

AprilAire



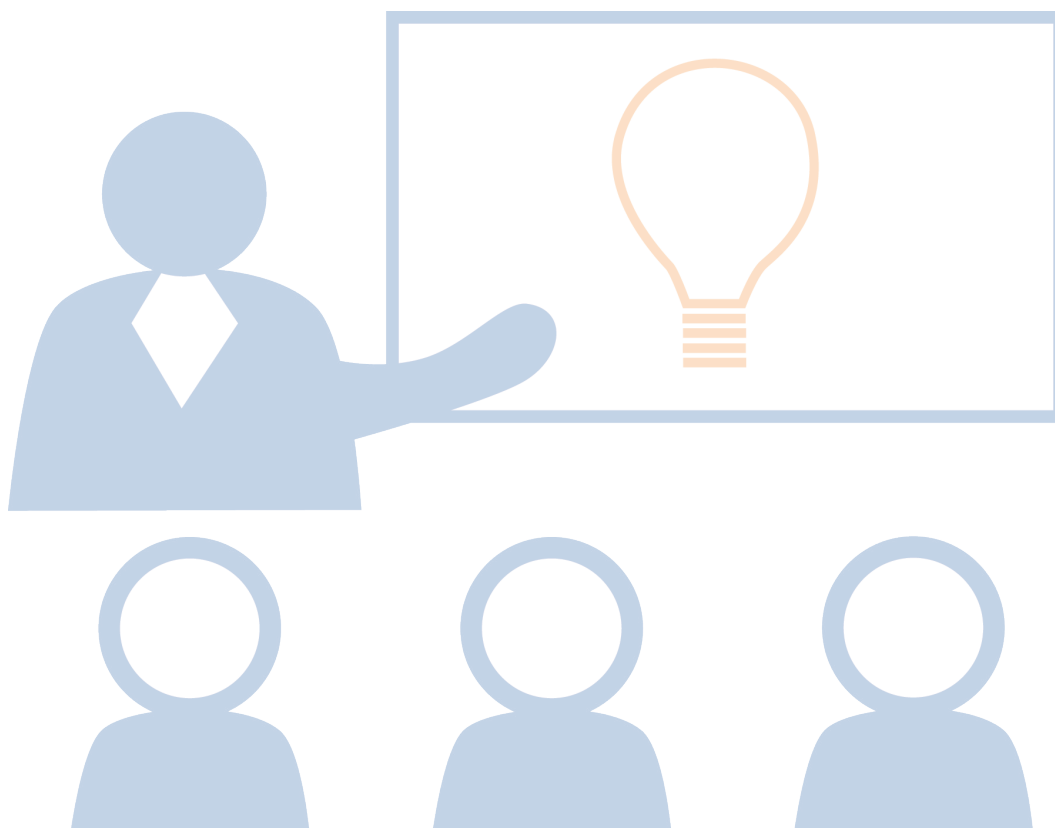
Fieldpiece®

Nu-Calgon



The Unico System®
Small Duct Central Heating & Air Conditioning

VIESSMANN



WholeServer™

REFRIGERATION SALES CORP.
FALL VENDOR TRAINING CATALOG
2026



Relentlessly Serving Customers.

WHY TRAIN AT RSC?

AWARD WINNING + NATIONALLY RECOGNIZED INSTRUCTORS

RSC Instructors are NATE or AHRI Certified



NICK ESPOSITO



MATT PEARSON



CHRIS SAPP



RICK ROGERS

Specialty Refrigeration Training Throughout The Year

Sheet Metal | EPA & NATE Testing

Gas Furnace & Air Conditioner / Heat Pump

Focused Training | Assortment of Skills Training Courses

EXTENSIVE CURRICULUM

Weekly classes with individual topics

12-week semester long programs

EPA REFRIGERANT CERTIFICATION & NATE TRAINING

Test sessions

ALL SKILLS CLASSES

Qualify for State License, NATE Certification
& CFAD Distributor Training Credit Hours,
unless otherwise noted

EARN QUICKER STATE LICENSE CREDIT

3 hour classes vs. competitors' 2 hours

3 LABS IN VALLEY VIEW

HVAC, Refrigeration & Sheet Metal

1 LAB IN COLUMBUS

HVAC



refrigerationsales.net/training



WholeServer™

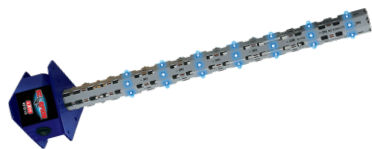
PLEASE REGISTER AT LEAST 2 WEEKS PRIOR
TO ENSURE SPACE AVAILABILITY

Contact Robin Titchenell
216.525.8236 | robin.titchenell@refrigerationsales.net
for class information/questions.

Please note: Dates and times are subject to change.



TRAINING



TOPICS OF DISCUSSION

(See other side for more detailed information!)

- Coil Cleaning
- Total System Protection
- Indoor Air Quality



PLUS - EARN 2 NATE HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE PER CLASS

Investment: \$39 per person

RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211

Instructor: Matt Stumpf of Nu-Calgon

WEDNESDAY | Sept 9th

9:00 AM - 11:00 AM

Light lunch will be served



[Click here to register or scan the QR code](#)

RSC - VALLEY VIEW

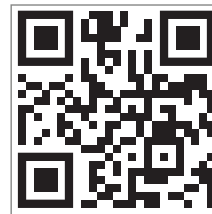
9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Matt Stumpf of Nu-Calgon

THURSDAY | Sept 10th

9:00 AM - 11:00 AM

Light lunch will be served



[Click here to register or scan the QR code](#)

RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211

Instructor: Matt Stumpf of Nu-Calgon

FRIDAY | Oct 16th

9:00 AM - 11:00 AM

Light lunch will be served



[Click here to register or scan the QR code](#)

RSC - VALLEY VIEW

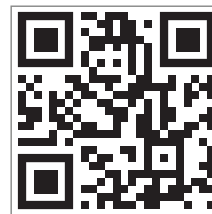
9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Matt Stumpf of Nu-Calgon

WEDNESDAY | Oct 28th

9:00 AM - 11:00 AM

Light lunch will be served



[Click here to register or scan the QR code](#)



REFRIGERATION SALES CORP.
NU-CALGON TRAINING
SEPTEMBER & OCTOBER 2026

Relentlessly Serving Customers.

UPON COMPLETION OF THIS COURSE, PARTICIPANTS WILL BE ABLE TO:

- Identify proper cleaning and maintenance procedures for HVAC/R systems
- Select appropriate cleaning chemicals and system protection methods based on application
- Apply safe handling practices for HVAC/R maintenance chemicals
- Understand the relationship between system cleanliness, efficiency, reliability, and indoor air quality

1 COIL CLEANING

- Importance of preventative maintenance on evaporator and condenser coils
- Heat transfer fundamentals and the effects of dirty coils
- Selecting the appropriate coil cleaner for various coil types and applications
- Safe chemical handling, storage, and PPE requirements
- Proper coil cleaning procedures and application techniques
- Common mistakes that can damage coils or surrounding area

3 INDOOR AIR QUALITY

- Overview of indoor air quality fundamentals
- Importance of evaporator coil cleanliness for IAQ
- Condensate management and biological growth prevention
- UV and Bi-Polar Ionization IAQ technologies

2 TOTAL SYSTEM PROTECTION

- Proper flushing procedures (Rx11 Flush) and when flushing is recommended
- Best practices for lineset cleaning contaminant removal
- Acid neutralization and cleanup procedures
- Leak prevention methods and sealant application considerations
- Oil contamination awareness
- Verifying system cleanliness before returning equipment to service

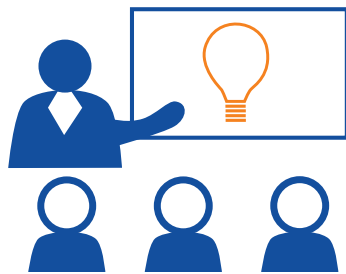




DIVERSITECH STATS & IAQ TRAINING



This course covers detailing application, installation, technical, and sales information pertaining to Diversitech's connected thermostat and indoor air quality products.



PRESTON BRICKNER

Preston Brickner has conducted contractor and engineer trainings within the HVAC/R and plumbing industry since 2017. He has conducted trainings for various organizations such as NATE, AIA, ASPE, and a variety of local ACCA/PHCC groups and other continuing education organizations. Preston has gained accreditation as a higher level technical/service factory authorized trainer for manufacturers that HBB Pro represents.

PLUS - EARN 2 NATE HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE PER CLASS

Investment: \$19 per person

RSC - VALLEY VIEW

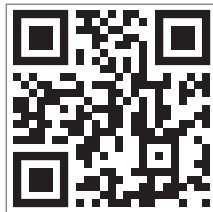
9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Preston Brickner

WEDNESDAY | Sept 9th

9:00 AM - 11:00 AM

Light breakfast will be served



[Click here to register or scan the QR code](#)

RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211

Instructor: Preston Brickner

THURSDAY | Oct 29th

9:00 AM - 11:00 AM

Light breakfast will be served



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REFRIGERATION SALES CORP.
DIVERSITECH TRAINING
SEPTEMBER & OCTOBER 2026

Relentlessly Serving Customers.



HOW TO BRING UP & SELL IAQ PRODUCTS FOR HUMIDIFICATION & AIR FILTRATION

TOPICS OF DISCUSSION

- Benefits of humidity for home & health
- Benefits of air filtration
- Benefits of dehumidification
- How to bring up and sell humidifiers / air cleaners
- Organic sales approaches to all iaq
- General install tips!
- Upcoming product changes and more!



PLUS - EARN 2 STATE HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE PER CLASS

Investment: \$39 per person

RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211

Instructor: Steve Smith of Aprilaire

TUESDAY | Sept 15th

9:00 AM - 11:30 AM

Light lunch will be served



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RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Jeff Marinchick of Aprilaire

FRIDAY | Sept 25th

9:00 AM - 11:30 AM

Light lunch will be served



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RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211

Instructor: Steve Smith of Aprilaire

TUESDAY | Oct 13th

9:00 AM - 11:30 AM

Light lunch will be served



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RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Jeff Marinchick of Aprilaire

FRIDAY | Oct 30th

9:00 AM - 11:30 AM

Light lunch will be served



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REFRIGERATION SALES CORP.
APRILAIRE TRAINING
SEPTEMBER & OCTOBER 2026

Relentlessly Serving Customers.



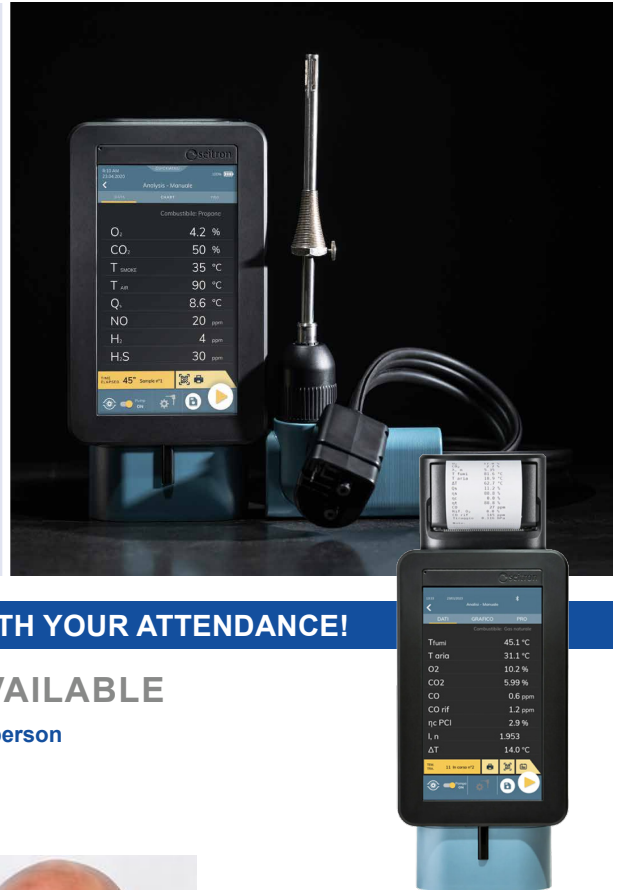
COMBUSTION ANALYSIS TRAINING

CO SAFETY & COMBUSTION ANALYSIS RESIDENTIAL, COMMERCIAL, INDUSTRIAL

ACCURATE. RELIABLE. TRUSTED. BUILT FOR PROFESSIONALS.

TOPICS OF DISCUSSION

- O₂, CO, CO₂, temp, pressure, excess air & combustion efficiency
- Proper steps to performing a combustion analysis
- Measuring points, target readings & interpreting results
- Cracked heat exchanger testing
- Carbon monoxide & combustible gas safety
- Measuring draft, gas pressure & temperature
- Differences between equipment & fuel types
- Equipment troubleshooting & diagnostics
- How to make money with a combustion analyzer
- How to use & maintain a combustion analyzer
- AI for Technicians



PLUS - EARN 3 STATE CEU & 3 NATE CEU HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE

Investment: \$39 per person

RSC - VALLEY VIEW

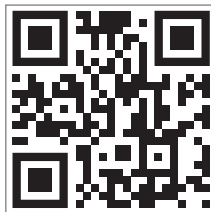
9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Tyler Nelson of Seitron Americas

WEDNESDAY | Sept 30th

9:00 AM - 12:00 PM

Lunch will be served



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TYLER NELSON, Master HVACR

Voted Top 25 Most Influential in HVAC

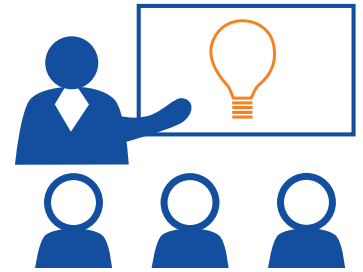
Tyler Nelson, Master HVACR will guide you through the intricacies of combustion analysis, sharing his wealth of expertise and insider tips - From understanding the fundamentals to advanced strategies.



REFRIGERATION SALES CORP. COMBUSTION ANALYSIS TRAINING SEPTEMBER 2026

Relentlessly Serving Customers.

FINANCIAL CLASS TRAINING



Take a minute and answer the following questions

Do you know your actual overhead, (both fixed and variable) from your operating statements? ☐ YES ☐ NO

Do you use your financial statements to make decisions? ☐ YES ☐ NO

Do you rely on your bank balance to know if you're profitable? ☐ YES ☐ NO

Do you look at your financial statements monthly? ☐ YES ☐ NO

A clean Profit & Loss gives YOU clarity and confidence to be successful!

If you answered NO to any of these questions, then you should consider joining us for this financial session! Making your profit & loss statement work for you could be the best investment you'll make in 2026!

This session is designed to diagnose the inherent problems with typical operating statements. We will be creating an operating statement that allows the information in your statement to be understood, and what steps to take in order to run a profitable company.



BILL HALL

Bill Hall brings a wealth of information with 64 years of industry experience. Bill has worked for Carrier, Bryant, York & Snyder General holding various positions including Development Engineer, Field Technical Engineer, Branch Manager, and Director of Sales. Bill was the VP of Air-Tron in Texas and Owner / CEO of Consolidated Industries in Indiana. Most recently Bill was the administrator and instructor for Famous University. Bill has recently retired and is still doing business consulting and helping dealers get the most from their companies.

ATTENDEES SHOULD BRING THE FOLLOWING

Laptop with power cord • Copy of 2025 Year End Financials • 2025 Year End Inventory Value
2025 Year End Receivable Number • 2025 Year End Payables Number • Calculator • Pencil / Pen

PLUS - EARN 4 STATE CEU & 4 NATE HOURS WITH YOUR ATTENDANCE!

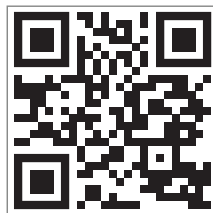
LIMITED SEATING AVAILABLE PER CLASS

Investment: \$225 per person

RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125
Instructor: Bill Hall

MONDAY | Oct 5th
9:00 AM - 2:00 PM
Lunch will be served



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RSC - COLUMBUS

2571 Silver Drive
Columbus, OH 43211
Instructor: Bill Hall

TUESDAY | Oct 6th
9:00 AM - 2:00 PM
Lunch will be served



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REFRIGERATION SALES CORP.
FINANCIAL CLASS TRAINING
OCTOBER 2026

Relentlessly Serving Customers.

The Unico System®

Small Duct Central Heating & Air Conditioning

TRAINING

TOPICS OF DISCUSSION

- Who is Unico - Why it's GOOD for Customers & You!
- What is the Unico product?
- Where can Unico be used?
- What makes up a Unico Modular System?
- Design of a Unico System
- Installing a Unico System
- Maintenance | Repair
- Old System Replacement | Retrofit
- Registration
- UPC (Benefits & Requirements)

PLUS - EARN 4 NATE HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE PER CLASS

Investment: \$49 per person

RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Ken Petry,
Sales Rep for The Unico System

FRIDAY | Oct 9th

8:30 AM - 12:30 PM

Lunch will be served



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RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Ken Petry,
Sales Rep for The Unico System

THURSDAY | Nov 19th

8:30 AM - 12:30 PM

Lunch will be served



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RSC - COLUMBUS

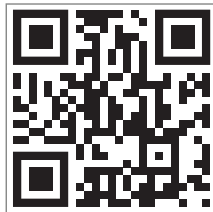
2571 Silver Drive
Columbus, OH 43211

Instructor: Ken Petry,
Sales Rep for The Unico System

WEDNESDAY | Nov 4th

8:30 AM - 12:30 PM

Lunch will be served



[Click here to register or scan the QR code](#)



REFRIGERATION SALES CORP.
UNICO TRAINING
OCTOBER & NOVEMBER 2026

Relentlessly Serving Customers.



VITODENS 100 B1HE / B1KE INSTALLATION, START-UP & ANNUAL SERVICE FACTORY TRAINING

ONE FULL DAY TRAINING COURSE - TWO DAYS TO CHOOSE FROM!
OCTOBER 14th or OCTOBER 15th



RECOMMENDED PREREQUISITE

B1HE / B1KE Basic Product Overview
(20 minutes)

Contact **CHUCK BRAL**

401.408.4126 | charles.bral@carrier.com
for times / dates, or personal virtual training

This class is for licensed contractors or service technicians that are beginning to or have been working with the Vitodens 100 B1HE / B1KE. This class will cover detailed information of all aspects of installation (mounting, piping, venting, gas supply, wiring, programming), start-up and annual service. There will be hands-on exercises for control programming, boiler commissioning, use of the Viessmann Digital Tools (ViCare and ViGuide) and the process for Annual Service.

TOPICS OF DISCUSSION

- Introduction
- Mounting & Piping
- Venting
- Wiring
- Control Interface & Basic Programming
- Boiler Start-Up / Commissioning
- Annual Service
- Hands-On Training Exercises
(Control Programming | Start-Up / Commissioning
Annual Service)

LIMITED SEATING AVAILABLE

Investment: FREE OF CHARGE

This one day training course will be offered both days for your convenience and is free of charge.
Choose the day that fits your schedule!

PLEASE REGISTER BY OCTOBER 2ND, 2026 TO ENSURE SPACE AVAILABILITY

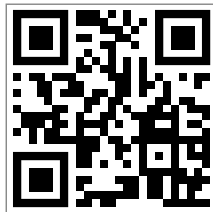
RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

WEDNESDAY | Oct 14th

8:30 AM - 4:30 PM

*Light breakfast, lunch &
afternoon snack will be served*



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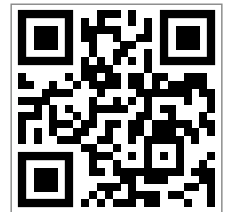
RSC - VALLEY VIEW

9450 Allen Drive, Suite A
Valley View, OH 44125

THURSDAY | Oct 15th

8:30 AM - 4:30 PM

*Light breakfast, lunch &
afternoon snack will be served*



[Click here to register or scan the QR code](#)



REFRIGERATION SALES CORP.
VISSMANN VITODENS TRAINING
OCTOBER 2026

Relentlessly Serving Customers.

Fieldpiece® TECHNICAL TRAINING



TOPICS OF DISCUSSION (See other side for more detailed information!)

- Job Link - System Performance
- Wireless Troubleshooting
- Airflow Measurement
- Combustion Analysis - The Right Way!
- Advanced Multimeter Techniques for Heating



**SCOTT SHARRETT,
CSME**
Technical Training Specialist

PLUS - EARN 4 STATE CEU & 4 NATE HOURS WITH YOUR ATTENDANCE!

LIMITED SEATING AVAILABLE PER CLASS

Investment: \$49 per person

RSC - COLUMBUS

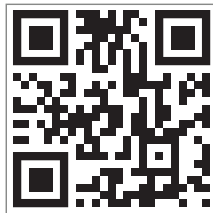
2571 Silver Drive
Columbus, OH 43211

Instructor: Scott Sharrett, CSME

MONDAY | Oct 19th

9:00 AM - 1:00 PM

Lunch will be served



[Click here to register or scan the QR code](#)

RSC - VALLEY VIEW

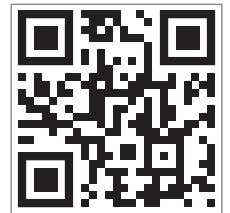
9450 Allen Drive, Suite A
Valley View, OH 44125

Instructor: Scott Sharrett, CSME

FRIDAY | Oct 23rd

9:00 AM - 1:00 PM

Lunch will be served



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REFRIGERATION SALES CORP.
FIELDPIECE TECHNICAL TRAINING
OCTOBER 2026

Relentlessly Serving Customers.

Fieldpiece® TECHNICAL TRAINING



1 JOB LINK - SYSTEM PERFORMANCE

Job Link - System Performance training, provides technicians with a practical, data-driven approach to evaluating HVAC system operation.

Participants learn how to properly collect system data:

- Understand how these values interact to reflect overall system health
- The training reinforces best practices for connecting probes, minimizing measurement error, and ensuring accurate, repeatable readings in the field

By the end of the training, participants are equipped to:

- Evaluate HVAC system performance holistically rather than symptom-by-symptom
- Use Fieldpiece tools effectively to increase efficiency, accuracy, and professionalism
- Accurately measure and interpret key performance indicators
- Diagnose system issues using measured data instead of guesswork

2 WIRELESS TROUBLESHOOTING

Today's HVAC techs are expected to troubleshoot systems quickly and efficiently as possible.

In this session, techs will learn how incorporating wireless technologies will make it easier to troubleshoot equipment in a fast and efficient manner.

3 AIRFLOW MEASUREMENT

Understanding airflow measurements and how to properly gather the data.



4 COMBUSTION ANALYSIS - THE RIGHT WAY!

One of the most important tasks in maximizing efficiency and safety in heating appliances is to perform an accurate combustion analysis.

Students will learn the following:

- What combustion analyzers do
- How to use them effectively on several types of appliances
- How to measure oxygen, CO₂, CO and draft pressure
- How to improve efficiency, performance and reliability of the heating system

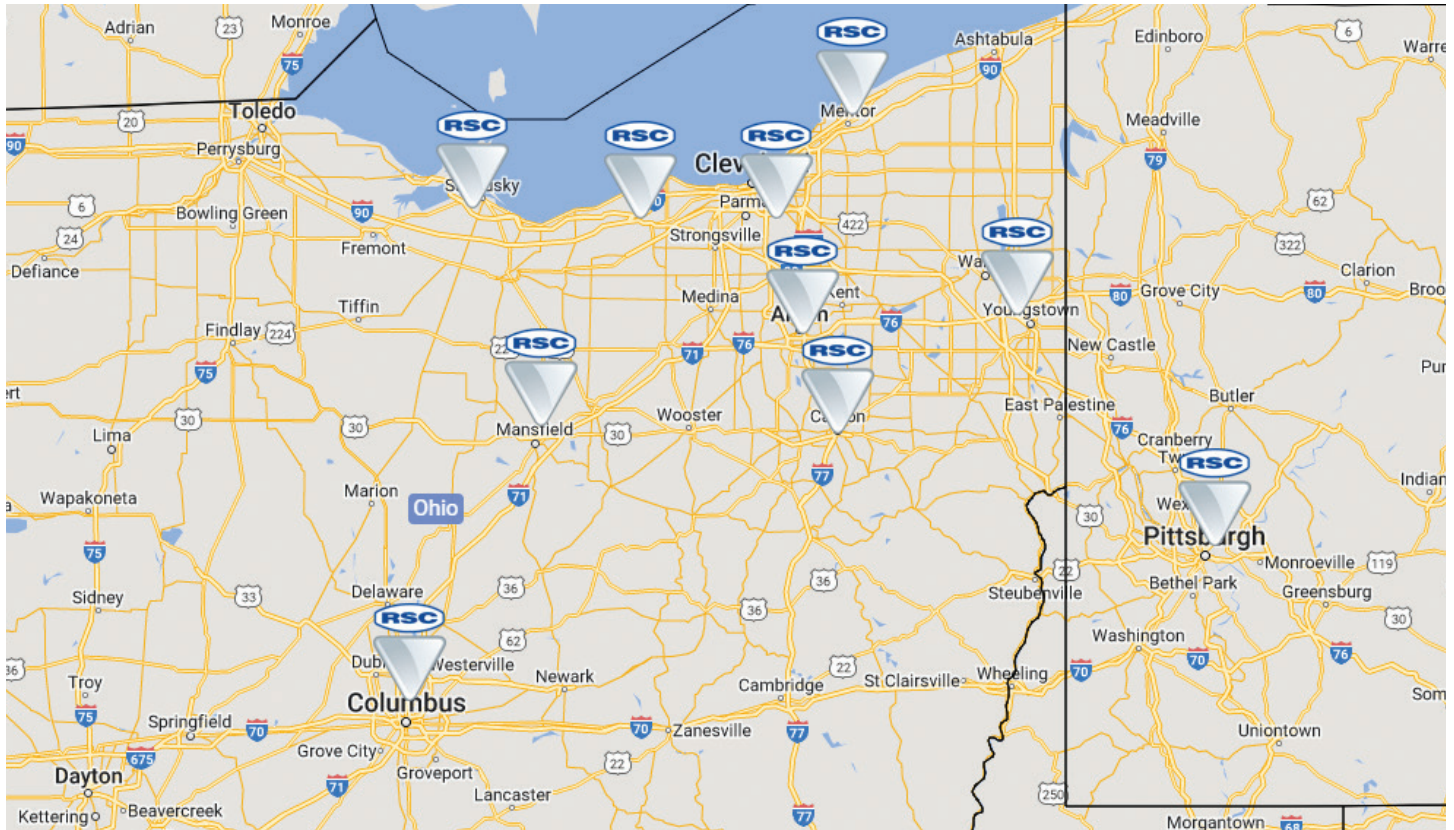
5 ADVANCED MULTIMETER TECHNIQUES FOR HEATING

- Perform precision voltage, amperage, and resistance tests on heat strips, sequencers, contactors, and blower circuits
- Use inrush, microamp, and capacitance functions to evaluate ignition systems and motor performance
- Apply advanced continuity to verify control circuits and safety switches
- Interpret multimeter readings to identify failing components before they cause system failure
- Integrate Fieldpiece JobLink features in a structured heating tune-up workflow
- Follow safe, repeatable testing procedures that protect both the technician and the equipment



LOCATIONS

10 Convenient Branch Locations to Serve You!



SCAN TO GET SOCIAL!



Facebook | Instagram | LinkedIn
[@refrigerationsalescorp](#)

AKRON

330.762.9000

877.557.6467

175 East South Street
Akron, OH 44311

ELYRIA

440.324.5853

800.821.7159

189 Warden Avenue
Elyria, OH 44035

PITTSBURGH

412.482.6969

888.772.4345

3180 Sassafras Way
Pittsburgh, PA 15201

CANTON

330.456.2789

877.561.4138

1635 Market Avenue SW
Canton, OH 44707

MANSFIELD

419.524.7445

888.660.3835

1468 North Main Street,
Suite 102
Mansfield, OH 44903

SANDUSKY

419.627.0914

877.491.4328

3904 Tiffin Avenue
Sandusky, OH 44870

COLUMBUS

614.299.2500

800.225.7389

2571 Silver Drive
Columbus, OH 43211

MENTOR

440.255.1820

877.561.4093

8573 East Avenue
Mentor, OH 44060

VALLEY VIEW

216.525.8100

866.516.8100

9450 Allen Drive, Suite A
Valley View, OH 44125



WholeServer™

REFRIGERATION SALES CORP.

Proudly WholeServing the HVAC/R Industry since 1945

YOUNGSTOWN

330.788.7084

800.624.4915

643 North Meridian Road
Youngstown, OH 44509

Relentlessly Serving Customers.