

INTELblast open seminar

Open for all INTELblast partners and invited customers.

20th June 2013
Holstebro, Denmark

Welcome

By Ken Jensen

The INTELblast concept

What do we offer

What are the benefits of being a partner

-Training, know-how & support

-What is in the program for 2013



Opportunities with Lava/Granite blasting

A successful blasting business relies on multiple solutions. Dry Ice Technology have over the last 2-3 years moved from a 100% dry ice blasting company to a concept with a wide range of applications like lava and granite blasting, which today accounts for close to 50% of their business

By Steen Olsen



Drive in blast center

Opening early 2013, Dry Ice Technology will be offering both private and professionals to “drive in” to a blasting center. Transport and set-up cost amounts to a large part of the total price for cleaning parts, cars, furniture and equipment. The “discounted” prices are eye-openers for potential new customers and to offer better service cost to existing clients.

By Bjoern Soenstaboe



Reversed graffiti

Creating company logos on pedestrian zone pavements. Municipality is accepting, we are executing and “logo company” is paying. First campaign will take place the commencing 10.06.13 in the famous town of Sitges.

By Luke Murphy





Micro architectural blasting

Publicity / Logo/ info on stainless steel using glass beads.
Case study from recent project in Barcelona

By Luke Murphy



Duct work cleaning technologies

Dick Snoek has 20 years of experience in selling ductwork cleaning technologies. He will be presenting the latest on what is good and what can be done. Including a practical demonstration of equipment.

By Dick Snoek



What does INTELblast offer as ductwork cleaning training

INTELblast instructor Lennart Christensen also has more than 20 years' experience in setting up ductwork cleaning companies and running a successful cleaning company. He is also co-writer of the EVHA standard and guide that set the outline for the European Norm on cleaning ductwork.

Lennart Christensen will present a summary of the opportunities in ductwork cleaning and how INTELblast can train and support INTELblast partners.

By Lennart Christensen



How to sell ductwork cleaning services with a reference to the new European standard

Is the standard a recommendation or will building owners have to clean and inspect?

A presentation of the top key points that can support sales with a look at trigger levels (both visual and by vacuum testing) and indicated intervals

by Lennart Christensen & Ken Jensen



Restoration of acoustic ceilings (part of the ductwork cleaning project)

The customers desire is not only to get a clean ductwork, but also to have a clean environment for retail stores, restaurants, public areas schools, offices and etc. That includes also clean and bright ceilings. ProCoustic is the professional choice to keep the existing, worn looking acoustic ceiling in place and restore it to a "look like new" ceiling.

Presentation and demonstration

By Uwe Eickemeier



Graffiti Battle

4 companies will be showing their best skills in removing 1 m² graffiti using various chemicals, hot water and other magic. The result will be evaluated based on result, time, cost and environmental impact.

Contestants will be judged by the participants and the winner receives "The battle trophy 2013"



Presentation of the Coolfriend blaster

Gerd Jäger will be presenting and demonstrating this new blaster. Besides being small and using very little air it also has the advantage of having a built-in mechanical crusher that can transform standard 3 mm dry ice pellets into any sized pellet from 1 to 3 mm.

By Gerd Jäger



Eliminating chlorides from fire damaged components

It is well known that dry ice has exceptional benefits in fire restoration. Research and tests are now also confirming that dry ice can remove dangerous chlorides, that otherwise would cause corrosion on metal parts. Dry Ice Technology will present test results and experiences from this industry.

By Bjoern Soenstaboe

New Sodablaster from Ferroctalic

Sodablasting is one of the technologies that goes in line with dry ice. Environmental friendly and offering a faster cleaning than dry ice on surfaces/environments that accept small amounts of secondary waste.

A newly released small and lightweight sodablaster at an affordable price will be presented and demonstrated by INTELblast partner Jernej Crtalic.

By Jernej Crtalic





Top 5 industries using sodablasting

Jernej Crtalic will be presenting the best 5 industries that in his view are ideal for using soda and that from his own experience, not only are profitable but also second to none in quality.

By Jernej Crtalic



Cleaning of heat exchangers

Cleaning of heat exchangers using dry ice has always been considered difficult. Experiences and successes using special designed nozzles will be presented by INTELblast partners

By Jernej Crtalic

INTELblast project calculation program

Dry Ice Project Calculation		INTELblast	
Customer Name	Project Number	Operator	
Project Name		Start	End
Material	Quantity	Unit Price	Total Price
Material 1	100 kg	1.50	150.00
Material 2	50 kg	3.00	150.00
Material 3	20 kg	7.50	150.00
Material 4	10 kg	15.00	150.00
Material 5	5 kg	30.00	150.00
Material 6	2 kg	75.00	150.00
Material 7	1 kg	150.00	150.00
Material 8	0.5 kg	300.00	150.00
Material 9	0.2 kg	750.00	150.00
Material 10	0.1 kg	1500.00	150.00
Material 11	0.05 kg	3000.00	150.00
Material 12	0.02 kg	7500.00	150.00
Material 13	0.01 kg	15000.00	150.00
Material 14	0.005 kg	30000.00	150.00
Material 15	0.002 kg	75000.00	150.00
Material 16	0.001 kg	150000.00	150.00
Material 17	0.0005 kg	300000.00	150.00
Material 18	0.0002 kg	750000.00	150.00
Material 19	0.0001 kg	1500000.00	150.00
Material 20	0.00005 kg	3000000.00	150.00
Material 21	0.00002 kg	7500000.00	150.00
Material 22	0.00001 kg	15000000.00	150.00
Material 23	0.000005 kg	30000000.00	150.00
Material 24	0.000002 kg	75000000.00	150.00
Material 25	0.000001 kg	150000000.00	150.00
Material 26	0.0000005 kg	300000000.00	150.00
Material 27	0.0000002 kg	750000000.00	150.00
Material 28	0.0000001 kg	1500000000.00	150.00
Material 29	0.00000005 kg	3000000000.00	150.00
Material 30	0.00000002 kg	7500000000.00	150.00
Material 31	0.00000001 kg	15000000000.00	150.00
Material 32	0.000000005 kg	30000000000.00	150.00
Material 33	0.000000002 kg	75000000000.00	150.00
Material 34	0.000000001 kg	150000000000.00	150.00
Material 35	0.0000000005 kg	300000000000.00	150.00
Material 36	0.0000000002 kg	750000000000.00	150.00
Material 37	0.0000000001 kg	1500000000000.00	150.00
Material 38	0.00000000005 kg	3000000000000.00	150.00
Material 39	0.00000000002 kg	7500000000000.00	150.00
Material 40	0.00000000001 kg	15000000000000.00	150.00
Material 41	0.000000000005 kg	30000000000000.00	150.00
Material 42	0.000000000002 kg	75000000000000.00	150.00
Material 43	0.000000000001 kg	150000000000000.00	150.00
Material 44	0.0000000000005 kg	300000000000000.00	150.00
Material 45	0.0000000000002 kg	750000000000000.00	150.00
Material 46	0.0000000000001 kg	1500000000000000.00	150.00
Material 47	0.00000000000005 kg	3000000000000000.00	150.00
Material 48	0.00000000000002 kg	7500000000000000.00	150.00
Material 49	0.00000000000001 kg	15000000000000000.00	150.00
Material 50	0.000000000000005 kg	30000000000000000.00	150.00
Material 51	0.000000000000002 kg	75000000000000000.00	150.00
Material 52	0.000000000000001 kg	150000000000000000.00	150.00
Material 53	0.0000000000000005 kg	300000000000000000.00	150.00
Material 54	0.0000000000000002 kg	750000000000000000.00	150.00
Material 55	0.0000000000000001 kg	1500000000000000000.00	150.00
Material 56	0.00000000000000005 kg	3000000000000000000.00	150.00
Material 57	0.00000000000000002 kg	7500000000000000000.00	150.00
Material 58	0.00000000000000001 kg	15000000000000000000.00	150.00
Material 59	0.000000000000000005 kg	30000000000000000000.00	150.00
Material 60	0.000000000000000002 kg	75000000000000000000.00	150.00
Material 61	0.000000000000000001 kg	150000000000000000000.00	150.00
Material 62	0.0000000000000000005 kg	300000000000000000000.00	150.00
Material 63	0.0000000000000000002 kg	750000000000000000000.00	150.00
Material 64	0.0000000000000000001 kg	1500000000000000000000.00	150.00
Material 65	0.00000000000000000005 kg	3000000000000000000000.00	150.00
Material 66	0.00000000000000000002 kg	7500000000000000000000.00	150.00
Material 67	0.00000000000000000001 kg	15000000000000000000000.00	150.00
Material 68	0.000000000000000000005 kg	30000000000000000000000.00	150.00
Material 69	0.000000000000000000002 kg	75000000000000000000000.00	150.00
Material 70	0.000000000000000000001 kg	150000000000000000000000.00	150.00
Material 71	0.0000000000000000000005 kg	300000000000000000000000.00	150.00
Material 72	0.0000000000000000000002 kg	750000000000000000000000.00	150.00
Material 73	0.0000000000000000000001 kg	1500000000000000000000000.00	150.00
Material 74	0.00000000000000000000005 kg	3000000000000000000000000.00	150.00
Material 75	0.00000000000000000000002 kg	7500000000000000000000000.00	150.00
Material 76	0.00000000000000000000001 kg	15000000000000000000000000.00	150.00
Material 77	0.000000000000000000000005 kg	30000000000000000000000000.00	150.00
Material 78	0.000000000000000000000002 kg	75000000000000000000000000.00	150.00
Material 79	0.000000000000000000000001 kg	150000000000000000000000000.00	150.00
Material 80	0.0000000000000000000000005 kg	300000000000000000000000000.00	150.00
Material 81	0.0000000000000000000000002 kg	750000000000000000000000000.00	150.00
Material 82	0.0000000000000000000000001 kg	1500000000000000000000000000.00	150.00
Material 83	0.00000000000000000000000005 kg	3000000000000000000000000000.00	150.00
Material 84	0.00000000000000000000000002 kg	7500000000000000000000000000.00	150.00
Material 85	0.00000000000000000000000001 kg	15000000000000000000000000000.00	150.00
Material 86	0.000000000000000000000000005 kg	30000000000000000000000000000.00	150.00
Material 87	0.000000000000000000000000002 kg	75000000000000000000000000000.00	150.00
Material 88	0.000000000000000000000000001 kg	150000000000000000000000000000.00	150.00
Material 89	0.0000000000000000000000000005 kg	300000000000000000000000000000.00	150.00
Material 90	0.0000000000000000000000000002 kg	750000000000000000000000000000.00	150.00
Material 91	0.0000000000000000000000000001 kg	1500000000000000000000000000000.00	150.00
Material 92	0.00000000000000000000000000005 kg	3000000000000000000000000000000.00	150.00
Material 93	0.00000000000000000000000000002 kg	7500000000000000000000000000000.00	150.00
Material 94	0.00000000000000000000000000001 kg	15000000000000000000000000000000.00	150.00
Material 95	0.000000000000000000000000000005 kg	30000000000000000000000000000000.00	150.00
Material 96	0.000000000000000000000000000002 kg	75000000000000000000000000000000.00	150.00
Material 97	0.000000000000000000000000000001 kg	150000000000000000000000000000000.00	150.00
Material 98	0.0000000000000000000000000000005 kg	300000000000000000000000000000000.00	150.00
Material 99	0.0000000000000000000000000000002 kg	750000000000000000000000000000000.00	150.00
Material 100	0.0000000000000000000000000000001 kg	1500000000000000000000000000000000.00	150.00

Based on many years of experience in both duct work cleaning and dry ice blasting INTELblast has developed a project calculation program that allows partners, not only to have an easy and controlled way to price a job, but also to have it evaluated by INTELblast instructors before sending it to customers. An after calculation section gives valuable information for future or similar projects.

By Ken Jensen

Ultra High Pressure water jetting

Water is cheap and mostly easily available. Following the INTELblast statement "if you can clean it with water – do it!", INTELblast instructor Jens Hotze will present technologies and solutions, that in his mind is the preferred choice in selected industries.



UHP water jetting also successfully deals with deposits that cannot be removed by dry ice, sand or soda.

Water jetting with more than 1000 bar requires a set of skills that only can be applied if the user has been properly trained. Jorgen Borgtoft has for the past 15 years been servicing and training users worldwide.

By Jens Hotze



Automatic continuous feeding system of Dry Ice Pellets

Innoclean, South Korea has recently supplied an automatic dry ice pellet feeding system to one of the largest car manufactures in the country.

The technology deals with the issues of constantly having to fill the blaster with dry ice. A technology that also could have benefits in the contract cleaning industry.

By James Kim



1700 bar – 2,4 L/min water jetting

The obvious choice in many cleaning applications would be high pressure water jetting. However, the secondary waste (using standard equipment) would in many industries be a problem. With a water consumption of only 2,4 L/min and an effective pressure of 1700 bar this technology is overcoming most of the objections. The equipment manufacture W+E GmbH will be presenting solutions and applications where a little water is unbeatable.

By Jürgen Weigel

New dry ice blaster by INTELblast

With a 1" unrestricted airflow the IBL5000 is magic. Remote control on/off, regulation of both ice feed and pressure (no wires or connectors). Easy to remove dry ice hopper. And as first in the world, the contractors can build it themselves. All parts come flat packed and the time for assembly is given as discount.

By Ken Jensen

First time to the public



Work shop

All the technologies and concepts will be shown in practice and you have the opportunities to test and try yourself.

We are aiming at finishing the seminar on Friday 21st at around 14:00

GRAND DINNER



On Thursday evening Intelblast would like to invite all participant to Grand Dinner

Time to talk to colleagues, partners and friends.

And to enjoy the party