

# AQIP Program

Armacell understands that installing elastomeric and polyethylene insulation involves a different set of skills than installing fiberglass pipe or board insulation. That's why we developed the Armacell Qualified Installer Program (AQIP), which provides expert, hands-on instruction in the installation of closed-cell foam. Have your company AQIP-certified to ensure system performance, reduce failures, and experience fewer callbacks. **Make money by saving money.**

[www.armacell.us](http://www.armacell.us)



# INSTALL IT CORRECTLY EVERY TIME



The #1 cause  
of insulation  
failure is  
improper  
installation.

## PROGRAM DETAILS

Armacell has been training insulation installers for decades, because proper installation is the best way to ensure the job performs well and lasts. Today we offer a new, more comprehensive approach to training than ever before. With a combination of online learning and hands-on training, now a company can become AQIP certified, making it tops in the field of flexible foam insulation application.

### Here's how it works:

Any insulation contracting business can become AQIP certified when 20%\* of its local staff have completed training.

Training begins with AQIP 101, a 35-minute e-learning module of Armacell Academy that must be completed by 20% of the installers or staff at a particular location. The online training is self-paced, available 24/7 and is even mobile-friendly.

When all employees have completed the online module, AQIP 201, a hands-on, in-person session will be scheduled at a convenient time and location. This course is taught by one of Armacell's application experts.

Once all employees have passed both the online and the in-person sessions, each participant will receive an AQIP gift and a hard hat sticker to verify their completion. The company will be designated as AQIP certified and will receive a custom AQIP plaque that marks the years of certification and be added to our AQIP installer database.

Certification lasts two years and recertification can be completed online in about 90 minutes.

The course value is \$250, per person, but is offered **free of charge** to eligible businesses.

\* 20% is calculated based on the number of installers at a local branch or entity. For regional companies or those with several locations, only 20% of that branch's employees need to train. For smaller locations a minimum of five trainees is required for participation and certification. It is recommended that you calculate higher than the 20% level to allow for drop-outs or no-shows. 4% of the trainees should be management or supervisory employees. Contact the AQIP administrator for details.

# BENEFITS TO YOU

**Benefit #1** A well-trained crew means the material gets installed correctly the first time—every time. That leads to fewer callbacks and maintenance headaches and means installing faster and more efficiently on the job site. That helps you meet deadlines, and save hours on the job...and that saves you money.

**Benefit #2** Your company goes into our database of certified companies which will be promoted and recommended to Engineers and GC's looking for a qualified installer.

**Benefit #3** Unlimited access to Armacell Academy e-learning sessions in our current and future course catalog. Consideration for promotional activities like case studies, blogs, and social media posts.

**Benefit #4** Installing flexible foam insulation is very different than installing fiberglass and takes time and skill to do it right. Someone who is trained is better and faster than someone who only installs it occasionally. Make sure your team has those skills.

**Benefit #5** The Armacell Solutions Portfolio 5-, 10- and 15-year warranties depend on AQIP-certified installers. To get the warranty your company must complete the training.

**Benefit #6** Insulating mechanical systems has many important benefits, including condensation control, energy savings, equipment & system performance, emission reduction, water conservation, personal protection, acoustics, and freeze protection.

**Benefit #7** Knowing that your certified installation meets all relevant building codes and project specifications. You can count on Armacell's expert Technical and Specification teams for help with any compliance questions or product selection for your project.

## WHO SHOULD PARTICIPATE

Armacell requires that **at least 20% of the staff at a single location** be trained to attain AQIP certification.\* We recommend that **all eligible installers** be included where possible. A minimum of 4% of the staff should include leadership personnel in order to understand the value of the courses and learn the benefits of proper installation techniques.

### Designed for:

- Installers of any type of insulation
- Mechanical Engineers
- System Designers
- Insulation Distributors
- General Contractors
- Foremen/Field Supervisors
- Superintendents
- Estimators/Project Managers
- Owners
- Sales/Customer Service Reps



"I truly recommend AQIP for anyone who handles Armacell product in any form."

BAY INSULATION

- 1 **Ready to get trained?** Then all you need to do is contact Armacell and request AQIP training. You can do this by visiting the CONTACT page on our website or click: <https://www.armacell.us/contact>. Or if you already have a relationship with your Armacell representative, start there.
- 2 An application will be sent to you to gather a little more information about your company and your projects. We'll help you calculate how many and which employees should participate to reach the 20% level.\*
- 3 Once approved, we'll ask you for a list of the employees and their email addresses. An email address is required for each participant. If they do not have an email address we recommend that they set up a free Gmail or Yahoo account for this purpose.

# GETTING STARTED



- 4 The trainees will receive an email link to register and enroll in the AQIP 101 online course. Up to 30 days will be allowed for all participants to complete and pass the 35-minute online course.
- 5 Once all participants have successfully completed the virtual course, then the AQIP 201 in-person training will be scheduled at a time and place that is convenient to you. That is a half-day commitment of your team and participation of all trainees is required to meet the 20% threshold.\*
- 6 When everyone has passed, the company is AQIP certified, will receive a recognition plaque and be added to our certified installer database. Trainees receive an AQIP participation gift and hard hat stickers.
- 7 That's it for two years until certification expires. At that time passing the AQIP 202 online recertification course is all that is required.



# AQIP COURSE OUTLINE

## Armacell Academy Online Course: AQIP 101

- (Prerequisite for all other courses)
- What is AQIP Training?
- Meet Your Trainers
- Safety Tips & Recommended Tools
- Basic Installation Tips
- Adhesives and Coatings
- Connection Methods
- Proper Insulation Installation (Examples and Descriptions)
- Multi-Layer Insulation of Pipework
- Pipe Support and Saddles
- Available Resources
- Quiz
- Course survey

## AQIP 201 Hands-on Session

- Overview of the benefits of using Armacell Insulation products
- Safety tips prior to and during installation
- Recommended tools when installing ArmaFlex insulation
- How to properly cut, glue, seam and seal
- How to use Armacell adhesives, tapes, coatings and pipe supports
- Proper slitting techniques for small and large diameter tube insulation
- Hands on fabrication of large diameter fitting covers with Armacell Sheet Insulation
- Hands on fabrication of 45 degree elbow, 90 degree elbow, Tee Fittings, Lateral Strainer and a P-Trap fitting using the Armacell cutting template as a miter box.
- Review method of multi-layering for added insulation thickness using tube or sheet insulation.
- Quiz (85% grade or better for passing)
- Course survey

## AQIP 202 Recertification Online Course (Every 2 years)

This Armacell Academy e-learning session is a recertification course for installers and contractors who have previously completed the AQIP training, received a certificate of completion and are currently in our qualified installers database.

### It includes:

- Questionnaire
- AQIP recertification training course and exam (90 minutes)
- Submit practical fabrication of fittings image
- Course survey





Scan this QR  
code to request  
AQIP training.

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At Armacell, your trust means everything to us, so we want to let you know your rights and make it easier for you to understand what information we collect and why we collect it. If you would like to find out about our processing of your data, please visit our Data Protection Policy.

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00607 | AQIP | Program Guide | 032022 | NA | EN-A | 862

## ABOUT ARMACELL

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As the inventors of flexible foam for equipment insulation and a leading provider of engineered foams, Armacell develops innovative and safe thermal, acoustic and mechanical solutions that create sustainable value for its customers. Armacell's products significantly contribute to global energy efficiency making a difference around the world every day. With 3,200 employees and 24 production plants in 16 countries, the company operates two main businesses, Advanced Insulation and Engineered Foams. Armacell focuses on insulation materials for technical equipment, high-performance foams for high-tech and lightweight applications and next generation aerogel blanket technology.

For more information, please visit:  
[www.armacell.us](http://www.armacell.us)

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MAKING A DIFFERENCE AROUND THE WORLD