



SPF SUPPLIER HELP NEEDED TO FUND FIELD EXAM SCHOLARSHIPS

Dear SPF Supplier:

The Sprayfoam 2017 Convention & Expo is approaching quickly and we all know, this is the time of year when contractors focus on the certification, training and educational opportunities that SPFA offers.

Many of you have asked how you can help SPFA and the Professional Certification Program (PCP). We now have a concrete way for you to help. The PCP Field Exam Marketing Working Group will once again lead the campaign to raise funds for Field Exam Scholarships. We are hoping for enough corporate support that the PCP Field Exams can be FREE for all participants!

Here is how it works:

We are following the 2016 model by asking that you commit \$50 per Field Exam. We are trying to completely cover the cost of the Field Exams as we did in 2016 - we had more Field Exams conducted in 2016 than we did in 2015 and 2014 combined due to this scholarship! If we can get enough corporate sponsors committing only \$50 per Field Exam, that will add up to our goal of covering the entire cost of the Field Exams yet again. As a reminder, a PCP Master Installer candidate can complete their requirements in any order. If there is a Master Installer candidate planning to take the written exams sometime during 2017, they can take advantage of this scholarship at the SPFA Convention and get their Field Exam done and out of the way. It is in your and the candidates' best interests to push this for completion at the convention when all of the staffing, volunteers, equipment and materials are available. This acts as a draw to the show for the candidate which makes them a better contractor, and it means less down-time for them, less burden on you as a PCP provider having to use your staff, equipment and materials to conduct a Field Exam, and you can help facilitate the Field Examination of a large number of contractors (including your own customers) at a cost significantly less than if you were to conduct them on your own!

The funds from this campaign will be added to the Sig Hall Memorial Scholarship Fund for Field Exams which was established at Sprayfoam 2016. Since Sig, a Past President of SPFA, was instrumental in launching the first field exams held at an SPFA convention - it is fitting that we return to Palm Springs where he headed up the first Field Exams ever held at a Sprayfoam

convention. In his memory, we'll offer scholarships to all SPF contractors so they can meet the PCP certification requirements to become certified SPF professionals!

Like last year, the cost of the field exams will be reduced through donations to the scholarship fund.

Our goal is to conduct 60 Field Exams. However, you will be billed for actual number of field exams administered. For example, if we reach our goal of 60 Field Exams, you'll receive bill for \$3000.

60 field exams
x\$50 scholarship donation/field exam
\$3000 scholarship amt. billed to sponsor

However, if we conduct fewer than our goal, or exceed our goal, you will be billed according to the actual number of Field Exams conducted. Last year we conducted 52 Field Exams.

50 field exams
x\$50 scholarship donation/field exam
\$2500 scholarship amt. billed to sponsor

70 field exams
x\$50 scholarship donation/field exam
\$3500 scholarship amt billed sponsor

Currently 10 companies (listed below) have committed to scholarship donations and the Sig Hall Memorial Fund continues to grow. Its first contribution was \$7500 from Western Pacific Roofing. We'll also be reaching out to contractors to contribute to the Sig Hall Memorial Fund. **Those that pledge to support the scholarship fund by November 2, 2016 (5pmET) will be listed in the first promotional piece we have developed. Please send your company logo with your pledge to support.** Those that sign on after this date will be recognized in future acknowledgments of the scholarship sponsors. We encourage you to sign up NOW to get the maximum publicity!

Accella Spray Products
CJ Spray
Covestro
Demilec
General Coatings
Graco
IDI
Progressive
SES
Western Pacific Roofing

Will you join them?

We'll let you know the final amount owed at the completion of the Field Exams. At that time, you can issue the payment to SPFA. We need to have your commitment ASAP, however, so that we can let contractors know what their cost will be for taking a Field Exam.

You can also help promote the Field Exams by sending out a promotional flyer which we are preparing. You are invited and encouraged to get the word out to your contacts in the SPF industry about the PCP and your support and sponsorship of the program.

As was stated in the Marketing Working Group, supporting the PCP is for the good of the industry, which in turn benefits each supplier and SPF professional.

If you have any questions, please let me know. I look forward to hearing from you.

Sincerely,

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