



# Heat Exchanger Experts, Inc. Class

## September 21, 2017

### Holiday Inn, Mansfield, MA

In this hands-on day-long training, with as many as 50 different field-tested heat exchangers, technicians will be guided through most inspections that are encountered out in the field.

Technicians will be guided through inspections using dependable, practical techniques that were developed over a 40-year span of furnace installations. During the class attendees will discover how to inspect heat exchangers thoroughly and efficiently, and will become confident that they are doing the best job possible for customers.

#### Course Content:

- Identify cracked heat exchangers quickly and efficiently, saving time and money!;
- Learn the process of walking through inspections with customers in order to prove findings;
- Predetermine whether a heat exchanger will likely be defective simply by assessing the quality of the installation;
- Build trust and confidence in the customer, eliminating guessing;
- Learn to sell a new furnace using your findings from the inspection;
- Identify wear patterns and areas prone to defects on all makes and models of furnaces;
- Learn the 10 additional reasons a heat exchanger cracks, regardless furnace make or model;
- Learn to increase sales, profits, and the safety of customers, immediately.

#### About the Instructor:

**Russell Prach** has worked in the HVAC industry for many years. Russell's passion and enthusiasm for this trade is contagious. You will see his enthusiasm transpire in his teaching methods as he captures the attention of each and every student. Both contractors, and home inspectors alike, leave the class inspired and excited to use their new found knowledge in the field.

**Member Class Fee: \$800 per person.**

**Non-Member Class Fee: \$1,200 per person.**

Full payment is required with registration.

*Heat Exchanger Experts will provide a copy of the fully updated training manual, a booklet with materials covered in class, and a certificate of completion wallet card to each student/attendee.*

#### Agenda

7:30 – 8:00      Continental Breakfast

8:00 – 11:00      Class

- Different types of heat exchangers
- Furnaces and chambers with the same characteristics
- Clamshell type, tubular type, serpentine, and drum type chambers
- Red flags
- Cycling the furnace
- Indications that a problem exists

11:00 – 12:00      Lunch

12:00 – 3:00      Class Continues

- Air flow, venting, carbon monoxide
- Hands-on instruction on inspecting each kind of furnace chamber, and the proper procedures to follow, where to look, and where the furnace fails first.
- Absolute proof of your diagnosis
- Questions and answers

*Class will adjourn after all questions are answered. This is a typical class schedule, but the time can vary and is dependent on class size and the amount and detail of questions asked by students.*

#### Contact ACA/NE

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# Registration Form

Heat Exchanger Class | September 21, 2017  
Holiday Inn, Mansfield, MA

[Click here to register online](#) | Registration Deadline is September 1, 2017

Member Class Fee: \$800 per person. | Non-Member Class Fee: \$1,200 per person.

Company \_\_\_\_\_

Street \_\_\_\_\_ Phone \_\_\_\_\_

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

Name # 1 \_\_\_\_\_

Email # 1 \_\_\_\_\_

Name # 2 \_\_\_\_\_

Email # 2 \_\_\_\_\_

Name # 3 \_\_\_\_\_

Email # 3 \_\_\_\_\_

Name # 4 \_\_\_\_\_

Email # 4 \_\_\_\_\_

Name # 5 \_\_\_\_\_

Email # 5 \_\_\_\_\_

Name # 6 \_\_\_\_\_

Email # 6 \_\_\_\_\_

Fees Charged or Enclosed: \$ \_\_\_\_\_

Payment Method

Check



Account Number \_\_\_\_\_

Billed Postal Code \_\_\_\_\_ Expiration \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholders' Name \_\_\_\_\_ Email \_\_\_\_\_

Return to: ACA/NE | 11 Robert Toner Blvd., # 234  
North Attleboro, MA 02763  
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