

REGISTRATION FORM

**ALL CLASSES WILL BE HELD AT:
EMERSON-SWAN: 300 POND STREET
RANDOLPH, MA 02368**

- [] MARCH 1, 2012 - BASIC ELEC. & HYDRONICS
- [] MARCH 13, 2012 - ADVANCED PIPING
- [] MARCH 15, 2012 - FLOPRO SOFTWARE
- [] MARCH 27, 2012 - RENEWABLE ENERGY
- [] MARCH 29, 2012 - DILIGENT DESIGN
- [] APRIL 10, 2012 - BASIC HYDRONICS
- [] APRIL 12, 2012 - BASIC ELECTRICITY
- [] APRIL 24, 2012 - DOMESTIC HOT WATER
- [] APRIL 26, 2012 - FLOPRO SOFTWARE
- [] MAY 8, 2012 - DILIGENT DESIGN
- [] MAY 10, 2012 - SELLING HYDRONICS
- [] MAY 30, 2012 - DOMESTIC HOT WATER
- [] MAY 31, 2012 - FLOPRO SOFTWARE
- [] JUNE 12, 2012 - RENEWABLE ENERGY
- [] JUNE 14, 2011 - DILIGENT DESIGN
- [] JUNE 19, 2012 - DOMESTIC HOT WATER
- [] JUNE 21, 2012 - FLOPRO SOFTWARE

Lunch will be served on full day sessions

Name _____

Company _____

Address _____

City _____

State _____ Zip _____

Telephone _____

Email _____

Names Attending _____

Payment:

[] Check [] MasterCard [] Visa [] AMEX

CC# _____

Exp _____ CID# _____

Amount applied to CC or Check enclosed \$ _____

Name/billing address of cardholder: [] Same as above

**Please Fax Form To (781) 986-2028 Attn: Judi Or
Mail Form To PO Box 783 Randolph, MA 02368**

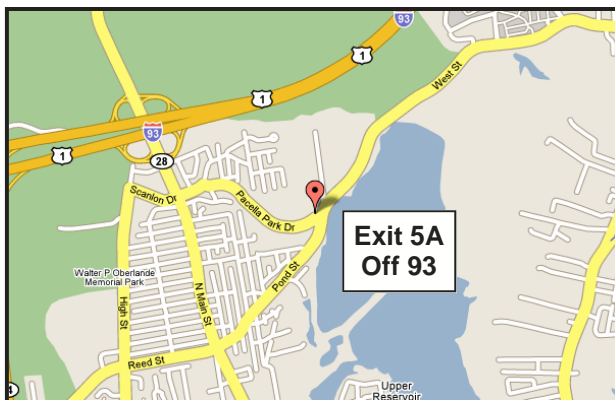
About Our Trainer:



Bruce Marshall began his career in the heating industry in 1968 as an oil truck driver in South Boston. From there he went on to become a heating service technician, independent heating contractor and oil company owner.

In 1987 he began teaching oil burner technology at New England Fuel Institute. Then in 1992, he went to work as a boiler company representative in eastern Massachusetts. During that period he gained a reputation as a "hands-on" instructor. In 1998, he went to work for a pump manufacturer covering all of New England and New York. He developed a training program to teach technicians pump technology.

In 2005, Bruce joined Emerson-Swan as the Training Coordinator. Today he trains and shares his experiences with installers, wholesalers and other individuals involved in our industry. Bruce can be reached by phone at 781-986-2000 extension 118 or by email at: bmarshall@emersonswan.com



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ES EMERSON SWAN 2012 WINTER/SPRING



TRAINING BROCHURE



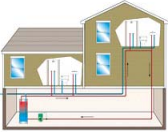
For more information or to register visit
www.emersonswan.com

Or call (800) 346 - 9215 and ask for Judi



Renewable Energy: This seminar will explore both new and upgraded technologies in renewable energy. The latest innovations in solar thermal for heating and domestic hot water will be discussed. We will discuss the various types of geothermal systems in use today and how they are among the most energy efficient and comfortable heating and cooling technologies currently available.

Cost: \$80
Dates: 3/27, 6/12
Times: 9:00am - 4:00pm



Domestic Hot Water (DHW): This seminar will explore traditional methods of generating domestic hot water; tankless coils, tank style heaters, plate exchangers, and indirect water heaters. We will look at some common errors made in equipment sizing and selection and then apply it to some examples. We will take look at some of these new technological advances such as instantaneous water heaters, solar, heat pumps and hybrids to see where the industry is going for the next generation.

Cost: \$40
Dates: 4/24, 5/30, 6/19
Times: 12:00pm - 4:00pm



Diligent Design = Maximum Return: This seminar will explore ways to maximize the ROI on heating systems by utilizing new concepts in heating such as hybrid heaters, heat pumps, low temperature emitters, and condensing technology. Energy savings can come from a variety of sources besides fuel efficiency. The key to maximizing energy efficiency is component use and application. We will take a look at various heating system components and examine how they can work with or against each other affecting overall system performance.

Cost: \$40
Dates: 3/29, 5/8, 6/14
Times: 12:00pm - 4:00pm



FloPro Software: In this all day session, you will learn the ins and outs of the Taco FloPro Hydronic System Designer software. FloPro Designer automatically calculates system heat loss/heat gain and assists in the design of any type of residential hydronic system (heating, cooling, baseboard, radiant, fan coil, etc.) more easily, faster and with fewer errors.

The software also does system design for baseboard loops and radiant manifolds. It sizes pipe and selects the properly sized boilers, valves, expansion tanks, circulators and much more! Then it assembles a complete Taco parts list for the system you just designed, all automatically on your computer.

For this session you will need a PC laptop (does not work on Apple), a mouse (touch pads are difficult to work with) a mouse pad and have the software pre-loaded. Taco's new, free FloPro Hydronic System Design Software is now available exclusively to Taco FloPro Team members. To sign-up to become a Taco FloPro member and to download this software, visit <http://flopro.taco-hvac.com/> today.

Cost: \$80
Dates: 3/15, 4/26, 5/31, 6/21
Times: 9:00am - 4:00pm



Selling Hydronics: In order to be a successful heating contractor today, you need to have good mechanical skills, good sales skills, and good business skills. Unfortunately many people in our

industry possess only one or two of these skills. In this seminar, we will give you some ideas to help you sell more effectively and increase your profit margin. You will learn the difference between application based selling and product based selling and why one is better than the other. You will learn the main objections to selling and how to overcome them. We will show you how easy it is to lose money and not even realize it.

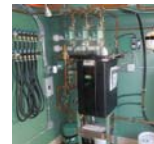
Cost: \$80
Dates: 5/10
Times: 9:00am - 4:00pm



Basic Electric: This seminar is about basic electricity and low voltage controls. If you are intimidated by electricity or just don't get it, this is for you. We will explain series and parallel circuitry. Ohm's Law and the relationship between volts, amps, watts and ohms will be taught. Various electrical components such as transformers, relays, zone valves, and multiple controls will be thoroughly explained. You will learn useful information such as compatibility between Honeywell and Taco controls. Outdoor reset and priority zoning will also be discussed.

Basic Hydronics: This seminar will explain how heat is transferred from water to air. Convection, conduction, and radiant concepts will be covered. An explanation of the components of a heating system and their relationship to each other will be given. The course covers boilers, pressure reducing valves, relief valves, expansion and compression tanks, air scoops, Vortech air separators, flow checks, integral flow checks, pumps and circulators, zone valves, and Venturi tees. The relationship between BTU, GPH, and Delta T will be thoroughly explained and some "rules of thumb" explained. The concept of "pumping away" and why it should be utilized will be explained in depth.

Dates: 3/1 (Both Classes For \$80), 4/10 Hydronic (\$40), 4/12 Electric (\$40)
Times: 3/1 9:00am - 4:00pm, 4/10 & 4/12 12:00pm - 4:00pm



Advanced Piping: This seminar will concentrate on hydronic principals such as the point of no pressure change, the universal hydronic formula, calculating head loss, and pipe sizing. The proper technique to calculate water temperature through the system will be illustrated and you will see why the proper placement of equipment in the system is so important. You will learn the correct piping arrangements that work with today's high efficiency modulating condensing boilers and why piping like a conventional boiler is a mistake.

Cost: \$40
Dates: 3/13
Time: 12:00pm - 4:00pm

Register Online At www.emersonswan.com