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**UNITED PRODUCTS
DISTRIBUTORS INC.**
1200 68th Street
Baltimore, MD 21237

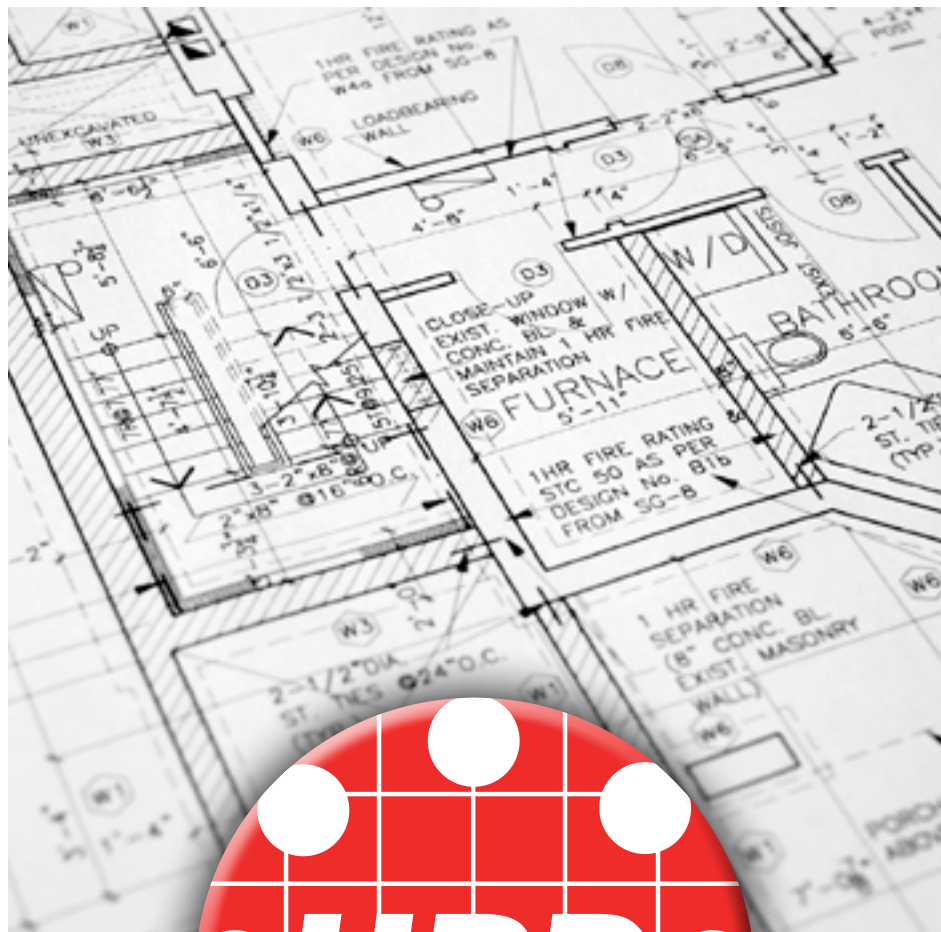


2017

TECHNICAL & SALES TRAINING SCHEDULE

REGISTER ONLINE TODAY!

You can register for any of our classes online at
www.UPDINC.com/training



2017
**TECHNICAL & SALES
TRAINING SCHEDULE**

2017
TECHNICAL & SALES TRAINING SCHEDULE

Heat Pump Controls and Diagnostics



Course Description:

This class is designed for the field technician. The three types of defrost boards used by York on residential and commercial systems (By other manufactures as well) will be discussed. Includes types of defrost sensors, sequence of operation, and safeties connected to the defrost controls.

Day	Date	Location	Time	Cost
Thursday	March 30	Dulles, VA	8:00 AM – 12:00 PM	FREE
Tuesday	April 4	Salisbury, MD	8:00 AM – 12:00 PM	FREE
Thursday	September 28	Rosedale, MD	8:00 AM – 12:00 PM	FREE
Thursday	October 5	Salisbury, MD	8:00 AM – 12:00 PM	FREE

CFC Certification



Course Description:

This class is an overview of the proper handling of chlorofluorocarbons as required by the EPA. Study materials will be available two weeks in advance. Time will not permit all areas of the test to be covered in class so it is recommended that the student read the study guide before coming to class.

Day	Date	Location	Time	Cost
Tuesday	April 11	Rosedale, MD	8:00 AM – 3:00 PM	\$100
Tuesday	April 18	Salisbury, MD	8:00 AM – 3:00 PM	\$100
Wednesday	April 26	Dulles, VA	8:00 AM – 3:00 PM	\$100
Thursday	October 12	Salisbury, MD	8:00 AM – 3:00 PM	\$100
Tuesday	November 14	Dulles, VA	8:00 AM – 3:00 PM	\$100
Tuesday	November 21	Rosedale, MD	8:00 AM – 3:00 PM	\$100

Study guide and lunch included.

2017
TECHNICAL & SALES TRAINING SCHEDULE



Registration Form

Last Name: _____
 First Name: _____
 Company: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone Work: _____
 Phone Home: _____
 Email: _____

I would like to register for the following classes:

Class Description _____ Cost: _____
 Class Description _____ Cost: _____
 Class Description _____ Cost: _____
 Class Description _____ Cost: _____
 Class Description _____ Cost: _____
 TOTAL \$ _____

PLEASE REGISTER AT LEAST ONE WEEK BEFORE CLASS DATE.

Call Linda @ 410-866-6800 ext. 1300, Fax to: 410-866-4198

Credit Cards Accepted: (Circle One) Mastercard Visa Discover

Number: _____
 Expiration Date: _____ Code: _____
 Signature: _____

Basic System Design



Course Description:

United Products Distributors, in conjunction with York International, will present a course in basic heating, ventilating, and air conditioning system design and application. The course is structured for HVAC system designers such as mechanical engineers, design/build contractors, and facilities engineers. The course covers the fundamentals of load estimating, psychometrics, and the refrigeration cycle. Various HVAC system types will be discussed, along with different control strategies. The course is intended to present a logical progression from an accurate estimate of the cooling and heating loads to the final selection of HVAC equipment and control strategy that is optimized for the specific application. The Basic System Design course will be conducted at the United Products training center on Tuesday and Thursday evenings, beginning in October. The instructor will be Lance Neighoff, United Products application engineer, with 44 years of experience in HVAC application, design, and troubleshooting.

Location	Time	Cost
Baltimore, MD	5:00 PM - 7:00 PM	\$100 per person (Entire Course)

Class	Day	Date	Topic
1	Tuesday	October 10	Psychrometric Properties of Air
2	Thursday	October 12	Cooling and Heating Load Components
3	Tuesday	October 17	Estimating Cooling and Heating Loads
4	Thursday	October 19	Estimating Cooling and Heating Loads
5	Tuesday	October 24	The Refrigeration Cycle
6	Thursday	October 26	HVAC System Design Concepts
7	Tuesday	October 31	Packaged Cooling and Heating Systems
8	Thursday	November 2	Design and Application of Centrifugal Fans
9	Tuesday	November 7	Design and Application of Heat Transfer Coils
10	Thursday	November 9	Equipment Selection Methodology
11	Tuesday	November 14	HVAC System Control Strategies
12	Thursday	November 16	HVAC Zone Control Strategies



LG DFS04 Hands on Class for Excellence Dealers

Course Description:

This class is designed to introduce the technician to trouble shooting techniques for LG systems. Included is hands on troubleshooting practices with live LG systems in UPD's equipment lab, and training on the SIM 2.0.

Day	Date	Location	Time	Cost
Thursday	March 23	Salisbury, MD	9:00 AM – 3:00 PM	\$100
Thursday	September 14	Salisbury, MD	9:00 AM – 3:00 PM	\$100

Includes text and lunch.



YHM Inverter System Class

Course Description:

This class is for anyone installing or servicing York's model YHM inverter driven heat pump. The class will cover the unique features of the modulating heat pump, basic installation and control wiring, the sequence of operation, the defrost cycle and how to use the digital readouts to diagnose problems.

Day	Date	Location	Time	Cost
Thursday	March 9	Salisbury, MD	8:00 AM – 12:00 PM	\$50
Tuesday	March 28	Rosedale, MD	8:00 AM – 12:00 PM	\$50
Thursday	April 13	Dulles, VA	8:00 AM – 12:00 PM	\$50
Tuesday	September 26	Salisbury, MD	8:00 AM – 12:00 PM	\$50
Tuesday	October 24	Salisbury, MD	8:00 AM – 12:00 PM	\$50

Includes text for inverter driven system.

TECHNICAL & SALES TRAINING SCHEDULE

Understanding the SSE Control



Course Description:

This class will cover the new SSE control with hands on exercises with York's SSE trainer. Hands on exercises will include using the joy stick to maneuver through the menu, changing parameter settings and setting up and using York's M.A.P. with smart phones and computers.

Day	Date	Location	Time	Cost
Tuesday	March 7	Salisbury, MD	8:00 AM – 12:00 PM	\$50
Tuesday	March 14	Rosedale, MD	8:00 AM – 12:00 PM	\$50
Tuesday	March 21	Dulles, VA	8:00 AM – 12:00 PM	\$50
Tuesday	September 12	Rosedale, MD	8:00 AM – 12:00 PM	\$50
Tuesday	September 19	Salisbury, MD	8:00 AM – 12:00 PM	\$50
Thursday	October 19	Dulles, VA	8:00 AM – 12:00 PM	\$50

Includes text, flash memory with firmware and lunch.

Gas Furnaces



Course Description:

This class is for the service technicians repairing York gas furnaces. There is a brief over view of proper installation as it relates to correct furnace operation but the majority of class time will be on diagnostics and troubleshooting procedures. Class includes hands on exercise with a modulating furnace.

Day	Date	Location	Time	Cost
Thursday	September 7	Salisbury, MD	8:00 AM – 12:00 PM	\$50
Friday	October 6	Rosedale, MD	8:00 AM – 12:00 PM	\$50
Thursday	October 26	Dulles, VA	8:00 AM – 12:00 PM	\$50

Includes text for modulating furnaces.

TECHNICAL & SALES TRAINING SCHEDULE

NATE Certification Tests



Course Description:

This is testing only. No instruction will be provided. All persons should get a study guide from UPD or from NATE well in advance of the test. The core exam and one specialty are required to receive certification. Test offered are Core, A/C Heat Pumps, Gas Furnaces. **NO INSTRUCTION WILL BE PROVIDED.**

Day	Date	Location	Time	Cost
Tuesday	October 3	Rosedale, MD	8:00 AM – 1:00 PM	\$175/test
Tuesday	October 10	Salisbury, MD	8:00 AM – 1:00 PM	\$175/test

No more that two test per person.



REGISTER TODAY!