

Pest Control Insulation



T.A.P.[®]

US Patent No. 8,578,782 • EPA REG. NO. 89140-1
Distributed by Pest Control Insulation LLC



Thermal, Acoustical, and Pest Control Insulation

3-Insulations • In-1
INSULATION MADE FROM RECYCLED PAPER

Helps protect your home environment from annoying insects and other arthropods.

ACTIVE INGREDIENT:

Orthoic Acid 12.5%
Other Ingredients 87.5%
Total 100.0%

- Contains 87% recycled paper
- Helps keep your home in winter & cool in summer
- Permanently guards against flame spread
- Highly resistant to air infiltration
- Highly resistant to air infiltration
- High density sound on an occasional basis
- This clean blowing insulation is the result of a patented process.

FOR USE IN NEW CONSTRUCTION AND RETROFIT APPLICATIONS
ATTICS • FLOORS • WALLS • CRAWLSPACES • OVERLAY FIBER GLASS OR OTHER INSULATIONS
HOMES • APARTMENTS & CONDOMINIUMS • OFFICES & INDUSTRIAL BUILDINGS
HOTELS & MOTELS • HOSPITALS & NURSING HOMES • RESTAURANTS • SCHOOLS

CAUTION • KEEP OUT OF REACH OF CHILDREN

FIRST AID

IF ON SKIN OR CLOTHING

- Take off contaminated clothing.
- Rinse skin immediately with plenty of water for 15-20 minutes.
- Call a poison control center or doctor for treatment advice.

IF IN EYES

- Hold eyes open and rinse slowly and gently with water for 15-20 minutes.
- Remove contact lenses, if present, after the first 5 minutes, then continue rinsing.
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- Call a poison control center or doctor for treatment advice.

Have the product name or label with you when calling a Poison Control Center or doctor, or when going for treatment.

PRECAUTIONARY STATEMENTS: HAZARDS TO HUMANS AND DOMESTIC ANIMALS

CAUTION: Harmful if absorbed through skin. Causes moderate eye irritation. Avoid contact with eyes, skin or clothing. Wash thoroughly with soap and water after handling.

PERSONAL PROTECTIVE EQUIPMENT (PPE)

Applicators, mixers, and other handlers must wear:

- long-sleeved shirt
- chemical-resistant gloves
- long pants
- NIOSH approved N95 or higher disposable or reusable particulate respirator
- socks, shoes
- dust goggles

READY-TO-USE T.A.P.™ Thermal, Acoustical, and Pest Control Insulation is a ready-to-use insect/arthropod control insulate. This product is toxic to listed insects and other arthropods and is intended to prevent their infestations in those building voids for wall, between floors, crawlspaces where the product is applied. Its toxic effect begins only after insect/arthropod contact with product. **KILLS:** Cockroaches, Termites (including Formosan Termites), Ants, Silverfish, Earwigs, Crickets, Sawbugs, Darkling Beetles, Millipedes, Centipedes, and Booklice.

This insulation contains material toxic to these insects/arthropods and is intended to prevent new infestations in walls and voids where the product is applied. Control of insects/arthropods is limited to contact with insulation.

*Effective against listed organisms

T.A.P.[®]

PEST CONTROL INSULATION

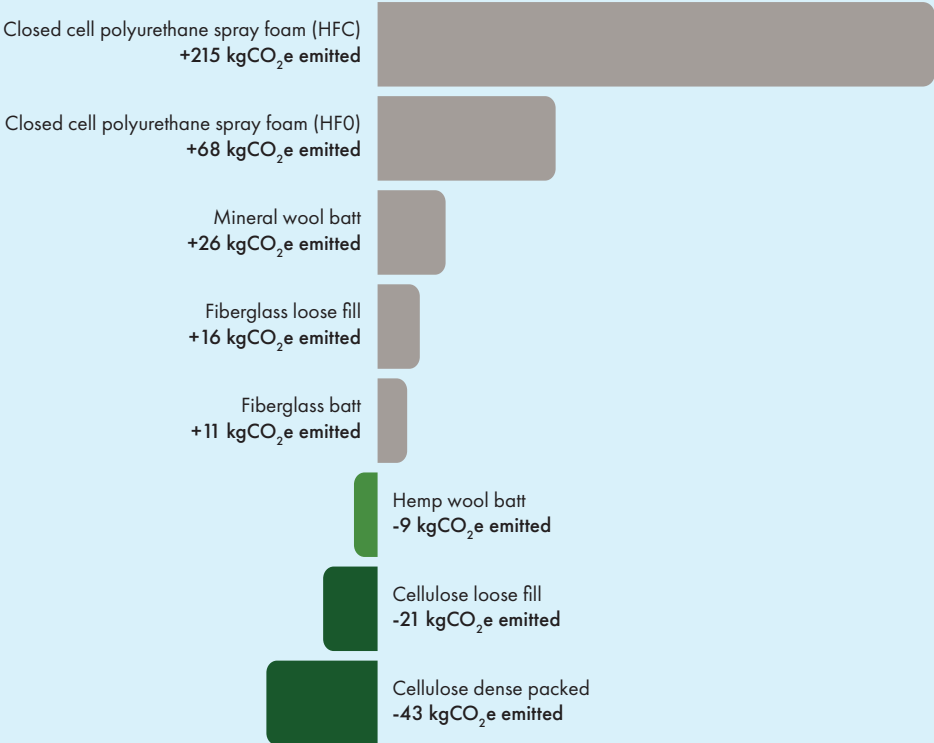
A SERVICE PARTNERS[®] COMPANY

TAPinsulation.com

EPA Regs. #103652-1, #89140-1

5285 Mountain Center Plaza • Lula, GA 30554 • 770-766-6050

CARBON IMPACTS OF INSULATION



CELLULOSE ASSEMBLIES ACHIEVE
OVER 200%
REDUCTION IN CARBON FOOTPRINT
PLUS HIGHEST AMOUNT
OF CARBON STORAGE

WHY PMPS OFFER TAP®



PEST PROTECTION

Unlike treated cellulose, TAP® is a pesticide proven to control unwanted pests. It follows current IPM techniques and adds a layer of pest protection to your customer's attic.



TAX INCENTIVES

TAP® may qualify homeowners for the Federal Energy Tax Credit to save up to 30% (up to \$1,200). Go to energystar.gov for more details.



WARRANTY

TAP® comes with a transferable lifetime warranty that moves to each owner of the home, offering peace of mind for you and your customers.



DESIGNED FOR PMPS

As an EPA-registered pesticide, TAP® can only be sold to homeowners by licensed pest control companies. That means that you're not directly competing with insulation contractors.



SAVES ENERGY

Save your customers up to 30% on heating and cooling with TAP®. Keep customers' homes warmer in the winter and cooler in the summer. Customers also live in quiet comfort by reducing exterior sound by up to 80%.



DRIVES REFERRALS

Happy customers are the key to a successful business. With a product that delivers great benefits, your success is sure to follow.



**CALCULATE
YOUR POTENTIAL**

HOW TO GET STARTED WITH TAP[®]

Our comprehensive Turnkey Program is designed to make getting started easy for pest control companies of all sizes, no matter how you want to install!



YOUR TAP[®] GAME PLAN

- Introduction to the TAP[®] Programs & Review of Expectations
- Purchase the Sales Kit, Equipment, TAP[®], and Supplies or Use an Approved Subcontractor
- Develop Rate Card, Work Order, Attic Graph, Homeowner Contract, and Workflow Process
- Schedule Sales and/or Install Training with Pest Control Insulation
- Receive Access to the TAP[®] App & Member Site
- Contact Us for Help

THE TAP[®] PROGRAMS & EXPECTATIONS

We will schedule a video call to discuss the TAP[®] Programs, potential sales, material requirements, and expectations preparing to launch the program. Meetings typically last 30 to 60 minutes depending on questions and will allow your management team to determine if the TAP[®] Pest Control Insulation Program is a good fit. Contact a member of our sales team to set up a call:

Chris White (770) 533-2945 | cwhite@TAPinsulation

Stephens Brown (770) 561-3090 | sbrown@TAPinsulation.com

THE TAP® TURNKEY PROGRAM



PURCHASE THE SALES KIT, EQUIPMENT, TAP®, AND ANCILLARY PRODUCTS OR USE AN APPROVED PCI SUBCONTRACTOR

The TAP® Sales Kit contains essential tools for the TAP® Salesperson and is ideal for marketing your new TAP® Pest Control Insulation service offering to your customers. Each sales kit comes complete with everything you need to get started. Many of the items included in the kit will be used during sales training.

PCI works exclusively with Krendl Machine Company, who has over 60 years of experience manufacturing insulation equipment. Viewed as the leader in insulation blowing equipment, Krendl manufactures dependable, long-lasting insulation blowers and vacuums. Participating PMPs will also be required to purchase a minimum of two (2) pallets of TAP® Pest Control Insulation (enough for 1-2 jobs) and a supply of ancillary products to be used to prep the attics prior to installation.

All insulation blowing machine packages include everything needed to complete your first job:

TAP® 575PCO Insulation Blowing Machine*	93 Bags/Hour
Krendl 475 Insulation Blowing Machine	70 Bags/Hour

All insulation vacuum packages include everything needed to complete your first job:

Krendl GV240XT Vacuum* Removes all types of insulation, including batts

*Recommended machine

Ancillary products are used to prepare the attic prior to installation and include the TAPcover Recessed Light Covers, Attic Safety Platforms, Vacuum Bags, Baffles, HatchMaster Attic Stairway Covers, and Attic Rulers.

THE TAP® TURNKEY PROGRAM



TAP® Sales Kit
SKU# SALESKIT3



**TAP® 575PCO
Insulation Blower**
SKU# BLO-0575DL-1



**Krendl GV240XT
Insulation Vacuum**
SKU# BLO-GV240B8



**TAP® Pest Control
Insulation**
SKU# TAPBAG



**Attic Safety
Platform**
SKU# WFS-ES-0038



**TAPcover Recessed
Light Cover**
SKU# TC900



**Baffles/Vents
Styrofoam**
SKU# CAMVP-240



**Baffles/Vents
Cardboard**
SKU# VC-240



TAP® Attic Rulers
SKU# RT440



**TAP® Insulation Vac
Bags – TearGuard**
SKU# VB1180



**TAP® Insulation Vac
Bags – White**
SKU# VB600



**Hatchmaster Attic
Stairway Cover**
SKU#s H2020, H2230, H2454, H2554,
H2654, H3030, H3054, H3060

THE TAP[®] TURNKEY PROGRAM

DEVELOP NECESSARY PAPERWORK AND WORKFLOW PROCESS

Once you have the equipment and materials to do your first job, we will send you the templates to help you set up the rate card, work order, attic graph, homeowner contract, and workflow process to address scheduling, material requirements, and installation.

Rate Card

PCI has designed a template to help you develop a rate card for your TAP[®] Pest Control Insulation services. Utilizing your actual landed material costs, labor costs, and other job-related costs, we can help you determine what you should charge for the service. We even developed a rate card that is easy to use for your team so there is no confusion.

Work Order

PCI has a template work order you can use as-is or customize for your company. The work order is used to make sure you are capturing the details needed for a successful TAP[®] Pest Control Insulation job. The work order is designed to help the installer understand what the job entails so they know what to bring to the job site and understand any details. The attic graph also works in this manner.

Attic Graph

PCI has developed an attic graph to help not only your customers understand what is going on in the attic, but the technician to understand what they are walking into so they can properly prepare. This graph can be used as-is or to help customize the graphs you may already be using.

Homeowner Contract

PCI has a template contract for homeowners that can be customized for your company. The contract covers all of the important information about the installation. You can use parts of it on your own contract or use the template and change the company to yours.

Workflow Process

It is very important to have a workflow process prior to launching the program, especially if you are using a subcontractor. Without a defined process, customers and salespeople can get lost in the process and become frustrated. In fact, TAP[®] programs that fail are usually because of the lack of defined workflow process. We will work with you to develop the process that answers questions such as:

- What paperwork is required when a sale is complete?
- How does that paperwork get transferred and to whom does it go?
- Who schedules the job?
- Who makes sure the correct materials are on hand?
- Who is in charge of the install and what happens if there is a discrepancy?
- How does the job get processed after it is complete?

THE TAP® TURNKEY PROGRAM

PCI TO PROVIDE VIRTUAL OR ON-SITE TRAINING & ON-GOING SUPPORT

Once all of the details are in place, we are ready to get your team trained and ready to sell and install TAP®. This can be done in-person or virtually, depending on schedules and number of people to be trained. Sales training typically lasts for 2 hours and is very interactive. Your team will learn about the TAP® benefits, programs, install basics, measuring, quoting, using marketing tools, and the online tools available. Our team utilizes an interactive platform to keep everyone engaged. The installation training lasts about an hour and a half and covers the equipment use, preparation, safety, attic ventilation, install techniques, and clean up. In addition to in-person or online training, we also provide access to our member site and app for even more training.

Sales Training

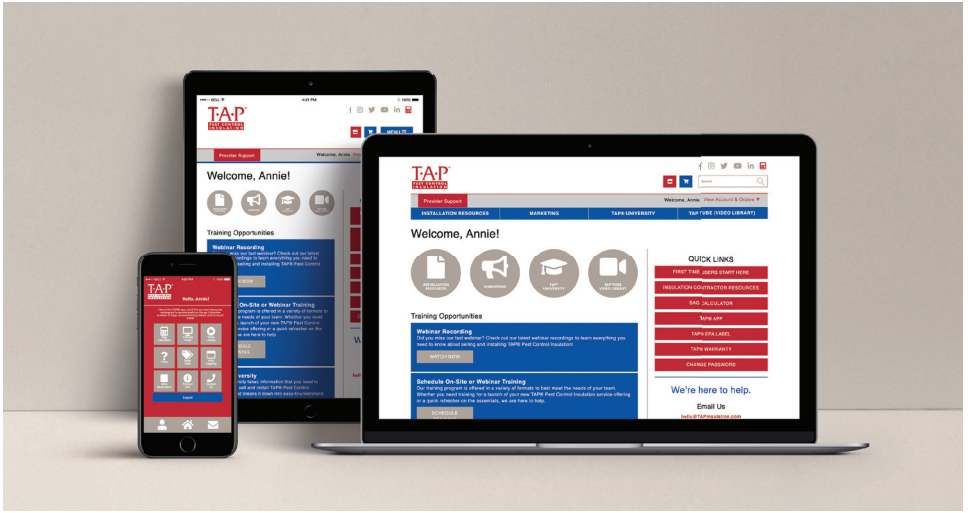
- Potential Revenue
- Benefits of TAP®
- Understanding R-value
- Safety
- Ventilation
- Inspecting the Attic
- Measuring & Graphing
- Prepping the Attic
- TAP® Programs
- Basement & Crawlspace Program
- Sales Tools
- Objections
- Online Resources

Installation Training

- Understanding the Equipment
- Machine Set-Up
- Machine Limitations
- Electrical & Generators
- PPE
- Protecting the Home
- Safety
- Ventilation
- Preparing the Attic
- Installation Tips
- Posting the Attic Card
- Basement & Crawlspace Install
- Online Resources



THE TAP® MEMBER SITE



ACCESS EXCLUSIVE MATERIALS WITH THE TAP® & MEMBER SITE

Once you become an official TAP® Provider, you will gain access to the Member portion of our website. Here, you will find a wide range of marketing, installation, and sales information, literature, and videos. There are also additional training platforms available. The TAP® Member Site is exclusively for our providers and is regularly updated with new information and videos.

Furthermore, you will have access to the TAP® App. This app is not available in the Apple App Store or Google Play Store because we host it internally, allowing only our providers to access this valuable tool. This type of app also occupies less space on your phone and is always up-to-date without requiring manual updates. Specifically designed for smartphones and tablets, the TAP® App provides valuable information at your fingertips.

Benefits of the TAP® App & Member Site

If you are looking to grow your business by offering a bundled service program featuring TAP® Pest Control Insulation, you can take advantage of the following:

- Training Videos
- Online Training Portal
- TAP® Certification Program
- Marketing Resources (Images, social posts, email campaigns)
- Advertising Samples (vehicle wraps, billboard images, radio scripts)
- Product Literature
- Equipment Manuals
- Quoting Aids
- Sales Presentation Materials
- And More!



Attic Power Box
SKU# GMS-G30-B01

The Attic Power Box is the ultimate power solution for powering your insulation blowers while working in a residential attic. The box can be plugged in to a dryer or range outlet and adds 48 Amps at 120 Volts. Don't worry about finding power or lugging around a bulky generator ever again!

The Attic Power Box Package Includes: 30A Power Distribution Center, 3-Wire Old Dryer Adapter, 4- Wire New Dryer Adapter, 3-Wire Old Range Adapter, 4-Wire New Range Adapter, 25FT Heavy Ga. Extension Cord, Rolling Pack Bag, and a 3 Year Warranty.



**Pressure Gauge
(10 PSI)**
SKU# PG010



**Vacuum
Maintenance Kit**
SKU#s BLO-GV180-4000MK,
BLO- GV230BMK, GV230KMK, VBHMK1



Sterifab™
SKU# SFB-G

Sterifab is a nonresidual spray that deodorizes as it disinfects. It is the only EPA-registered virucide, disinfectant, and insecticide in one product.

With just a few sprays, Sterifab kills bed bugs, fleas, ticks, mites, viruses, mold, mildew, and more. It disinfects viruses and bacteria, and eradicates pathogenic odors.

Sterifab is an antimicrobial agent that will kill many microorganisms on contact. Unlike antibiotics, which are designed to destroy microorganisms within the body, Sterifab works by destroying the microbes at the cellular level or hindering their basic metabolic functions.



**Krendl Blowing
Machine Filters**
SKU#s BLO-57562, BLO-42562



**Krendl Blowing
Machine Seals**
SKU#s BLO-4512-3, BLO-475-4,
BLO-575-4

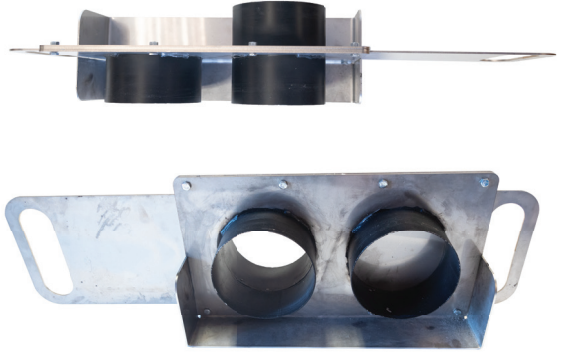
NEW & POPULAR



**Krendl Insulation
Vacuum Defender**
SKU# BLO-GVDEF



**TAP® Demo
Tube**
SKU# TAPTUBE



Krendl Vacuum Diverter
SKU# BLO-VACD-ASSY

Eliminate bag change down time with the Krendl Vacuum Diverter! How to use the Krendl Vacuum Diverter:

- Place vacuum bags on both outlets
- Divert all product to one outlet until the bag is full
- Divert product to the other outlet while changing out the first bag
- Save time on your attic clean-outs!

COMING SOON



THE SAME PRODUCTS YOU
KNOW AND LOVE, COMING
SOON TO A **SERVICE PARTNERS®**
LOCATION NEAR YOU.

Contact our sales team for more
information on our products and
services or call our office
at 770-766-6050
to place your order today!



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