

TO: All Greenheck Representatives
FROM: Ron Wendorski
Director, Bernard A. Greenheck Education Center
DATE: October 24, 2019
SUBJECT: 2020 Greenheck Training Seminars



Make plans now to attend the 2020 Greenheck rep partner and contractor training seminars. You, your teammates, or your customers should reserve space early to secure your spot as these classes fill quickly; and early planning makes travel arrangements easier and sometimes less costly.

Our rep training seminars 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 troubleshooting.

Fan & Damper Fundamentals

January 20 – 22
May 18 – 20

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 27 – 30
March 23 – 26
August 17 – 20
November 30 – December 3

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.



Sales Training Class, August 2019

Advanced Training Seminar

February 17 – 20
November 16 – 19

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

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

DOAS and Make-up Air Service Training

April 20 – 21
April 22 – 23
September 14 – 15
September 16 – 17

A two day, hands-on seminar that covers proper application as well as troubleshooting and service procedures for dedicated outside air, make up air, and energy recovery 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 Training & Visits tab in RepNet.

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