



Shore Training Fall 2016



- **Carrier Infinity 18 VS Heat Pump Units**

Bryant Evolution V Heat Pump Units: TECHNICAL TRAINING

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.

Distributor FAD Hours – 4; NATE Hours – 4 QAC Electrical Hours – 4
Tuesday 9/13 8:00AM-12:00PM Cost \$100 - \$50FAD Salisbury



- **Weil-McLain – High Efficiency “Hands On Technical Training”**

Instructor – **Tony Calderone, Weil Mclain**

Servicing and Troubleshooting

Controls and Review

Maintenance

NATE Hours 1.5

Tuesday 9/27 8:00-11:00am or 1:00-4:00pm Cost \$25 Salisbury



Shore Training Fall 2016



COOLING & HEATING



- **Mitsubishi Product and Sales Training**
Instructor – **Ryan Flynn, Mitsubishi**
 - *Opportunity
 - *M-Series and P-Series
 - *Controls and Accessories
 - *Warranty/ Registration/ Labor/ Financing
 - *MXZ Design Tool

Wednesday 9/28 8:00AM -11:00AM or 1:00PM - 4:00PM Lewes



- **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.
 - * Why? How to do a load calculation
 - * boiler selection
 - * piping sizing
 - * new boiler components; pressure reducer, air eliminator, expansion tank selection and function
 - * circulator selection, reading pump curves
 - * pumping away
 - * 3 speed circulation
 - * Delta T VS Delta P Variable speed pumps
 - * free with purchase, Tacos Flo Pro University

NATE Hours 3

Tuesday 10/4 9:00AM -3:00PM (lunch provided) Cost \$25 Salisbury



Shore Training Fall 2016



- **Wrightsoft –Right Suite Universal**

Residential 2 day session includes:

Instructor – **Alex Meaney, Wrightsoft**

Overview of RSU Right J, Right Draw, Right Duct.

Describe the Project: Set up Preference

Describe the Building using Right Draw

Calculate the Load and select equipment : Right J and Manual S

Air distribution and sizing : Right D

Key tips and time saving techniques.

NATE Hours 16; BPI CEU's 8

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

Tues. & Wed 10/11-12 2 Day

8:00AM – 4:00PM (lunch provided) Salisbury



SOUTHWARK METAL
MANUFACTURING COMPANY
“Duct School”



- **Air Flow Dynamics and Residential Duct Sizing/ Best Practices:**

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. This course 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.

NATE Hours 5

Thursday 10/13 8:00 – 3:00 (lunch provided) Cost \$75 Salisbury



Shore Training Fall 2016

Beckett

- **Beckett Burners Training: -- Beckett**
Residential Burners – AF/AFG/NX/CG4
Controls – GeniSys oil & gas primaries and AquaSmart boiler temperature control.
Tuesday 10/18 8:00AM —2:00PM (lunch provided) Cost \$25 Salisbury

Honeywell

- **Honeywell Training**
Instructor –**Shawn Sullivan – Honeywell**
Universal controls including Gas Valves, Hot Surface Igniters, Spark Igniters, Ignition Modules, IFC Boards, Oil Primaries and more. Red LINK WiFi and new products.
Wednesday 10/19 8:00am – 3:00pm Cost \$50 Lewes
\$75 credit towards product or a Lyric Leak Detector



- **Carrier Infinity Touch Control**
Bryant Evolution Connex Control: TECHNICAL TRAINING
Instructor – **Paul Sichau**
The purpose of this training program is to familiarize the technician with this product, its features and its operation so that they can install and start-up this control.
Distributor FAD Hours 4; NATE Hours 4; QAC Electrical Hours 4
Thursday 10/20 8:00am -12:00noon Cost \$100; \$50 FAD Salisbury



Shore Training Fall 2016



- **Mitsubishi M and P Series Field Service Seminar:**

Instructor – **Paul Sichau**

This four-hour M and P Series Field Service Seminar provides participants with an understanding of the fundamentals of Mitsubishi M and P Series Systems. During this 4 hour seminar you will be introduced to the concepts and theories of operation – including an overview of the unique technologies employed – system design, installation and the fundamentals of troubleshooting M and P Series Systems.

NATE Hours 4; IACET (International Association for Continuing Education & Training) .4 CEU's

- * Technology
- * Product Overview
- * Applications
- * System Design
- * Installation
- * System Startup
- * Operation
- * Functional Overview
- * Troubleshooting

Tuesday 10/25 8:00am -12:00noon \$100; \$50 DIAMOND Salisbury

Thurs. 10/27 8:00AM – 3:00PM (lunch provided) \$125; \$62.50 DIAMOND

Lewes Branch

LEWES BONUS: M-Series Unit Teardown



Shore Training Fall 2016



- **Systems Diagnostics & Troubleshooting Procedures: TECHNICAL TRAINING**

Instructor – **Paul Sichau**

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

Distributor FAD Hours 4; NATE Hours 4

Tuesday 11/1 8:00AM – 12:00PM \$100; \$50 FAD Lewes



- **Carrier and Bryant Condensing Furnaces: TECHNICAL TRAINING**

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.

Distributor FAD Hours 4; NATE Hours 4

Thursday 11/3 8:00AM – 12:00PM Cost \$100; \$50 FAD Salisbury



**PREFERRED
CONTRACTOR**

- **Ductboard Training –OWENS CORNING**

Tuesday 11/8 9:00AM - 12:00PM Cost \$25 Lewes

Wednesday 11/9 9:00PM - 12:00PM Cost \$25 Salisbury



Shore Training Fall 2016



- **Electrical Theory and Application for HVAC: Technical Training**
Instructor – **Paul Sichau**
Electrical Fundamentals – provides practicing technicians with the information and knowledge necessary to accurately diagnose and solve electrical system faults.
Distributor FAD Hours 13; NATE Hours 13
Tues. & Wed 11/ 15-16 8:00AM –3:30PM lunch provided
\$250; FAD \$125 Lewes



- **Combustion Analysis and Fuel Efficiency: TECHNICAL TRAINING**
Instructor– **Paul Sichau**
Provides a full understanding of the combustion process, combustion test procedures and the adjustments required to maximize fuel efficiency.
Distributor FAD Hours 7; NATE Hours 7
Tuesday 11/22 8:00am –4:00pm lunch provided
\$100; FAD \$50 Lewes



Shore Training Fall 2016



- **Carrier Service Connections to Replacement Opportunities**
Bryant Service Connections to Replacement Opportunities:
SALES AND SERVICE TRAINING

Instructor – **Paul Sichau**

This four hour course is 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.

Factory FAD Hours 4

Tuesday 11/29 8:00AM –12:00PM \$100; \$50 FAD Salisbury



- **Carrier Indoor Air Quality for your Market**
Bryant Indoor Air Quality for your Market: SALES AND SERVICE TRAINING

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.

Factory FAD Hours 4

Thursday 12/1 8:00AM –12:00PM \$100; \$50 FAD Salisbury



Shore Training Fall 2016



- **Selling Carrier Infinity Systems: SALES AND SERVICE TRAINING**

Instructor – **Paul Sichau**

This four-hour course covers Carriers Infinity System Products and an overview of Comfort Heat and Ideal Humidity Technologies. It gives dealers and technicians knowledge to provide integrated advanced comfort system solutions to homeowners. Participants learn how to educate homeowners and practice planning effective and memorable sales proposals.

CARRIER—Factory FAD Hours 4

Tues. 12/6 8:00AM –12:00PM \$100; \$50 FAD Salisbury



- **Carrier Products and Integrated Home Solutions: SALES AND SERVICE TRAINING**

Instructor – **Paul Sichau**

This eight hour course gives dealers and technicians knowledge to provide home solutions to homeowners in Carriers three integrated comfort system tiers. Participants learn how to educate homeowners and practice planning effective and memorable sales presentations.

CARRIER—Factory FAD HOURS 8

Thurs 12/8 8:00AM – 5:00PM (lunch provided) \$200; \$100 FAD Salisbury