



## TRAINING SCHEDULE 2011

Renewable Energy ♦ Selling Hydronics ♦ FloPro ♦ Basic Electric & Hydronics ♦ Diligent Design ♦ DHW

**Class Location: 300 Pond St. Randolph, MA 02368 | Phone: (781) 986 – 2000 | Fax: (781) 986 – 2028**



**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. These new concepts mean that solar is more efficient than ever so we will take a look at where we are today and how the equipment has evolved over the years. 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: 09/01/11 & 10/25/11 from 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. The attendee will gain a good understanding of the sales process and how to apply it to make their business more profitable and successful. Cost: \$80

**Dates: 09/15/11 & 10/20/11 9:00am – 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. Class size is limited to 12 per session. Cost: \$80

**Dates: 09/20/11 & 10/18/11 & 11/15/11 from 9:00am – 4:00pm**



**Basic Electric & Hydronics:** 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. The attendee will gain an understanding of basic electricity and controls used in the heating industry. This course will be of value from the beginner to the experienced technician.

Part two 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. Near boiler piping including by-pass location will be studied. Proper piping techniques will also be covered; series loop systems, 2 pipe direct return, 2 pipe reverse return, mono-flo, and primary / secondary piping. Cost: \$80

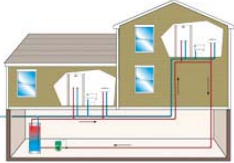
**Dates: 10/06/11 & 11/08/11 from 9:00am – 4:00pm**



**NEW**

**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: \$80

**Dates: 10/04/11 & 11/10/11 from 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. There have been many new developments in hot water heating in the last few years. 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: \$80

**Dates: 10/27/11 from 9:00am – 4:00pm**

**REGISTRATION FORM**

**3 Ways To Register:**

1. Go online to <https://www.emersonswan.com/resources/book-training.html>
2. Complete this form and fax it to (781) 986-2028 attn: Judi
3. Complete this form and mail it to Emerson-Swan, 300 Pond St. Randolph, MA 02368 attn: Judi

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| <input type="checkbox"/> 09/01/11 Renewable Energy        | <input type="checkbox"/> 10/20/11 Selling Hydronics       |
| <input type="checkbox"/> 09/15/11 Selling Hydronics       | <input type="checkbox"/> 10/25/11 Renewable Energy        |
| <input type="checkbox"/> 09/20/11 FloPro Software         | <input type="checkbox"/> 10/27/11 DHW                     |
| <input type="checkbox"/> 10/04/11 Diligent Design         | <input type="checkbox"/> 11/08/11 Basic Elec. & Hydronics |
| <input type="checkbox"/> 10/06/11 Basic Elec. & Hydronics | <input type="checkbox"/> 11/10/11 Diligent Design         |
| <input type="checkbox"/> 10/18/11 FloPro Software         | <input type="checkbox"/> 11/15/11 FloPro Software         |

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

All classes are \$80.00 and run from 9:00 am — 4:00 pm. Classes include a continental breakfast and lunch. A \$10.00 per person discount will be given if 3 or more people register from the same company. All fees must accompany the enrollment form. Please make checks payable to Emerson-Swan, Inc.

**Fees are non-refundable within 7 days of the seminar date.**

Credit Card Number \_\_\_\_\_ Exp \_\_\_\_\_ CID \_\_\_\_\_

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\* Check must be mailed with registration form to Emerson-Swan: 300 Pond St. Randolph, MA 02368 attn: Judi  
You must register for each class. Class will be held at Emerson-Swan: 300 Pond St. Randolph, MA 02368 from 9:00am – 4:00pm. Breakfast, lunch and various training material will be provided at each class.