

2012



Technical & Sales
TRAINING SCHEDULE

2012 Technical & Sales TRAINING SCHEDULE

TECHNICAL TRAINING



NATE Review

| DAY | DATE | LOCATION | TIME | COST |
|-----|-------------|----------|------------|----------------------|
| THU | 2/23 | Dulles | 8am to 3pm | \$175.00/exam |

The class will include an overview of the following exams: Core, Air Conditioning, Heat Pumps, Gas Furnaces. One exam minimum.

| | | | | |
|-----|------------|-----------|------------|----------------------|
| TUE | 4/3 | Salisbury | 8am to 3pm | \$175.00/exam |
|-----|------------|-----------|------------|----------------------|

The class will include an overview of the following exams: Core, Air Conditioning, Heat Pumps, Gas Furnaces. One exam minimum.

| | | | | |
|-----|-------------|----------|------------|----------------------|
| MON | 9/10 | Rosedale | 8am to 3pm | \$175.00/exam |
|-----|-------------|----------|------------|----------------------|

The class will include an overview of the following exams: Core, Air Conditioning, Heat Pumps, Gas Furnaces. One examine minimum.

| | | | | |
|-----|-------------|-----------|------------|----------------------|
| WED | 11/7 | Salisbury | 8am to 3pm | \$175.00/exam |
|-----|-------------|-----------|------------|----------------------|

The class will include an overview of the following exams: Core, Air Conditioning, Heat Pumps, Gas Furnaces. One exam minimum.



NATE Exam

| DAY | DATE | LOCATION | TIME | |
|-----|-------------|-----------|-------------|-----------------|
| FRI | 2/24 | Dulles | 8am to 12pm | 4 hour exam day |
| WED | 4/4 | Salisbury | 8am to 12pm | 4 hour exam day |
| TUE | 9/11 | Rosedale | 8am to 12pm | 4 hour exam day |
| THU | 11/8 | Salisbury | 8am to 12pm | 4 hour exam day |

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TECHNICAL TRAINING



Commercial RTU's

Economizers and VFD's, Commercial Splits, Simplicity PC

Course Description: The class will include an overview of the: applications, components, accessories, controls and innerfacing software of the Predator package unit and commercial split system. The Technician will have an understanding of: Installation, proper start up procedures, troubleshooting and maintenance.

Qualifies for 6 hours of NATE recertification!

| DAY | DATE | LOCATION | TIME |
|-----------|----------------|-----------|---------------------|
| TUE & WED | 2/21-22 | Dulles | 8am to 3pm each day |
| TUE & WED | 3/27-28 | Rosedale | 8am to 3pm each day |
| TUE & WED | 9/25-26 | Salisbury | 8am to 3pm each day |

Cost: \$200 Includes all materials, text and lunch

Heat Pumps

Installation and Troubleshooting

Course Description: This class is designed to give the technician an in depth knowledge and product familiarization for: proper installation, start up and adjustments, sequence of operation and maintenance. The class will also discuss the features and benefits of the products along with the communicating control.

Qualifies for 6 hours of NATE recertification!

| DAY | DATE | LOCATION | TIME |
|-----|-------------|-----------|------------|
| TUE | 2/28 | Rosedale | 8am to 3pm |
| WED | 2/29 | Dulles | 8am to 3pm |
| THU | 3/1 | Salisbury | 8am to 3pm |

Cost: \$100 Includes all materials, text and lunch

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TECHNICAL TRAINING



Climate Master 202

Course Description: This 2 day seminar is designed to provide contractors with the knowledge required to properly apply, install and trouble shoot Climate Master ground source heat pumps. Everyone looking to enter this exciting and lucrative segment of the industry would benefit from attending. The Climate Master factory trained instructors will cover the following: Climate Master Design, Application and Software Power Point. GeoDesigner Software, Sales Proposal, Pressure Drop Spread Sheet, Residential Service and Installation. Residential Service and Installation Test.

Qualifies for 6 hours of NATE recertification!

| DAY | DATE | LOCATION | TIME |
|-----------|----------------|-----------|---------------------|
| MON & TUE | 3/19-20 | Rosedale | 8am to 5pm each day |
| WED & THU | 3/21-22 | Dulles | 8am to 5pm each day |
| TUE & WED | 10/2-3 | Salisbury | 8am to 5pm each day |

Cost: \$100

Mr. Slim Field Service Seminar



Course Description: This class is designed to acquire the in-depth knowledge and skills needed to install and troubleshoot Mr. Slim M&P-series systems. Throughout the 2-day Mr. Slim Service Course, you will be introduced to the concepts and theories of Mr. Slim system operation, including an in-depth functional study of the unique technologies employed. From there, you will move into detailed discussions surrounding the theories of properly applying, installing and troubleshooting Mr. Slim M&P-series systems.

| DAY | DATE | LOCATION | TIME |
|-----|--------------|-----------|------------|
| TUE | 4/17 | Salisbury | 8am to 4pm |
| WED | 4/18 | Rosedale | 8am to 4pm |
| THU | 4/19 | Dulles | 8am to 4pm |
| TUE | 10/23 | Salisbury | 8am to 4pm |
| WED | 10/24 | Rosedale | 8am to 4pm |
| THU | 10/25 | Dulles | 8am to 4pm |

Cost: \$100

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TECHNICAL TRAINING



Manual D / Manual J / Air Properties / Measurements

Course Description: Residential and Commercial air flow measurements and duct calculations. Air properties and characteristics will be covered. We will also introducing Wright Soft software to perform Manual D and Manual J calculations.

| DAY | DATE | LOCATION | TIME |
|-----|--------------|----------|------------|
| TUE | 4/10 | Rosedale | 8am to 4pm |
| THU | 10/11 | Rosedale | 8am to 4pm |

Cost: \$100



Climate Master New TZ and Water To Water Training

Course Description: The Climate Master trainers have developed a new module that covers the new TZ unit and also spends a considerable amount of time on Water to Water.

| DAY | DATE | LOCATION | TIME |
|-----|-------------|----------|------------|
| MON | 4/23 | Rosedale | 8am to 3pm |

Cost: No Charge

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TECHNICAL TRAINING



Zoning Controls Overview

Service / Install EWC, Honeywell, Wattmaster, YCCS, Zonex

Course Description: The class is designed to cover how to zone air with different manufacturers products. Overview of: Installation, Service, and trouble shooting. Zoning technics, accessories.

| DAY | DATE | LOCATION | TIME |
|-----|-------|----------|------------|
| WED | 4/25 | Rosedale | 8am to 4pm |
| THU | 10/18 | Rosedale | 8am to 4pm |

Cost: \$100



Gas Furnace

Installation and Troubleshooting

Course Description: This class is designed to give the technician an in depth knowledge and product familiarization for: proper installation, start up and adjustments, sequence of operation and maintenance. The class will also discuss the features and benefits of the products along with the communicating and modulating controls.

Qualifies for 6 hours of NATE recertification!

| DAY | DATE | LOCATION | TIME |
|-----|------|-----------|------------|
| TUE | 9/18 | Dulles | 8am to 3pm |
| WED | 9/18 | Rosedale | 8am to 3pm |
| THU | 9/20 | Salisbury | 8am to 3pm |

Cost: \$100

Reznor

REZNOR®

Unit Heaters, MUA, Infrared

Course Description: This class will cover installation and service of: Gas Fired unit heaters, 100% outside air Gas Fired Make Up Air units, Gas Fired Infrared heaters. Familiarization of the: sequence of operation, control options, proper start up procedures and maintenance.

| DAY | DATE | LOCATION | TIME |
|-----|-------|----------|------------|
| TUE | 10/16 | Rosedale | 8am to 3pm |

Cost: \$100

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REGISTRATION FORM



Last Name: _____

First Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone Work: _____

Phone Home: _____

Email: _____

I would like to register for the following classes:

Class Description _____ Cost: _____

Class Description _____ Cost: _____

Class Description _____ Cost: _____

Class Description _____ Cost: _____

Class Description _____ Cost: _____

TOTAL \$ _____

PLEASE REGISTER BEFORE ((DATE))

Call Linda @ 410-866-6800 ext. 1300, Fax to: 410-866-1048

Credit Cards Accepted: *(Circle One)* Mastercard Visa Discover

Number: _____

Expiration Date: _____ Code: _____

Signature: _____



**UNITED PRODUCTS
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