



PO Box 147
Avon Lake, OH 44017

Virginia Air Distributors, Inc. Special Offer:

\$ **25** .00 **OFF**

Combustion Performance & CO Safety 3-Day
Training with Certification!

To register for this class and receive your \$25 discount, call NCI Customer Care at 800-633-7058. Make sure to mention coupon code VAAirCO042517.

**Learn to:
Improve System
Performance,
Prevent CO hazards,
and Increase
Profits**

April 25 – 27, 2017
8:00 am – 5:00 pm
2501 Waterford Lake Dr.
Midlothian, VA 23112
(Lunch included)

Partnering
with:



Special offer may not be combined with other discounts and training not specified.



Combustion Performance and Carbon Monoxide Safety Training



**Offer Homeowners Safety and Energy
Efficiency Solutions That Really Work**





Combustion Performance and Carbon Monoxide Safety

Deliver Optimum Combustion Performance and Keep Your Customers Safe

Without conducting full combustion and carbon monoxide (CO) diagnostics, there is no way of knowing whether an HVAC system is safe or efficient. Get the technical knowledge you need to improve customers' system performance, prevent carbon monoxide (CO) hazards, and increase profitability. Then use that knowledge to perform combustion performance and safety tests.

Top 10 Skills You Will Learn By Taking This Class

1. Measure ambient carbon monoxide levels
2. Learn the corrective actions to take based on ambient carbon monoxide levels
3. Identify common sources of carbon monoxide
4. Determine proper combustion and draft test locations
5. Measure carbon monoxide, oxygen, and temperature in flue gas
6. Measure draft pressure
7. Determine field-measured performance and efficiency of installed equipment
8. Accurately measure equipment and system temperatures
9. Uncover and identify specific mechanical defects
10. Discuss potential repairs and adjustments to improve safety and efficiency

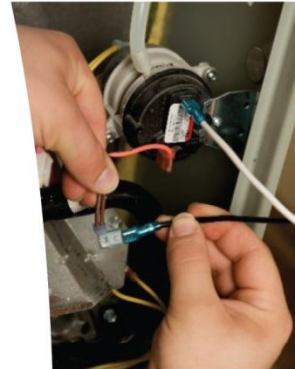
In addition, you will then learn how to use combustion and draft readings to:

- Verify equipment safety
- Increase equipment efficiency and improve equipment performance
- Identify fuel and mechanical problems
- Uncover combustion air and venting defects
- Determine if a flue is functional or restricted
- Measure draft interference
- Measure live duct system temperature losses
- Pinpoint needed repairs and adjustments

CO certification helps you save lives and opens the door to new sales opportunities and greater income.



**Courses Qualify for
NATE, BPI & Most
State CEUs**



Combustion Performance and Carbon Monoxide

Benefits:



- Get the knowledge you need to provide cutting-edge combustion and safety services to your customers on every installation and maintenance call
- Receive the NCI CO/Combustion Analyst Certification, the most recognized certification of its kind in the industry, when you successfully pass the certification exam on Day Three
- Increase sales opportunities for add-on services and equipment replacement by using NCI's exclusive SafeMaxx™ diagnostic CO report
- Learn the steps necessary to implement cutting-edge methods into your everyday business for greater efficiency and profitability
- Benefit from over 40 years of combustion experience from the country's leading combustion experts
- Leave with a full understanding of the combustion process and how to address CO hazards in homes and businesses

Agenda:

Day 1 - CO Safety Testing & Diagnostics

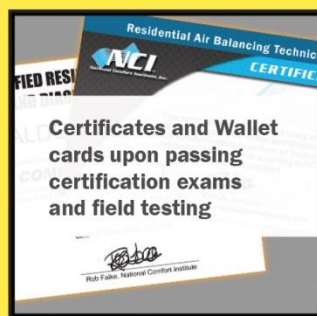
- Introduction to combustion performance
- Proper combustion testing locations
- Using safety and combustion test instruments
- CO sources, levels, and protocols
- NCI Combustion Performance Standards
- Effects of combustion issues effect efficiency
- Field-measured efficiency
- How to diagnose fuel and mechanical problems

Day 2 - Combustion Performance & Diagnostics

- Troubleshooting combustion air problems
- Draft testing
- Diagnosing venting problems
- Seven common diagnostic issues
- How to use the combustion troubleshooting chart
- Combustion diagnostic procedures and reports
- Combustion repairs, adjustments, and upgrades
- Makeup air sizing and systems
- Barometric and spill switch upgrades

"In the CO training, Jim Davis stated we would save somebody's life and three days afterwards, I was certain I did."

Vic Updike
Service Manager,
Masterworks Mechanical, Inc.
Craig, CO



"I relearned what I thought I already knew! They answered ALL my questions. Very open discussion."

William Lekar
Jerry Kelly Heating & AC.

"This class inspired me to increase the efficiencies of gas-fired equipment and lower customers fuel bills."

Brad Boivin
Atel Air

Register now and discover the Performance-Based Contracting™ Difference!

Safety Training



Who Should Attend?

- Service & Maintenance Technicians
- Owners and Managers
- Installers
- Service & Installation Managers
- Sales Managers

Day 3 - CO/Combustion Review & Certification

- Natural draft water heat repairs & adjustments
- Induced draft furnace repairs & adjustments
- Condensing furnace repairs & adjustments
- Natural draft boiler repairs & adjustments
- Hands-on exercises and practice
- Certification exam

"Carbon Monoxide and combustion safety testing are strong pillars in our company. Consistent testing keeps us serving our customers far better than other local contractors. Uncovering potential CO hazards and increasing system efficiency keeps our service base strong with well over 2000 active maintenance plans."

Dale Nine
Owner, Homer Nine & Sons Inc.
Beaver, PA

Frequently Asked Questions

Q: What kind of certification do I earn?

NCI's CO/Combustion Analyst Certification is among the most recognized certifications in our industry. NCI has certified more than 20,000 industry professionals across North America and beyond. These certifications are valid for two years. Recertification is achieved with 8 hours of NCI continuing education.

Q: Do I need to bring any special tools to the class?

While all the tools needed for the training are provided in the class, you are welcome to bring your instruments and verify if they are still within calibration.

Q: What are the start and end times of the class and is lunch included?

The typical NCI training day is 8:00 am to 5:00 pm. Light refreshments and lunch are included.

Who is NCI?

National Comfort Institute (NCI), the HVAC industry's leader in Performance-Based Contracting™, is an international membership and training organization that provides heating, air conditioning, plumbing, and electrical contractors with services and tools to help them improve their businesses.

NCI coined the phrase "Performance-Based Contracting™", a unique approach to managing a contracting business through accountability and measurable results. During the past two decades, NCI has trained and certified more than 20,000 HVAC industry professionals. For more information about NCI, please call 800-633-7058 or visit www.nationalcomfortinstitute.com.



Additional Educational Opportunities from NCI:

- Residential HVAC System Performance & Air Balancing
- Commercial Air Balancing
- Residential HVAC System Renovation & Retrofit
- Commercial System Performance
- Online Training
- and much more...



Call 800-633-7058