



5-Day Exhaust Cleaner's Course

"Get a Successful Start in Kitchen Exhaust Cleaning"



You will learn how to succeed from the most well known trainers in the industry (Phil Ackland, Jim Roberts, Rory Wilson, Hugh Byron & Speedy Laster) and at one of the most successful cleaning companies in America (Derby Pressure Wash).

This combination gives you a head start in this very profitable service field. The time you invest now will save you Big Dollars and months of mistakes in the future.

Next	Course	Date
February 9-13 2007		October 5-9 2007
April 20-24 2007		December 7-11 2007
June 1-5 2007		
August 10-14 2007		
Contact Rory Wilson at 502-966-2564 for availability.		

Price - \$3750.00 US per person

10% Discount if paid in full 30 days prior to date of the class attended.

Two people from the same company - **Take \$500.00 off the second person's price!** (Call for details.)

All PWNA Members will receive a \$350.00 voucher for use at the annual convention. All Non-PWNA Member's will receive a \$350.00 voucher for a one-year membership to PWNA, (Power Washers Of North America).

Your application must be accompanied with a deposit of \$500.00, if not paying in full, payable by credit card (MasterCard or Visa only), check, or money order to DPW Services. This deposit reserves you a seat and pays for pre-study materials. The balance is due two weeks prior to the start date of the class.

What You Get

- Five full days (8:00am to 3:00pm) of interactive learning and hands-on practice
- Phil Ackland's Kitchen Exhaust Cleaning and Certification Manual (**retail value \$159.95**). Phil Ackland's Commercial Kitchen Exhaust Systems - Sales and Marketing Manual (**retail value \$59.95**)
- A copy of the NFPA #96 Standard (**retail value \$27.75**). Course Workbook (to help study for the Certification Test) (**value \$50.00**)
- Certification Test (**value \$350.00**). **No membership fees required!** Forms and Documents Package. Specially designed forms and documents to aid you in all aspects of this field.
- An Employee Handbook and various Parts Catalogues. These will help you buy direct from the sources and save you money.
- Free shuttle service to and from the airport and hotel, (**\$150.00 value**).

Helping you succeed in the Exhaust Cleaning Field

This 5-Day course is delivered under the supervision of our International Standards Organization ISO 9001 Certified Quality Management System. That means you are guaranteed a well thought out, professionally recognized training program that has been reviewed by experts. Phil Ackland who sits on the NFPA #96 Standards Committee created the program. We have gone to this effort to ensure you the best possible program money can buy.

What you receive from this course:

In the Classroom

We use Power Point, Phil Ackland's Manuals, NFPA #96, videos and discussion to cover all the basics of this cleaning field. In class we:

- Show you how the Certification Program will help you make more money
- Cover Standards of Practice of this field
- Review NFPA #96 and Local Fire Codes - What you need to know about the Fire Codes to protect yourself and your business investment
- How to work on the various exhaust components - How to recognize major deficiencies in systems
- Learn to create a paper flow that protects you and enhances the value of your business as it grows
- Review how to train your crew to do the job right so you can expand your business rapidly and make even more money
- Cover Safety training
- Show you how and where to find the best equipment and supply deals

Phil Ackland and the DPW staff have been selling exhaust cleaning for over 3 decades. They will show you the easiest and most effective ways to increase your sales quickly. We explain:

- What types of jobs you want to go after and which you want to avoid and why
- Seasonal considerations
- Telephone sales
- Cold call
- Recognizing when to close the deal and much more

We help you create an opening business strategy, so you can start making money as soon as possible. We show you how to earn extra money with add-on services.

After the Classroom Training we head to the shop.

In the shop

DPW's 3350 square foot shop contains all the components you will find in the field. We have:

- A complete canopy exhaust system hood with filters, ducts and access panels
- A complete restaurant fixed pipe fire extinguisher system
- A working Gaylord water wash hood and control panel
- A complete fan assembly



Certified Water Wash Technicians show you how to handle Gaylord control panels so you can work on these water wash hoods. We also teach you the best ways to clean many of these complex systems.

Licensed Fire Suppression Trainers will show you how to work safely around fire suppression systems. They also teach you how to use a portable fire extinguisher for your protection.

You will practice with the cleaning tools and cleaning equipment you need to succeed.

In DPW's repair shop you learn basic pressure washer maintenance as well as how to keep your other cleaning equipment in top condition.

How to get the most out of your cleaning chemicals

- Mixing and safe storage of cleaning chemicals
- You learn safe wastewater management techniques

You can practice with a number of different pressure washers; cleaning attachments and other equipment so you can decide which machine is the best for your situation. Why pay for what you don't need?

You get to actually install UL Listed access panels, hinge kits and grease containment systems. Knowing this will put you head and shoulders above most exhaust cleaners.

You get instructions on all of this equipment and will be able to practice with it. You will rehearse how to set up, drape, dismantle and work on and around exhaust systems. Then you go out with DPW's cleaning crews to inspect and do actual cleaning jobs (we supply you with safety gear).

Field Tour - Kitchen Exhaust Systems

We'll tour different restaurants systems where you will learn how to handle real life situations you are going to face. Where possible, we interview owners and managers of restaurants to get their feedback on what they are looking for from a cleaning service.

See how our trucks are set up and organized to maximize space and get the most out of your vehicle.

We'll get you dirty! You will go out with DPW's cleaning crews and clean different systems. We teach you different ways to clean, so you can decide the fastest and most profitable way to get the job done right!

In the office

You will sit with some of our 6 person staff doing actual telephone sales and scheduling. Learn how to organize your workday, deal with complaints and handle collections.

Certification Test

When it comes to taking the Certification Test **you do not have to pay any membership fees and the cost of the test is included in the overall price. Shop and compare!**

The open-book test is specially designed to evaluate your knowledge of practical cleaning issues, NFPA 96 and the Cleaning and Certification Manual.

The **Phil Ackland Cleaner Certification Protocol** provides more than just a test. It also validates you as being "*trained and qualified*". This total Protocol helps accredit you as a competent service provider that customers and the AHJ can trust.

To help you pass the Certification Test and get the most out of your total learning experience, we provide a pre-study Course Workbook. We strongly recommend you read all the training material before coming to the class.

By spending a week training and practicing in the dynamic environment of an actual exhaust cleaning company and having some of the best instructors available you will be prepared to succeed in this financially rewarding field. If you are going to spend the time and money, you owe it to yourself to get the best start you possibly can.

Increase Your Earning Power - Add-On Services Here are a number of "add-on" services you can provide your customers to make additional income. We will review the following in class.

1. **Stainless Filter Exchange** - Learn how to create a filter washing exchange service. Earn up to \$10.00 per filter per month.
2. **Filter and Parts Sales** - For the customer that can afford new filters and may want galvanized or stainless or has a special size request, not usually offered.
3. **Exterior Building Cleaning** - "Clean Is In" and keep your customers buildings looking their best by exterior pressure washing. Other add-on services include: Sidewalk gum and grease removal, Dumpster area disinfecting, Awning cleaning, Drive thru and parking lot washing, Exterior building washing, Roof cleaning.
4. **Bacterial Grease Trap Service** - Keep your customer's grease traps working properly. You can earn approx. \$125.00 per month.
5. **Total Kitchen Cleaning** - Turn a half-day two-man job (\$340.00), into a full-day three-man job, (\$925.00). Walls, floors and appliances all need regular cleaning.



6. **Flame Gard's Rooftop Grease Catcher System** - If your customer has grease all over his roof, this is the perfect solution.

Course Outcome Goals

- Understand the importance of cleaning the entire exhaust system to NFPA #96 Cleaning Standards.
- Understand the NFPA #96 Standards that relate to cleaning and access
- Recognize the various components of the exhaust system
- Be able to safely work around fixed pipe fire suppression systems
- Recognize major worker safety issues
- Install UL Listed access panels, hinge kits and rooftop grease containment systems
- Be able to report major deficiencies in the exhaust system with regards to cleanability and access into the system
- Appreciate wastewater management
- Safely operate a pressure washer
- Use various relevant tools
- Be prepared for the Certification Test

Want to hear what previous students have to say?

Here are just a few of the students who have taken this course:

Lemuel "Speedy" Laster, Phone: 706-673-9299, Email: speedy84@alltel.net

"Hugh" Byrom, Phone: 940-243-6035, Email: hughbyrom@standard-safety.com

Raul Lorenzo, Phone: 305-370-5619, Email: lcs-clean@comcast.net

Frank Heslin, Phone: 314-283-8348, Email: jnheslin@msn.com

Capri Shepherd, Phone: 830-981-5261, Email: caprishepherd@gvtc.com

Anthony Delzio, Phone: 631-549-9655, Email: whsealcoating@hotmail.com

Attend the next 5-day Cleaner's Course.
"Get A Successful Start in Kitchen Exhaust Cleaning."
For more information call Rory Wilson at 502-966-2564 or
rwilson@dpwservices.com



**5-Day Entry-Level Cleaner's Certification Course
COURSE APPLICATION FORM**



Candidate Information

Name of Candidate: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone Number: _____ Fax Number: _____

Email: _____

Current Job Title: _____ Years/months employed as a cleaner: _____

Where did you hear about this course? _____

Company Information (if applicable)

Name of Company: _____

Phone Number: _____ Fax Number: _____

Payment Information

A deposit of \$500.00 US for materials must accompany your registration; the remainder is due two weeks prior to the start of the class. Payment is accepted by Master Card, Visa, Check or Money Order.

Card Holder's Name: _____ Type of Card: _____

Credit Card #: _____ Expiry Date: _____

Signature: _____ Date: _____

Disclaimer

Phillip Ackland Holdings Ltd. & DPW Sales And Service takes no responsibility for the forms or educational interpretation of the student. All forms and educational interpretation are for suggested purposes only. It will be the student's responsibility to seek out the Authority Having Jurisdiction, (AHJ), for a final interpretation of all classroom information provided by Phil Ackland Holdings Ltd. & DPW Sales & Service.

I hereby certify that all the information provided on this application (front and back) is true to the best of my knowledge. I understand that if any of the information provided proves to be false, it voids my certification.

DPW Sales and Services & Phillip Ackland Holdings reserves the right to cancel the course if there are less than three students registered.

I UNDERSTAND THAT AT THE COMPLETION OF THIS COURSE AND IF I PASS THE CERTIFICATION TEST, I CAN ONLY RECEIVE INTERIM CERTIFICATION. I UNDERSTAND THAT TO RECEIVED FULL CERTIFICATION, I NEED TO FULFILL ALL THE REQUIREMENTS AND FILL OUT THE "FULL CERTIFICATION FORM."

Signature: _____ Date: _____

The information provided on/with this application will be kept on file at Phillip Ackland Holdings Ltd. and **not** be distributed to anyone without written *permission to release* from the Company Candidate. Please mail this completed application to: DPW Services, 901 Ulrich Avenue, Louisville, KY 40219, or fax it to 502-964-2019.