



FALL TRAINING SCHEDULE 2017



- **BRYANT / CARRIER VRF PRODUCT INTRODUCTION & OVERVIEW**
VRF (Variable Refrigerant Flow) products. These units are available as Heat Pump or Heat Recovery which provides for simultaneous heating and cooling out of the same machine, using similar ductless configurations as currently in the residential line of DLS (Ductless). VRF is growing rapidly in large custom homes and commercial buildings, offering best in class efficiencies and no duct work.

Thursday 8/31: 9:00am-1:00pm (lunch provided)

Shore Distributors – Salisbury, MD



- **UNIVERSAL R-410A SAFETY & TRAINING**

Instructor – **Paul Sichau**



This 7.5 hour course provides necessary training and practical knowledge to safely service systems containing R-410A, the R-22 phase out, appropriate refrigerant and oil applications, service techniques, and safe handling of R-410A.

Tuesday 9/19: 8:00am – 4:30pm (lunch provided)

Shore Distributors – Lewes, DE Cost: \$150/\$75 FAD

Distributor Technical FAD Hours 7.5 / NATE CEH's 7.5



FALL TRAINING SCHEDULE 2017



- ***EVOLUTION SOLUTIONS / INFINITY INNOVATIONS***

Instructor – **Bill Kinnard, Rob Rusniaczak – Grandy & Associates**

Your customers want to buy these products but you have to let them know what you have to offer. If they don't understand the differences, then you are the same as everyone else.... And if there is no difference, then all you have left to sell is price.

- learn the proprietary technologies and how they set you apart
- complete overview of the line ups
- updates on the new controls
- the impact of offering choices
- the five customer buying principles
- the importance of telling the whole story
- And Much More

Tuesday 9/26: 8:00am-4:00pm (lunch provided)

Shore Distributors – Salisbury, MD Cost \$425

Factory Sales FAD Hours 8 *FAD Dealers this will be the last opportunity for 2017 to obtain your Factory Sales training hours...



FALL TRAINING SCHEDULE 2017



- **SYSTEM DIAGNOSTICS & TROUBLESHOOTING**

Instructor – **Paul Sichau**

Provides a solid foundation in mechanical refrigeration diagnostic and troubleshooting procedures.

Tuesday 10/3: 8:00am – 12:00noon Cost \$100 / \$50 FAD

Shore Distributors – Salisbury, MD

Distributor Technical FAD Hours 4 / NATE CEH's 4

Beckett



- **BECKETT BURNER TRAINING**

Instructor – **Curtis Martin, Beckett Corporation**

Residential Burners – AF/AFG/NX/CG4. Controls – GeniSys oil & gas primaries and AquaSmart boiler temperature control.

Tuesday 10/10: 8:00AM —2:00PM (lunch provided) Cost \$25

Shore Distributors – Lewes, DE

QAC Electrical CEH's 4



FALL TRAINING SCHEDULE 2017



- **EVOLUTION V / INFINITY 18 VS HEAT PUMP UNITS**

Instructor – **Paul Sichau**

The primary purpose of this program is to familiarize the technician with this product, its components and its operation so that they can install and start-up a new unit, provide service and maintenance for this unit and troubleshoot problems.

Thursday 10/12: 8:00am-12:00noon Cost \$100/\$50FAD

Shore Distributors – Salisbury, MD

Distributor Technical FAD Hours 4 / NATE CEH's 4 / QAC Electrical CEH's 4



- **HYDRONICS – STEP by STEP:**

Instructor – **Leroy Squires – N.H. Yates and Co.**

A residential hydronic class designed for beginners as well as a refresher for seasoned professionals. Boiler selection, sizing, new boiler components, circulator selection, and much more....

Tuesday 10/17: 9:00am -12pm Cost \$25

Shore Distributors – Lewes, DE

Wednesday 10/18: 9:00am -12pm Cost \$25

Shore Distributors – Salisbury, MD

QAC Electrical CEH's 3



FALL TRAINING SCHEDULE 2017



SOUTHWARK METAL
MANUFACTURING COMPANY
“Duct School”



- ***AIRFLOW DYNAMICS & RESIDENTIAL DUCT SIZING***

Instructor– **Jim Mayer — Southwark Metal Mfg. Co.**

This course provides all the primary information and theory needed to understand how air flows in a residential HVAC System. It explains how the quantity of flow is calculated based on the energy demand for a particular residence and the effect that the system components have on this airflow. This course also provides more advanced information and theory needed to calculate the proper duct size in a residential forced air system. It will explain how basic air flow fundamentals must be used along with the complete information on the dwelling, all installation components, proposed equipment, and best practices for installation. Also covers the proper installation, sealing and testing of sheet metal ducting in a residential HVAC forced air system.

Thursday 10/19: 8:00am – 3:00pm (lunch provided) Cost \$75

Shore Distributors – Lewes, DE

NATE CEH's 5



FALL TRAINING SCHEDULE 2017



- **EPA REFRIGERANT CERTIFICATION COURSE & TEST**

Instructor – **Paul Sichau**

EPA approved training and testing procedures meet requirements for the types I, II, and III equipment technicians. This 13 hour (2 Day) course covers the proper handling of refrigerants controlled by EPA regulations under section 608 of the Clean Air Act of 1990. Test administered the second day of the course in the afternoon.

Tuesday 10/31: 8:00am-3:30pm (lunch provided)

Wednesday 11/29: 8:00AM – 3:00PM (lunch provided) Cost \$150

Shore Distributors – Salisbury, MD (Limit 10 Registrants)



- **BRYANT/CARRIER CONDENSING GAS FURNACES**

Instructor– **Paul Sichau**

The purpose of this program is to familiarize the technician with this product, its components and its operation so that they can install and start-up a new unit.

Thursday 11/2: 8:00am – 12:00noon Cost \$100/\$50 FAD

Shore Distributors – Lewes, DE

Distributor Technical FAD Hours 4 / NATE CEH's 4



FALL TRAINING SCHEDULE 2017



- ***ELECTRICAL THEORY & APPLICATION for HVAC***

Instructor – **Paul Sichau**

Electrical Fundamentals – provides practicing technicians with the information and knowledge necessary to accurately diagnose and solve electrical system faults.

Tuesday 11/7: 8:00am –3:30pm (lunch provided)

Wednesday 11/8: 8:00am – 3:00pm (lunch provided) Cost \$250/ FAD \$125

Shore Distributors – Salisbury, MD

Distributor Technical FAD Hours 13/NATE CEH's 13/QAC Electrical CEH's 13



- ***BRYANT/CARRIER IAQ for YOUR MARKET***

Instructor– **Paul Sichau**

This four-hour course covers Carriers indoor air quality (IAQ) products. This course gives dealers and technician's product knowledge and a clearer understanding of IAQ and Carriers comprehensive solutions to common IAQ problems. This course provides a context for choosing the right products for each homeowner and for more effectively selling of integrated home systems.

Thursday 11/9: 8:00am –12:00noon Cost \$100 / \$50 FAD

Shore Distributors – Salisbury, MD

Distributor Technical FAD Hours 4



FALL TRAINING SCHEDULE 2017



- **WRIGHTSOFT – RIGHT SUITE UNIVERSAL**

Instructor – **Alex Meaney- Wrightsoft**

Residential 2 day session includes:

Overview of RSU Right J, Right Draw, Right Duct. Describe the Project: Set up Preferences. Describe the Building using Right Draw Calculate the Load and select equipment. Right J and Manual S air distribution and sizing with Right D. Key tips and time saving techniques.

Registration is with Wrightsoft: www.wrightsoft.com Cost \$320

Wednesday 11/15: 8:00am – 4:00pm (lunch provided)

Thursday 11/16: 8:00am – 4:00pm (lunch provided)

Shore Distributors – Salisbury, MD

NATE CEH's 16 / BPI CEH's 8



- **COMBUSTION ANALYSIS & FUEL EFFICIENCY – GAS & OIL**

Instructor– **Paul Sichau**

Provides a full understanding of the combustion process, combustion test procedures and the adjustments required to maximize fuel efficiency.

Tuesday 11/21: 8:00am –4:00pm (lunch provided) Cost \$150 / FAD \$75

Shore Distributors – Lewes, DE

Distributor Technical FAD Hours 7 / NATE CEH's 7



FALL TRAINING SCHEDULE 2017



- ***BRYANT/CARRIER DLS INSTALLATION, START-UP & SERVICE***

Instructor– **Paul Sichau**

This four-hour ductless seminar provides participants with an understanding of the fundamentals of the Carrier/Bryant systems. Explore the ductless product line, features and specifications. Examine ductless product functions and operations. Review installation procedures, best practices, and testing. Identify and review startup procedures. Discuss troubleshooting codes and best practices.

Tuesday 11/28: 8:00am - 12:00pm **Cost \$100**

Shore Distributors – Salisbury, MD



- ***BRYANT/CARRIER SERVICE CONNECTIONS to REPLACEMENT***

Instructor – **Paul Sichau**

Designed to improve the problem solving ability of dealers and service technicians. Participants gain knowledge and tools they need to more confidently distinguish when replacement, repairs or system audit are in the homeowners best interest.

Thursday 11/30: 8:00am –12:00pm **Cost \$100 / \$50 FAD**

Shore Distributors – Lewes, DE

Distributor Technical FAD Hours 4

SHORE
DISTRIBUTORS



FALL TRAINING SCHEDULE 2017

**We Encourage
Professionalism**



**Through Technician
Certification by NATE**

Founded in 1997, North American Technician Excellence (NATE) is the nation's largest non-profit certification organization for heating, ventilation, air conditioning and refrigeration technicians. Headquartered in Arlington, VA, NATE is the certification organization that was developed by, and has been supported by the entire HVACR industry for nearly 20 years. NATE certification tests represent real world working knowledge of HVACR systems. Developed by a committee of industry experts nationwide, our NATE exams represent HVACR topics pertinent to contractors, educators, manufacturers and utilities alike. All of the NATE tests are rigorous, multiple-choice, knowledge-based tests and validate a technician's knowledge. NATE candidates may earn Installation and/or Service certification in one or more Specialty areas to become NATE certified.

The HVAC industry is a rapidly changing field, and today's heating and cooling systems are far more advanced than those manufactured just 10 years ago. Every year, advances in comfort and efficiency mean new and exciting options for homeowners looking to upgrade. If your HVAC technician isn't up to speed, you could be missing out on an important opportunity. Shore Distributors, Inc. believes strongly in providing our customers with the widest possible range of product choices and training solutions to help your business continue to grow & succeed.

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SERVING THE DELMARVA PENINSULA

