

## INTELblast international seminar 2013



INTELblast partners, instructors and invited guests met for a 2 day international seminar in Denmark to learn about new concepts, technologies and to share ideas and know-how. Coming from countries as far as South Korea, Bahrain and 10 other nations, the input and interest from all participants during the presentations and demonstrations revealed a mutual passion for being the best in their respective markets.



As a very interesting and profitable add-on to duct cleaning services, Eickemeier presented and demonstrated how duct work cleaning companies could easily offer the restoration of old and dirty ceiling tiles through quick and mess free acoustic painting. Uwe had this to say on the matter, *“Since you already are talking to your customer about the dirt in their ductwork, why not offer them something that they actually can see”*.



INTELblast’s Slovenian partner Jernej Crtalic gave us his view of the 5 key industries where soda blasting can be offered and brings significant benefits to his clients. Jernej also made a specific presentation on Heat exchanger cleaning with Dry ice blasting technology which received lots of interest especially from our invited guest Sandor Vajda from Gulf Cryo, Bahrain.



Frequently discussed in the INTELblast linkedin group, the task of removing graffiti can be tackled from many angles and with a wide range of systems and solutions. Following a challenge to demonstrate, who has the best system, we set up 4 identical “walls” with graffiti and asked those from the discussion to battle it out.



The participants were asked to evaluate and judge the results based on result, cost, speed and environmental impact and among the 4 different ways of attacking the problem (2 chemical product ranges, sodablasting and lavablasting) the lavablasting won with a narrow margin to the use of a chemical product range used by Luke Murphy of INTELblast Spain.

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INTELblast's Spanish delegation presented its latest concept, the education of unemployed persons in Spain in graffiti removal and safe usage of high pressure water machinery. Television news clips were shown from a Catalan television channel who ran a live report from one of the days of the project and described in detail, how private companies are paying local councils/INTELblast for advertising space on city sidewalks.



Another presentation by INTELblast Spain was a recent and ongoing project for microblasting glass beads with FerroCrtalic's versablaster onto stainless steel with the help of templates in order to leave permanent logos on Hotdog stands located in Barcelona's touristic areas.



INTELblast's Expert duct work cleaning trainer, Lennart Cristensen gave an insight into what partners can expect to learn from the INTELblast duct work cleaning training programme and also how to use the new EU standard in order to sell duct work cleaning services.

A live demonstration was given on latest robotic cleaning technology, showing the advantages of using equipment where you actually can see what is being cleaned and at the same time being able to document to the client what has been cleaned.



Dry Ice Technolgy co-owner Bjoern Soenstaboe unveiled the brand new blast centre in Holstebro, Denmark and commented on the different services that they have now added to their already impressive array of services. The INTELblast partner also gave an interesting presentation on using dry ice to remove chloride stemming from burned PVC. Test results and documentation is available for all INTELblast partners.



INTELblast CEO, Ken Ege Jensen presented the new IBL5000 dry ice blaster with powerful 1" Festo air control and with wireless remote control of dry ice – and air pressure. The advantages of having a built in toolbox to store nozzles, blast gun etc. was demonstrated together with benefits like easy removal of the hopper. The smaller version IBL4000 is now also on the market with same configuration (except for size) at a very competitive price (EURO 9.200,00 EXW Denmark)

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James Kim, owner of Inno clean, proved the point that manufacturing companies place their trust in specialised contractors for solving their maintenance issues. James presented us a project he had recently undertaken for Kia motors. James was asked by Kia to find a viable solution to supply a robotic controlled dry ice blasting system with continuous, fresh dry ice pellets for a non- stop surface preparation operation at Kia's plant in Korea, James successfully completed the project.



Invited guest Jens Hotze from Germany presented us an array of services offered by him using UHP water blasting equipment and the various types of machines that he manufactures.

We would like to thank all participants and speakers and we are looking forward to seeing you all again at our regional meetings or at the next INTELblast seminar in

**BARCELONA (14-15 April 2014)**



For more information on any of the presentations or one of our seminars, please contact us

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