

Weil-McLain School of Better Heating Course Catalog 2010



 **WEIL-McLAIN**

www.weil-mclain.com

Get all the heating knowledge you need, from the company that wrote the book.

The Weil-McLain School of Better Heating offers an in-depth training experience for your most valuable assets – you and your employees. Designed to sharpen your competitive edge, our School of Better Heating offers a complete menu of courses geared toward providing you with immediate return on your training investment.

Held at the Weil-McLain assembly plant in Eden, North Carolina, our two-day session focuses on the ever-evolving technology that makes our products – and our industry – tick. You'll interact with contractors and distributors from all across the country, and have the opportunity to:

- Build your own course schedule to meet your unique needs
- Experience hands-on live fire training in our state-of-the-art training facility
- Develop your residential and commercial boiler knowledge and skills
- Learn directly from an expert team of Weil-McLain instructors in small class settings
- Prepare for certification exams with our NATE-recognized (North American Technical Excellence) courses
- Tour our assembly plant and see, first-hand, how our boilers are assembled
- Receive coupons worth up to \$150 for boilers purchased within 30 days of attendance

A flat fee covers all selected classes, educational materials, reception party, hotel accommodations, meals and shuttle service to and from Greensboro airport. Our School of Better Heating offers everything you need to keep your professional knowledge current.

Former Student Testimonials

"The strong points of the SOBH were the variety of topics, the variety of instructors, and the opportunity for last minute changes."
-Michael L.

"...the instructors were very helpful, very easy to understand, and would walk you through a problem and repeat if they had to for slower learners."
-Armand D.

"...thank you for recommending the Weil-McLain School of Better Heating. I've attended many manufacturers training programs in the past and I think "The School of Better Heating" was the best training I have ever attended! The training provided the information and hands on experience needed to feel even more confident when installing the Weil-McLain boilers. I would gladly recommend The School of Better Heating to any contractor who is involved in installing residential boiler systems. If a contractor is serious about their trade, this training is worth both the time and money to attend."
-Tony C.

"Our staff attended the program in May of 2008. From start to finish the program was organized, efficient and informative. With a wide range of courses to choose and hands on technical training at the facility our staff returned with increased knowledge, and a sound understanding of the Weil McLain product line. This training is a must for all individuals who work on hydronic heating systems. Not only did we find this training to increase the knowledge base of our staff, we found the program to provide a great "team building" experience. All future employees of our company will attend the Weil-McLain School of Better Heating."
-Joe K. - Owner

"...Great learning experience with plenty of [previously] unknown information."
-Damenick D.



Course Offerings

Water Boiler Replacement and Piping Strategies



Topics include proper boiler and circulation selection, recognizing piping systems and strategies, maximizing system efficiencies through proper heat loss calculation, circulation/boiler sizing, and correcting piping and other system deficiencies.

Residential Gas Boiler Service and Troubleshooting Seminar



Topics include installation of utilities, gas piping, field wiring, pressure testing, vent systems and combustion air considerations for cast iron boilers.

Residential Gas Boiler Service and Troubleshooting Hands-On



Course provides hands-on experience with gas boilers to complement topics covered in Residential Gas Boiler Seminar, including sequence of operation, start-up and troubleshooting.

Multiple Boiler Systems, Theories and Advantages



Topics include how to minimize fuel costs and maximize energy savings, improve system efficiencies and provide redundancy through multiple boiler systems. Course also covers boiler selection and system design, wiring, stage firing and outdoor reset strategies.

Air Elimination in Hydronic Systems



Topics include expansion and compression tank sizing, installation and maintenance. Course also covers air elimination versus air control, proper tank placement and proper system pressurization.

The Basics of Electricity



Identify, understand and troubleshoot the electrical components of a heating system. Topics will include wiring basics, schematics, ladder and pictorial diagrams, proper tools and test equipment.

How to Sell to Homeowners



Learn how to establish an immediate connection with the homeowner, control every sales scenario, and increase your closing success rate.

Furnace, A/C & Hydronic Air Handler Seminar



Topics will include proper heating and cooling equipment pairing, gas piping, basic duct sizing, and industry regulations.

Furnace, A/C & Hydronic Air Handler Hands-on



Learn how to perform a heat loss calculation, optimize the system design, and installation and troubleshooting techniques.

Steam Boiler Operations

Topics include how steam is generated in a cast iron boiler, home heating techniques, and basic one- and two-pipe steam systems. Course also covers steam boiler controls, near boiler piping, proper skimming, flushing and cleaning procedures.

Ultra Gas Boiler Seminar

Topics include installation guidelines such as piping, wiring, combustion and venting high-efficiency condensing boilers. Course also covers customer and contractor benefits.

Ultra Gas Boiler Hands-On

Course provides hands-on experience with the boiler to complement topics covered in Ultra Gas Seminar, including troubleshooting components and multiple boiler applications.

Ultra Gas Boiler Controls Module Operation

Course provides hands-on module review and troubleshooting simulation, including settings, sensor diagnostics and external limits.

Residential Oil Boiler Seminar

Topics include proper water and steam oil boiler sizing, installation, piping and oil burner step-up. Course also covers the new Ultra Oil water boiler – how it works and improved servicing features.

Residential Oil Boiler Hands-On

Course provides hands-on experience with oil boilers to complement Residential Oil Boiler Seminar, including venting, piping, wiring, troubleshooting, and installation, start-up and service of burners.

Build a Commercial Boiler

Course covers step-by-step assembly and construction of a Commercial Model boiler including sections, jacket, collector hood, piping and water level controls.



Review the new Ultra Commercial Condensing Boiler.

Troubleshooting – Have You Really Diagnosed the Problem?

Course covers key component parts and the importance of accurately diagnosing the cause of boiler breakdown during service calls.

Plus Tanks

Never install two water heaters in a single family application again. Learn how to provide your customers with almost endless hot water at lower operating costs for them; and fast, easy installation for you.



Recognized for excellence.

Many of the courses offered at The Weil-McLain School of Better Heating are NATE-recognized to help you prepare for the certification exams – and a career built around installation and service excellence!



To enroll in The Weil-McLain School of Better Heating, please complete the enclosed registration form or call 219.879.6561.



*Once you register, we will contact you to obtain delivery information. (first session only - one per participant)

Registration Information

Enter your information (please print):

Name: _____

Name of second attendee: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Daytime phone: _____

Alternate phone: _____

Email: _____ Fax: _____

Weil-McLain distributor: _____

General Information

- 2 Day training tuition is \$300 per person or \$250 per person for double occupancy.

Need more time? Add an additional training day for only \$100.

Tuition without hotel accommodations is \$225 per person.

- Arrival reception is 6:00 p.m. – 8:00 p.m. on arrival night at the Weil-McLain Sales & Marketing Training Facility (shuttle provided from Hampton Inn).

- Classes are held at the Weil-McLain Sales & Marketing Training Facility at the times noted (shuttle provided to and from Hampton Inn).

- Travel arrangements are NOT covered or provided by Weil-McLain. Shuttle service is provided to and from GSO airport in Greensboro, North Carolina. Attendees are responsible for their own transportation to the Hampton Inn Eden if arriving/departing at an alternate airport.

Session Information

Please choose the session you wish to attend:

- Session One - 2 Days Session Two
 Reception: **May 9, 2010*** Reception: **May 11, 2010**
 Courses: **May 10-11, 2010** Courses: **May 12-13, 2010**
- Add an additional training day for only \$100.**
Available for session one only.

Accommodations

Please choose your room preference:

Hampton Inn Eden, 724 South Van Buren Road, Eden, North Carolina 27288

- Single - 2 Days \$300 Double - 2 Days \$250
 Single - 3 Days \$400 Double - 3 Days \$350
(you are responsible for choosing your roommate)

Method of Payment

Please choose one:

- Check number: _____ Amount: \$ _____
- Purchase order number (Distributors only): _____
- Visa Master (card number): _____
 3 digit security code: _____ Card expiration date: _____
- Billing address: _____
- Signature: _____

Registration Instructions

Mail or fax completed registration form with payment information to:

Weil-McLain School of Better Heating
 500 Blaine Street
 Michigan City, IN 46360
 Fax: 219.877.0556

Shuttle Bus Instructions

For shuttle pick-up at the airport please provide:

- Airline: _____ Flight Number: _____
 Arrival Date: _____ Arrival Time: _____



Registration Information

Enter your information (please print):

Name: _____

Name of second attendee: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Daytime phone: _____

Alternate phone: _____

Email: _____ Fax: _____

Weil-McLain distributor: _____

General Information

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Session Information

Please choose the session you wish to attend:

- Session One - 2 Days Session Two
 Reception: September 12, 2010 Reception: September 14, 2010
 Courses: September 13-14, 2010 Courses: September 15-16, 2010
- Add an additional training day for only \$100**
Available for session one only.

Accommodations

Please choose your room preference:

- Hampton Inn Eden, 724 South Van Buren Road, Eden, North Carolina 27288
- Single - 2 Days \$300 Double - 2 Days \$250
 Single - 3 Days \$400 Double - 3 Days \$350
(you are responsible for choosing your roommate)

****Available for session one only**

Method of Payment

Please choose one:

- Check number: _____ Amount: \$ _____
- Purchase order number (Distributors only): _____
- Visa Master (card number): _____
 3 digit security code: _____ Card expiration date: _____
- Billing address: _____
- Signature: _____

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Weil-McLain School of Better Heating
 500 Blaine Street
 Michigan City, IN 46360
 Fax: 219.877.0556

Shuttle Bus Instructions

For shuttle pick-up at the airport please provide:

- Airline: _____ Flight Number: _____
 Arrival Date: _____ Arrival Time: _____

The Weil-McLain School of Better Heating Course Selector. Plan your training schedule by placing a check mark next to the courses you wish to attend.

Day One Course Schedule	7:30am-12:00pm	12:00pm-4:30pm
Ultra Gas Boiler Seminar	<input type="checkbox"/> 7:30-9:00	<input type="checkbox"/> 12:30-2:00
Ultra Gas Boiler Hands-On	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Ultra Gas Boiler Controls Module Operation	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Residential Oil Boiler Seminar	<input type="checkbox"/> 7:30-9:00	
Residential Oil Boiler Hands-On	<input type="checkbox"/> 9:00-11:30	
Furnaces, A/C & Hydronic Air Handler Seminar		<input type="checkbox"/> 12:30-2:00
Furnaces, A/C & Hydronic Air Handler Hands-on		<input type="checkbox"/> 2:00-4:30
Residential Gas Boiler Service and Troubleshooting Seminar	<input type="checkbox"/> 7:30-9:00	<input type="checkbox"/> 12:30-2:00
Residential Gas Boiler Service and Troubleshooting Hands-On	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Water Boiler Replacement and Piping Strategies	<input type="checkbox"/> 7:30-10:00	
Build a Commercial Boiler/Troubleshoot Power Burner	<input type="checkbox"/> 7:30-11:30	
Air Elimination in Hydronic Systems	<input type="checkbox"/> 8:00-9:30	<input type="checkbox"/> 12:30-2:00
The Basics of Electricity		<input type="checkbox"/> 12:30-3:00
Steam Boiler Operations		<input type="checkbox"/> 2:00-4:30
Troubleshooting – Have You Really Diagnosed the Problem?	<input type="checkbox"/> 9:00-10:00	<input type="checkbox"/> 11:00-12:00
How to Sell to Homeowners		<input type="checkbox"/> 2:00-3:30
Sizing/Installation/Troubleshooting Plus Tanks	<input type="checkbox"/> 9:30-12:00	<input type="checkbox"/> 2:00-4:30
Factory Tour	<input type="checkbox"/> 8:30-9:30	<input type="checkbox"/> 10:00-11:00
Multiple Boiler Systems, Theories and Advantages		<input type="checkbox"/> 10:00-12:00
Lunch		<input type="checkbox"/> 11:00 <input type="checkbox"/> 11:30 <input type="checkbox"/> 12:00 <input type="checkbox"/> 12:30

Day Two Course Schedule	7:30am-12:00pm	12:00pm-4:30pm
Ultra Gas Boiler Seminar	<input type="checkbox"/> 7:30-9:00	<input type="checkbox"/> 12:30-2:00
Ultra Gas Boiler Hands-On	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Ultra Gas Boiler Controls Module Operation	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Residential Oil Boiler Seminar		<input type="checkbox"/> 12:30-2:00
Residential Oil Boiler Hands-On		<input type="checkbox"/> 2:00-4:30
Furnaces, A/C & Hydronic Air Handler Seminar	<input type="checkbox"/> 7:30-9:00	
Furnaces, A/C & Hydronic Air Handler Hands-on	<input type="checkbox"/> 9:00-11:30	
Residential Gas Boiler Service and Troubleshooting Seminar	<input type="checkbox"/> 7:30-9:00	<input type="checkbox"/> 12:30-2:00
Residential Gas Boiler Service and Troubleshooting Hands-On	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-4:30
Water Boiler Replacement and Piping Strategies		<input type="checkbox"/> 12:30-3:00
Build a Commercial Boiler/Troubleshoot Power Burner		<input type="checkbox"/> 12:30-4:30
Air Elimination in Hydronic Systems	<input type="checkbox"/> 8:00-9:30	
The Basics of Electricity	<input type="checkbox"/> 7:30-10:00	
Steam Boiler Operations	<input type="checkbox"/> 7:30-10:00	
Troubleshooting – Have You Really Diagnosed the Problem?		<input type="checkbox"/> 11:00-12:00
How to Sell to Homeowners	<input type="checkbox"/> 9:00-11:30	<input type="checkbox"/> 2:00-3:00
Sizing/Installation/Troubleshooting Plus Tanks	<input type="checkbox"/> 9:30-12:00	
Factory Tour	<input type="checkbox"/> 8:30-9:30	<input type="checkbox"/> 10:00-11:00
Multiple Boiler Systems, Theories and Advantages		<input type="checkbox"/> 10:00-12:00
Lunch		<input type="checkbox"/> 11:00 <input type="checkbox"/> 11:30 <input type="checkbox"/> 12:00 <input type="checkbox"/> 12:30

The Weil-McLain School of Better Heating Course Selector. Plan your training schedule by placing a check mark next to the courses you wish to attend.

Day Three Course Schedule	7:30am-12:00pm				12:00pm-4:30pm							
Ultra Gas Boiler Seminar	<input type="checkbox"/>	7:30-9:00			<input type="checkbox"/>	12:30-2:00						
Ultra Gas Boiler Hands-On		<input type="checkbox"/>	9:00-11:30		<input type="checkbox"/>	2:00-4:30						
Ultra Gas Boiler Controls Module Operation		<input type="checkbox"/>	9:00-11:30		<input type="checkbox"/>	2:00-4:30						
Residential Oil Boiler Seminar	<input type="checkbox"/>	7:30-9:00										
Residential Oil Boiler Hands-On		<input type="checkbox"/>	9:00-11:30									
Furnaces, A/C & Hydronic Air Handler Seminar					<input type="checkbox"/>	12:30-2:00						
Furnaces, A/C & Hydronic Air Handler Hands-on					<input type="checkbox"/>	2:00-4:30						
Residential Gas Boiler Service and Troubleshooting Seminar	<input type="checkbox"/>	7:30-9:00			<input type="checkbox"/>	12:30-2:00						
Residential Gas Boiler Service and Troubleshooting Hands-On		<input type="checkbox"/>	9:00-11:30		<input type="checkbox"/>	2:00-4:30						
Water Boiler Replacement and Piping Strategies	<input type="checkbox"/>	7:30-10:00										
Build a Commercial Boiler/Troubleshoot Power Burner	<input type="checkbox"/>	7:30-11:30										
Air Elimination in Hydronic Systems	<input type="checkbox"/>	8:00-9:30			<input type="checkbox"/>	12:30-2:00						
The Basics of Electricity					<input type="checkbox"/>	12:30-3:00						
Steam Boiler Operations					<input type="checkbox"/>	2:00-4:30						
Troubleshooting — Have You Really Diagnosed the Problem?		<input type="checkbox"/>	9:00-10:00		<input type="checkbox"/>	11:00-12:00						
How to Sell to Homeowners					<input type="checkbox"/>	2:00-3:30						
Plus Tanks			<input type="checkbox"/>	9:30-12:00		<input type="checkbox"/>	2:00-4:30					
Factory Tour	<input type="checkbox"/>	8:30-9:30		<input type="checkbox"/>	10:00-11:00		<input type="checkbox"/>	2:00-3:00				
Multiple Boiler Systems, Theories and Advantages			<input type="checkbox"/>	10:00-12:00								
Lunch					<input type="checkbox"/>	11:00	<input type="checkbox"/>	11:30	<input type="checkbox"/>	12:00	<input type="checkbox"/>	12:30

The Weil-McLain School of Better Heating
NATE Certification Test Registration Form



North American Technician Excellence
Air Conditioning Excellence
Residential/Light Commercial HVAC Exams

Weil-McLain is an authorized testing center for NATE. North American Technician Excellence, Inc. (NATE) is the leading certification program for technicians in the heating, ventilation, air-conditioning, and refrigeration (HVAC/R) industry and is the only test supported by the entire industry. If you would like to find out more about NATE, visit their website at www.natex.org

Benefits of NATE certification include:

- Independent verification of your knowledge and skills
- Increased marketability for technicians and contractors
- Greater respect from customers because 87% of consumers want certified technicians

▷ Test Location Weil-McLain Sales & Marketing Training Facility
500 S. New St., Eden NC 27288

▷ Test Session Date

Please choose your desired date:

- | | |
|---------------------------------------|---|
| <input type="checkbox"/> May 11, 2010 | <input type="checkbox"/> September 14, 2010 |
| <input type="checkbox"/> May 13, 2010 | <input type="checkbox"/> September 16, 2010 |
| 12:30p - 4:30p | 12:30p - 4:30p |

▷ Cost

Mark each exam you wish to take:

- \$100.00 Recertification
- \$100.00 Core Exam
- \$100.00 Gas Heating Specialty
- \$100.00 Oil Heating Specialty

Passing Core and at least one Specialty exam is necessary for certification. The exam session lasts four hours, which is adequate time to take a Core and one Specialty exam.

Registration Information

Enter your information (please print):

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Daytime phone: _____ Fax: _____

Method of Payment

Please choose one:

Check number: _____ Amount: \$ _____

Visa Master (card number): _____

3 digit security code: _____ Card expiration date: _____

Billing address: _____

Signature: _____

Registration Instructions

Mail or fax completed registration form with payment information to:
Weil-McLain School of Better Heating
500 Blaine Street, Michigan City, IN 46360
Fax: 219.877.0556



Residential Gas Boilers



EG
Water or Steam,
Natural Draft
NATL or LP
MBH: 75-300
Avg. Eff.: 83%

GV
Water,
Sealed Combustion
NATL or LP
MBH: 70-170
Avg. Efficiency: 87%

ULTRA GAS
Water,
Sealed Combustion
NATL or LP
MBH: 80-299
Avg. Efficiency: 90%

CGa
Water,
Sealed Combustion
NATL or LP
MBH: 67-167
Avg. Efficiency: 94%

CGI
Water with
Tankless Heater
Induced Draft
NATL or LP
MBH: 133
Efficiency: 91%

CGa
Water,
Natural Draft
NATL or LP
MBH: 52-245
Avg. Efficiency: 82%

CGi
Water,
Induced Draft
NATL or LP
MBH: 50-233
Avg. Efficiency: 83.5%

Residential Oil Boilers



SGO
Steam with Tankless
Heater Option
MBH: 114-295
Avg. Efficiency: 84%

ULTRA OIL
Water, Chimney and Direct Vent
MBH: 95-172
Avg. Efficiency: 88%

WGO
Water without
Tankless Heater
MBH: 90-295
Avg. Efficiency: 85%

WTGO
Water with
Tankless Heater
MBH: 115-295
Avg. Efficiency: 85%

Residential Furnace and Air Conditioners



AIR HANDLER
Heat, Cooling

AIR HANDLER
Heat Only

FURNACE 90%

CASED COIL
Uncoiled also available

AIR CONDITIONER
12 Seer, 14 Seer

FURNACE 80%

Indirect-Fired Water Heaters



PLUS
100, 110, 119

GOLD Plus
30, 40, 50, 60

ULTRA Plus
40, 50, 60

Commercial Boilers



Ultra 550 & 750
Gas
Water
MBH: 500-750
Combustion Eff.: 82.5%

EGH
Gas
Water or Steam
MBH: 249-530
Combustion Eff.: 80%

PFG
Gas
Water
MBH: 244-427
Combustion Eff.: 81%

88
Gas, Oil & Gas/Oil
Water or Steam
MBH: 905-5,843
Combustion Eff.: 85.7%

LGB
Gas
Water or Steam
MBH: 400-2,860
Combustion Eff.: 81%

94
Gas, Oil & Gas/Oil
Water or Steam
MBH: 2,540-5,660
Combustion Eff.: 84%

80
Gas, Oil & Gas/Oil
Water or Steam
MBH: 240-1,214
Combustion Eff.: 82%