

TO: All Greenheck Representatives
FROM: Ron Wendorski
Director, Bernard A. Greenheck Education Center
DATE: November 15, 2018
SUBJECT: 2019 Greenheck Training Seminars



It's time to start planning for you, your teammates, or customers to attend 2019 Greenheck rep partner and contractor training seminars. Please reserve your space early to allow ample time for making travel arrangements and secure your spot as these classes fill up quickly.

Our rep training seminars are designed to increase product and application knowledge while learning from industry experts and meeting the Greenheck employees that assist you each day.

The contractor training seminars are a chance for your contractor and service technicians to add value to their customers by receiving hands on training of Greenheck equipment, assisting them with installation, start-up, maintenance and trouble shooting.

Fan & Damper Fundamentals

January 14-16
May 20-22

A two and one-half day introduction for reps to commercial fans and dampers that includes basic terminology, application and proper product selection
Prerequisite: None

Sales Training Seminar

January 28-31
March 18-21
August 19-22
December 2-5



Sales Training Class CXIX, August 2018

A four day comprehensive course for reps that covers fan engineering fundamentals, CAPS® product selection, an overview of all Greenheck products, parts ordering, Quick Build and Quick Delivery programs. Attendees also have the opportunity to tour Greenheck's manufacturing facilities.
Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.

Advanced Training Seminar

February 25 - March 1
November 11-15

A three to five day course for reps covering specific Greenheck products and applications in detail. Attendees will learn differentiating product features, sales techniques, psychometrics, refrigeration, energy recovery and advanced laboratory and fume exhaust systems.

Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.

Fan Service Training

March 25-26
December 16-17

A two day, hands on fan maintenance seminar that covers HVAC power transmission components (motors, speed controls, bearings and v-belt drives) and fan performance trouble shootings. This seminar includes an emphasis on vibration analysis equipment to be used as a diagnostic tool in the field including in-situ impeller balancing.

Prerequisite: Minimum one year field work experience with present employer or a technical degree which includes basic electrical and mechanical skills including experience with heating and AC equipment.



Tempered Air Service Training

January 23-24
April 24-25
July 24-25
September 25-26

A two day, hands on seminar that covers proper application as well as troubleshooting and service procedures for dedicated outside air and make up air systems. Participants gain an in-depth knowledge of control systems used on Greenheck equipment as well as training on proper start up.

Prerequisite: Basic understanding of heating and air conditioning systems. Ability to read and understand blue prints and wiring diagrams. HVAC Tech certification or one year supervised field experience.



For complete program details and registration applications go to the Training & Visits tab in RepNet.

To register, email Jenna Munz, jenna.munz@greenheck.com, or call 715-355-6666.