000psi, 4.8gpm

Adjustable temperature up to 250°F
479cc Vanguard twin cylinder engine
Belt drive pump

Includes:

- 200 gallon tank skid
- Rustproof stainless inlet AND high pressure hose reels, plus 100' inlet hose

*Hydro Tek mobile wash skid
model# SS30005VS / T185TW*



Conveniently slides in (and out of) a full size truckbed and most flatbed or enclosed trailers. Skid, water tank and hose reels are plumbed and securely mounted to a steel powder coated tank skid. Saves time and hassle, just tighten bolts and go.

Or FREE Wheel Kit
with purchase of the **SS30005VS** alone



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