

<b>Air Purchases Training 2011 (781) 273-2050</b>							
<b>Course</b>	<b>Location</b>	<b>Date</b>	<b>Time</b>	<b>Day</b>	<b>Cost</b>		
VSPD ECM	Hyannis	3/10/2011	4PM-8PM	Thursday	\$99.00		
VSPD ECM	Manchester	3/29/2011	4PM-8PM	Tuesday	\$99.00		
VSPD ECM	Burlington	3/31/2011	4PM-8PM	Thursday	\$99.00		
Comm Systems	Burlington	4/14/2011	4PM-8PM	Thursday	\$75.00		
CommSystems	Hyannis	4/21/2011	4PM-8PM	Thursday	\$75.00		
Comm Systems	Manchester	5/5/2011	4PM-8PM	Thursday	\$75.00		
TTM/Hyp Rollout	Burlington	5/11/2011	4PM-8PM	Wednesday	No Cost		
Open NATE Exam	Burlington	5/12/2011	4PM-8PM	Thursday	\$150 per test		
TTM/Hyp Rollout	Hyannis	5/18/2011	4PM-8PM	Wednesday	No Cost		
Open NATE Exam	Hyannis	5/19/2011	4PM-8PM	Thursday	\$150 per test		
TTM/Hyp Rollout	Manchester	5/25/2011	4PM-8PM	Wednesday	No Cost		
Open NATE Exam	Manchester	5/26/2011	4PM-8PM	Thursday	\$150 per test		
Gas Furnace	Burlington	9/15/2011	4PM-8PM	Thursday	\$65.00		
Gas Furnace	Hyannis	9/29/2011	4PM-8PM	Thursday	\$65.00		
Gas Furnace	Manchester	10/13/2011	4PM-8PM	Thursday	\$65.00		
Heat Pump	Burlington	10/27/2011	4PM-8PM	Thursday	\$65.00		
Heat Pump	Hyannis	11/10/2011	4PM-8PM	Thursday	\$65.00		
Heat Pump	Manchester	12/1/2011	4PM-8PM	Thursday	\$65.00		
Trane RTU	Burlington	12/15/2011	4PM-8PM	Thursday	\$135.00		
Trane RTU	Hyannis	1/12/2012	4PM-8PM	Thursday	\$135.00		
Trane RTU	Manchester	1/26/2012	4PM-8PM	Thursday	\$135.00		
<b>Cool Smart</b>	<b>Alternate Tuesdays starting 3/1/11. See pdf for full information.</b>						
Classes offered:	<b>Duct Testing (DT) 101 (Alternate Tues starting 3/1/11) 8-11 a.m. Fee: \$100 ** Open to all contractors</b>						
	<b>QIV Refresher (Alternate Tues starting 3/8/11) 8-11 a.m. No cost. Must have valid 2010 Cool Smart Tech ID</b>						
	<b>Intro to Cool Smart (Tuesdays starting 3/01/11 11:30 - 1:00 p.m. No Cost. Open to all contractors.</b>						
	<b>All classes take place at Air Purchases in Burlington.</b>						
	<b>* NO CLASSES ON 3/29/11</b>						
	<b>** \$100 reimbursable fee (DT101) per tech when your company purchases duct blaster, tests a site, and submits Duct Sealing Reduction form in 2011. If multiple techs trained you must submit an equal number of completed forms, and will be reimbursed \$100 each, up to the total number of technicians trained.</b>						



**Trane Variable Speed Certification**

Taking HVAC *Outside* the box

▶ **Training Overview:**

This course is designed for the dealer selling Trane ECM-based variable speed systems. We will cover the features and benefits of ECM systems as well as installation, set-up and servicing of ECM-based variable speed systems, including multi-stage 20 SEER split systems.

▶ **Outline:**

- Consumer benefits of ECM technology
- Application and proper equipment selection for variable speed systems
- Installation, start-up and system charging
- Operation and service trouble shooting
- Wiring variations and effects on air flow

▶ **Course Materials Include:**

- Trane ECM Service Manual
- Two-Step Scroll Systems Service Manual
- Regal Beloit ECM Manual
- Trane ECM Tester
- Trane ECM Go/No Go Tester

**Cost: \$99.00**

Qualifies for NATE CEUs



This course counts as 4 CEUs towards NATE recertification in the following specialties:

- AC Service
- AC Installation
- Gas Furnace Installation
- Gas Furnace Service
- Heat Pump Installation
- Heat Pump Service
- Air Distribution Installation
- Air Distribution Service
- Oil Furnace Installation
- Oil Furnace Service

NATE Course ID# 1813-0010  
Air Purchases Ref# TRNVSPD0001

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207



*Attend at a location convenient to you (pizza included):*

<b>March 10</b> 4-8 p.m. Air Purchases <b>Hyannis, MA</b>	<b>March 29, 2011</b> 4-8 p.m. Engel HVAC <b>Manchester, NH</b>	<b>March 31, 2011</b> 4-8 p.m. Air Purchases <b>Burlington, MA</b>
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**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **Payment must be made in advance of class.** Check, VISA or MC only.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Credit card# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

**Indicate location:** [ ] Hyannis [ ] Manchester [ ] Burlington



**Trane Communicating Systems**

Taking HVAC *Outside* the box

▶ **Training Overview:**

Designed for installers and service technicians working with Trane communicating systems. Course covers features and benefits, installation application considerations, and trouble shooting.

▶ **Outline:**

- Applying Communicating Systems
- 95% Efficiency 3-Stage Communicating Gas Furnace
- 95% Efficiency Communicating/Modulating Gas Furnace
- 80% Communicating Gas Furnace Models
- 20 SEER XL20i Communicating Dual Compressor AC & Heat Pumps

▶ **Course Materials Include:**

- Communicating Systems Service Manual
- Communicating 2 Compressor Service Manual
- Communicating Systems Troubleshooting Flow Chart Guide
- Alert Code Addendum
- Communicating Serial Motor Tester

**Cost: \$75.00**

Qualifies for NATE CEUs



This course counts as 4 CEUs towards NATE recertification in the following specialties:

- AC Service
- AC Installation
- Gas Furnace
- Gas Furnace Service
- Heat Pump Installation
- Heat Pump Service

NATE Course ID# 1813-0018

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207



*Attend at a location convenient to you (pizza included):*

<b>April 14, 2011</b> 4-8 p.m. Air Purchases Burlington, MA	<b>April 21, 2011</b> 4-8 p.m. Air Purchases Hyannis, MA	<b>May 5, 2011</b> 4-8 p.m. Engel HVAC Manchester, NH
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Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Credit card# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

Indicate location: [ ] Burlington [ ] Hyannis [ ] Manchester

**Trane Hyperion™ Air Handler & XB300**

Taking HVAC *Outside* the box

**Come and learn about these exciting new products from Trane!**

▶ **Trane Hyperion Air Handler**

*A highly advanced, industry-exclusive offering!*  
We will cover the selection, application, installation and set-up of the new Trane Hyperion TAM7 air handler with electronic TXV. The Hyperion will replace the current variable speed 4TEE air handlers.

- Air-Tite™ construction
- One-person install
- Side return
- Electronic TXV valve
- Multi-position



▶ **Trane XB300 Family**

We will also cover the special application requirements of Trane's XB300 family of condensing units with the new Climatuff coil with micro-channel.

- Trane's New 13 SEER competitive offering
- Smaller ( all units 29" tall )
- Lighter 1 ½ ton is 177 lbs, 5 ton is only 194 lbs – fits easily in a van
- New micro channel coil
- Same durability and reliability you've come to expect from Trane



**Cost: No charge**

Qualifies for NATE CEUs



This course counts as 5 CEUs towards NATE recertification in the following specialties:

- AC Service
- AC Installation
- Heat Pump Installation
- Heat Pump Service
- Air Distribution Install
- Air Distribution Service
- HVAC Efficiency: Senior

Nate Course ID # 1813-0020

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207



**Attend at a location convenient to you (pizza included):**

<b>May 11, 2011</b> 4-8 p.m. Air Purchases <b>Burlington, MA</b>	<b>May 18, 2011</b> 4-8 p.m. Air Purchases <b>Hyannis, MA</b>	<b>May 25, 2011</b> 4-8 p.m. Engel HVAC <b>Manchester, NH</b>
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**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **There is no charge to attend this class.**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

**Indicate location:** [ ] Burlington [ ] Hyannis [ ] Manchester

Open NATE Exam

Taking HVAC *Outside* the box

About You:

\_\_\_\_\_

Last Name                      First Name                      MI

\_\_\_\_\_

Daytime Phone#                      E-mail address

\_\_\_\_\_

Mailing Address

\_\_\_\_\_

City                      State                      Zipcode

About Your Employer:

\_\_\_\_\_

Company Name

\_\_\_\_\_

Daytime Phone#                      Fax

\_\_\_\_\_

Mailing Address

\_\_\_\_\_

City                      State                      Zipcode

Exam Info:

Please check off appropriate choices (either CORE plus one specialty, or TWO specialties). Cost is \$150.00 per class.  
 CORE exam    AC Specialty    Air Distribution Specialty    Gas Heating Specialty    Heat Pump Specialty    Oil Heating Specialty

Technician Info:

Please check ONE technician type.    Installation    Service

Attend at a location convenient to you (pizza included):

<b>May 12, 2011</b>	<b>May 19, 2011</b>	<b>May 26, 2011</b>
4-8 p.m.	4-8 p.m.	4-8 p.m.
Air Purchases	Air Purchases	Engel HVAC
Burlington, MA	Hyannis, MA	Manchester, NH

**COST: \$150.00 per class**  
**Passing CORE and at least one specialty exam is required for certification. Exam lasts four hours, which is adequate time to take a CORE and ONE specialty exam.**

Please arrive 20 minutes prior to class time.

**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **Payment must be made in advance of class.** Check, VISA or MC only.

Please complete: \$150.00 x # classes \_\_\_\_\_ = \$ \_\_\_\_\_ Total Cost

Name on Credit Card (please print): \_\_\_\_\_

CC# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

Billing address if different: \_\_\_\_\_

Indicate location:    Burlington    Hyannis    Manchester, NH



**Trane Furnace Installation & Service**

Taking HVAC *Outside* the box

▶ **Training Overview:**

This course is for installation and service technicians looking for a greater understanding of Trane furnace installation, operation and troubleshooting techniques.

▶ **Outline:**

- Furnace installation
- Confined space requirements
- Vent system applications
- Wiring
- Variable speed benefits
- Variable speed set up
- Enhanced mode operation
- Manufacture housing requirements
- Propane conversions
- Furnace service and trouble shooting techniques
- Ignition systems
- Variable speed inducers
- ECM blower trouble shooting

▶ **Course Materials Include:**

- LitePort Troubleshooting Guide
- SINI Furnace Troubleshooting Guide

*Attend at a location convenient to you (pizza included):*

<b>Sept 15, 2011</b>	<b>Sept 29, 2011</b>	<b>Oct 13, 2011</b>
4-8 p.m.	4-8 p.m.	4-8 p.m.
Air Purchases	Air Purchases	Engel HVAC
<b>Burlington, MA</b>	<b>Hyannis, MA</b>	<b>Manchester, NH</b>

**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **Payment must be made in advance of class.** Check, VISA or MC only.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Credit card# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

Indicate location: [ ] Burlington [ ] Hyannis [ ] Manchester

**Cost: \$65.00**

Qualifies for NATE CEUs



This course counts as 5 CEUs towards NATE recertification in the following specialties:

- Gas Furnace Installation
- Gas Furnace Service

NATE Course ID# 1813-0005  
Air Purchases Ref# TRNFURN001

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207





**Trane Heat Pumps**

**Taking HVAC *Outside* the box**

▶ **Training Overview:**

This course is designed to provide attendees with a greater understanding of Trane heat pump operation, application, installation, and trouble shooting.

▶ **Outline:**

- Equipment selection and the implications of unrated systems
- Line sizing
- Installation
- Electrical requirements and wiring
- Calculating system balance point
- Controls and operation
- Hybrids (dual-fuel systems)
- Variable speed set-up
- Measuring system airflow
- TXVs
- System charging
- Service troubleshooting

▶ **Course Materials Include:**

HP Mini-Guide; HP Components Guide; HP Service Guide

*Attend at a location convenient to you (pizza included):*

<p><b>Oct 27, 2011</b> 4-8 p.m. Air Purchases <b>Burlington, MA</b></p>	<p><b>Nov 10, 2011</b> 4-8 p.m. Air Purchases <b>Hyannis, MA</b></p>	<p><b>Dec 1, 2011</b> 4-8 p.m. Engel HVAC <b>Manchester, NH</b></p>
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**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **Payment must be made in advance of class.** Check, VISA or MC only.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Credit card# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

**Indicate location:** [  ] Burlington [  ] Hyannis [  ] Manchester

**Cost: \$65.00**

Qualifies for NATE CEUs



This course counts as 5 CEUs towards NATE recertification in the following specialties:

- AC Installation
- AC Service
- Heat Pump Installation
- Heat Pump Service

NATE Course ID# 1813-0008  
Air Purchases Ref# TRNHP0001

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207



# Trane Light Commercial Micro-Controls

## Taking HVAC *Outside* the box

▶ **Training Overview:**

Course is designed for technicians servicing Trane Voyager and Precedent package units with micro-electronic controls.

▶ **Outline:**

- Micro-electronic components and acronyms
- Micro-electronics operation
- Installation
- Micro-electronic troubleshooting procedures
- Voyager ignition and combustion

▶ **Course Materials Include:**

- Voyager Ignition and Combustion Manual
- Voyager Micro-controls Manual
- Reliatel Microprocessor Controls Manual

*Attend at a location convenient to you (pizza included):*

<b>Dec 15, 2011</b> 4-8 p.m. Air Purchases <b>Burlington, MA</b>	<b>Jan 12, 2012</b> 4-8 p.m. Air Purchases <b>Hyannis, MA</b>	<b>Jan 26, 2012</b> 4-8 p.m. Engel HVAC <b>Manchester, NH</b>
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**Registration:** Mail or fax your completed form to Sharon Mangano, Air Purchases, 24 Blanchard Road, Burlington, MA 01803 Fax: (781) 229-0207. **Payment must be made in advance of class.** Check, VISA or MC only.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Credit card# \_\_\_\_\_ Exp : \_\_\_\_\_ CCV: \_\_\_\_\_

**Indicate location:** [ ] Burlington [ ] Hyannis [ ] Manchester

**Cost: \$135.00**

Qualifies for NATE CEUs



This course counts as 5 CEUs towards NATE recertification in the following specialties:

- AC Service
- AC Installation
- Gas Furnace Installation
- Gas Furnace Service
- Heat Pump Installation
- Heat Pump Service

Nate Course ID # 1813-0011  
Course# TRNMICROCONTROLS0001

Air Purchases, Inc.  
24 Blanchard Rd.  
Burlington, MA 01803  
(781) 273-2050  
Fax: (781) 229-0207





# COOL SMART Contractor Training Opportunities

## Air Purchases of Burlington MA

hosts trainings that are key to your success in earning top rewards as a Cool Smart contractor!

Class	Date	Time	Fee	Requirements
<b>DUCT TESTING (DT) 101</b>	Alternate Tuesdays, starting <b>3/01/11*</b>	8:00am - 11:00am	\$100**	Open to all contractors
<b>QIV REFRESHER TRAINING</b>	Alternate Tuesdays, starting <b>3/08/11</b>	8:00am - 11:00am	<b>No Cost</b>	<b>Must have valid 2010 Cool Smart tech ID</b>
<b>INTRO TO COOL SMART</b>	Tuesdays, starting <b>3/01/11</b>	11:30 -1:00pm	<b>No Cost</b>	Open to all contractors

*Coffee and donuts will be served at the morning sessions*

\*There will be **NO** class on Tuesday, 3/29/11. Sessions alternate or as demand for refreshers dictates.

\*\* \$100 *reimbursable fee* (for DT 101), per technician. Your Company will be reimbursed when you purchase a duct blaster, test a site, and submit a Duct Sealing Reduction form in 2011. If multiple technicians are trained, you must submit an equal number of completed forms in 2011, and will be reimbursed \$100 each, up to the total number trained.

### DUCT TESTING 101 (DT 101): HOW & WHY MEASURE AIRFLOW

- o Learn and use the tools that measure system airflow and a Duct Blaster to measure system duct leakage
- o See why proper airflow and sealed ducts mean that you can TRUST THE MANUAL J LOAD CALC
- o Learn to beat your competition by selling high efficiency, right-sized systems
- o You can earn a duct sealing reduction incentive of \$2.00 per CFM reduction , up to \$600 per house. Pre and Post Testing required

### QIV REFRESHER TRAINING

Target Audience: Trained Technicians with valid ID numbers

- o If you completed less than (5) QIVs in 2010 you must attend this class to remain active with Cool Smart QIV,
- o Sharpen your knowledge of Superheat/Subcooling
- o See how approved electronic tools improve accuracy and speed of measurements
- o Q&A opportunity with our Technical Training Staff
- o Calibrate your Cool Smart- approved QIV tools prior to attending or do it after class. ***MUST BRING TOOLS AND CHARTS TO CLASS!***

\*This is a Refresher course for already trained technicians. For new technicians, attending the "Duct Testing 101" course is a prerequisite. *Do not attend this class if you do not have a valid Tech ID in 2010.* All techs with valid IDs from 2010 are welcome but limited to 20 techs per session.

### INTRODUCTION TO COOL SMART

- o 2011 Customer Rebates
- o Duct Testing will add profit to every attic replacement
- o Quality Installation Verification (QIV) incentives can be earned on Service and new installs
- o Learn about Contractor Incentives that can total as much as \$2,500 per job!

This class is recommended for Owner/Operators, Sales/Office Staff, Service and Installation Managers

**We will get your staff into the correct courses to maximize your time and 2011 Contractor Incentives!**

**Don't delay, contact Sharon Carlino to register!**

Phone: 508-365-3260 Email: sharon.carlino@csgroup.com  
For more information on COOL SMART, visit [www.masssave.com](http://www.masssave.com)



## RST Thermal 2011 Training Schedule

372 University Avenue, Westwood, MA 02090

(781) 320-9910 Fax: (781) 320-9906

**Contemporary Hydronics:** A full-day class where you will learn about the heart of the RST Thermal Systems approach. Learn why, when and where to use condensing stainless steel boilers, smart pumps, residential and light commercial controls, and low water content, low temperature, low water radiators. This one-day class covers all aspects of hydronic system design and includes a discussion of the Twelve Commandments of Comfort.

April 13 9:00-4:00  
May 11 9:00-4:00  
June 22 9:00-4:00

**Multi-Zoning Forced Hot Air:** Covering the innovative solution to single-zoned forced hot-air heating systems, without opening up walls, ceilings and ductwork, and with new construction. A discussion about web-based home management systems that also monitor electrical and HVAC use in a simple platform.

**Solar Thermal Technology:** Covering the basics of thermal technology: applications, system sizing, collector types and controls. Featuring flat panel solar panels for residential and commercial hot water systems and evacuated tube solar systems with heat pipe principle.

**Modern Pumping & Controls:** Learn about pumps and controls, the last frontier for saving energy in a hydronic system. This seminar covers modern pumping using ECM technology, as well as controls for hydronic, geothermal, solar and snow melting systems. Learn when, where and why to use them, and how to get the most out of today's technology. Pipe it! Power it!

**Session# 1 (7:30 a.m. – 9:30 a.m.)**  
April 20 – Solar Thermal Technology  
April 27 – Multi-Zone Forced Hot Air  
May 18 – Modern Pumping & Controls  
June 1 Solar Thermal Technology

**Session#2 10:00 a.m.- Noon**  
Modern Pumping & Controls

Training takes place at: 372 University Ave., Westwood, MA. Please give a 24-hour notice if you are unable to attend. Otherwise, you will be invoiced a no-show fee of \$30.00.

[ ] Yes, please sign me up for:

Class title: \_\_\_\_\_ Date: \_\_\_\_\_

Your name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Fax registration to: 781-320-9906 or e-mail to: [mehickey@rstreps.com](mailto:mehickey@rstreps.com)



## RST Thermal 2011 Training Schedule

372 University Avenue, Westwood, MA 02090

(781) 320-9910 Fax: (781) 320-9906

**Contemporary Hydronics:** A full-day class where you will learn about the heart of the RST Thermal Systems approach. Learn why, when and where to use condensing stainless steel boilers, smart pumps, residential and light commercial controls, and low water content, low temperature, low water radiators. This one-day class covers all aspects of hydronic system design and includes a discussion of the Twelve Commandments of Comfort.

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June 22 9:00-4:00

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[ ] Yes, please sign me up for:

Class title: \_\_\_\_\_ Date: \_\_\_\_\_

Your name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Fax registration to: 781-320-9906 or e-mail to: [mehickey@rstreps.com](mailto:mehickey@rstreps.com)