



HVACR Educators & Trainers News

April 2008

Highlights

Appion announced a program where HVACR programs can qualify for free recovery machines. Contact David Boyd at dave@appioninc.com

Toshiba announced that it has variable frequency drives it will donate to schools. Contact John O'Brien at john.obrien@tic.toshiba.com Additionally, his presentation on Motor Efficiencies can be downloaded on our site.

Persons packed the ESCO Institute training session where new modular training programs were introduced. The programs have created a great deal of excitement with trainers in our industry.

Elite Software provided attendees a full version of the latest software on load calculations to try for 20 days free of charge.

Legislation Mandates Student Assessment

Carl D. Perkins Act

- The Carl D. Perkins Career and Technical Education Improvement Act of 2006, (Perkins IV) deals with changes in accountability for Career and Technical Education (CTE), including HVACR programs.
- Understanding the Perkins Act is not easy. Dr. Patricia Stanley, Deputy Assistant Secretary for the United States Department of Education O.V.A.E took time from her busy schedule to explain these changes at the National HVACR Educators and Trainers Conference.



Dr. Stanley suggested that all programs receiving Perkins funding take the time to learn about their state's implementation plan. This is the easiest way to identify your specific requirements.

One key element of her presentation is that Perkins IV requires the use of a third party assessment. The purpose of adopting a third party industry assessment is to have an outside party test students employment ready skills. Perkins IV is all about accountability.

- The full text of Perkins IV is available on the HVAC Excellence website. If you have questions about Perkins IV or how HVAC Excellence can assist you with your Perkins compliance, call us toll free at 1-800-394-5268.

United Association Seeks HVAC Excellence Credentials



The United Association has been representing the HVACR industry for 117 years. With over \$150 million dollars spent annually on training, its no wonder that HVACR programs have sought to articulate with the UA and their locals for years.

Now there is a signed International agreement between the UA, its locals and HVAC Excellence accredited programs. Mr. Terrence Urbanek, the assistant director of education for the UA discussed this agreement where students will be guaranteed one year advanced placement within the UA apprenticeship program as a result of their HVAC Excellence credentials.

The Articulation Agreement Requires: Graduate from an HVAC Excellence Accredited Program, Pass Six HVAC Excellence Employment Ready Exams; Electrical, Air Conditioning, Electric Heat, Light Commercial Air Conditioning, Light Commercial Refrigeration, and one of three heating exams (Gas, Oil or Heat Pumps) and Have a "C" average or higher.

Federal regulations require the Employment Ready Certification or equivalent for Perkins funding. Accreditation coupled with these exams is the ticket to advanced placement opportunities with the UA, their locals and the thousands of great job opportunities they represent. For additional information on the articulation agreement or programmatic accreditation, contact Tom Tebbe at 877-394-5268.

Employment Outlook for the HVACR Industry

Government Perspective



Richard Holden, Regional Director for the United States Department of Labor, Bureau of Labor Statistics presented employment opportunities for the HVACR industry, which jobs will be most prevalent in the years to come, employment projections through 2016 and the industry's move to more complex energy efficient systems.



The presentation was intended to help educators and trainers understand how to gear their training towards the jobs that be in high demand in the years to come.

Mr. Holden's full presentation can be viewed on the HVAC Excellence website www.hvacexcellence.org

Industry Perspective

Barbara Dollm, Executive Director of the Mechanical Service Contractors of America (MSCA) discussed a new program to recruit the next generation of HVACR Service Technicians.



MSCA is the leading contracting association representing: Johnson Controls, Carrier Commercial, Trane Service, John J. Kirilin, Inc., Murphy Company, J.F. Ahern Co., McKinstry, McKenneys, ACCO Engineered Systems and over 1,200 leading contractors.

These companies offer top salaries, great benefits and excellent career opportunities. In order to recruit and place persons into our industry, MSCA created "Five Star Careers". The program provides the resources needed to attract and place persons into our industry.

The Five Star website provides information where persons can learn about our industry, request free recruitment brochures and with the click of a button, submit their resume to over 1,200 contractors.

As an added bonus, graduates from HVAC Excellence accredited programs are a top priority for recruitment. Learn all about the industry job recruitment program at www.5starcareers.com



HCFC Phase Out

Government Perspective

Cindy Newberg, Lead Analyst for Domestic Implementation of the HCFC Phase-out at the United States Environmental Protection Agency provided an in-depth history on the changes to the Montreal Protocol.



Mrs. Newberg discussed the more aggressive phase-out of HCFCs including R-22, the domestic implementation including new limits on production and import of HCFCs, and what that means for those that service air-conditioning and refrigeration systems.

Mrs. Newberg's presentation "The Next Major Milestone in the HCFC Phase Out" can be viewed in its entirety on the HVAC Excellence Website.



Industry Perspective



Nick Strickland, the marketing development manager from DuPont ISCEON Refrigerants discussed the actions required to reduce our dependency on HCFC's and the various options available.

Mr. Strickland stated that DuPont ISCEON Refrigerants is ready to assist all interested parties in transitioning to the next generation of alternative refrigerants through training end education sponsored by DuPont.

Upon completion of his presentation, Mr. Strickland answered questions from the audience. If you have questions on how DuPont can assist you, contact Mr. Strickland at Nick.strickland@usa.dupont.com

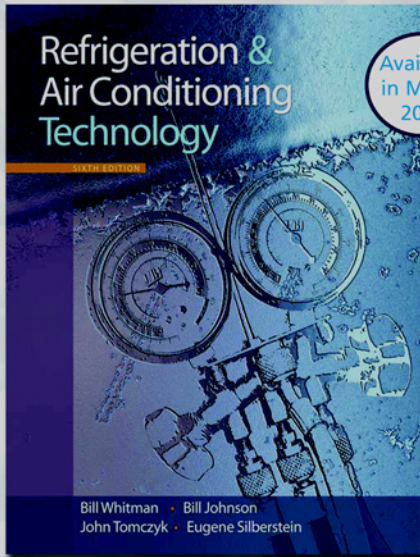


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HVACR Trainers Pursue CMHE

One Hundred Seventy Eight HVACR Educators and Trainers took the Certified Subject Matter Educator (CSME) credentialing exams during the National HVACR Educators and Trainers Conference.

CSME validates that a trainer has mastered the subject matter needed to teach the competencies required by their students/customers for success in an ever changing industry.

The subject matter expert are much more difficult to obtain than a student assessment or technician certification exam. They require a deeper understanding of the subject and an understanding of technical education methodologies.

Persons who achieve the much coveted CSME status, can take a multitude of these exams. If they succeed at all of them, they are awarded the prestigious status of Certified Master HVACR Educator (CMHE). This is a terminal certification as there is no higher award in the HVACR field.

Bruce Nelson of the Tennessee Technology Center and Randy Lowe of Hawkeye Community College were awarded their CMHE credentials during a special awards ceremony.

Customer Relations / Soft Skills

Teaching the science of thermodynamics can be difficult but it follows finite rules and parameters. Teaching "Soft Skills" such as Customer Relations is often a mysterious and daunting task.

Why is it Important? Contractors want to hire technicians that can increase customer retention, boost product & service up-selling, while reducing on the job stress.

Mr. Steve Coscia one of the most widely published and quoted authorities in customer service, conducted a train the trainer sessions on Customer Relations. His presentation covered the importance of teaching students soft skills in addition to technical skills.

Mr. Coscia discussed how technicians can increase their earning potential, improve customer retention and increase sales through customer service.

Mr. Coscia's strategies cut through the clutter and focus on the key tactical behaviors which enable a company to become world class. Learn about his full curriculum at www.coscia.com



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Green Mechanical Awareness Class



MAVCC Accreditation Class



CA Energy Commission Title 24 Class



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Required Heat Loads / Heat Gains
R-410A Safety and Training
Green Mechanical Roundtable
Student Employment Opportunities
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Teaching Proper Fuel Pipe Sizing
Teaching Work Ethics Roundtable
What's New in Trainers
Combustion Analysis / Fuel Efficiency
Pressure Enthalpy Without Tears
Energy Efficiency Standards for Residential & Non Residential Buildings (Title 24)
Federal Accountability Legislation
Accreditation - Assessment - Credentialing
Packaged Modular Training Programs
Articulation with the UA
Testing first-step in A/C Maintenance
Open Roundtable
Changes to the Montreal Protocol
Developing Power-Point presentations
Encouraging Continuing Education Roundtable
Planning for Changes in Refrigerants
Certified Master HVAC Educator (CMHE) exams
An Economic Perspective on the Prospects for HVAC Technicians
Chillers

Texas Adopts HVAC Excellence Certifications New Opportunities for the Over 60,000 Certified

Texas State Statute 75.28 requires that HVACR technicians must register with the Texas Department of Licensing and Regulation (TDLR). In addition, in order to state that you are a "Certified Technician" a technician must register this status with the TDLR and provide the following:

- Complete an application for certification
- Provide proof of having passed HVAC Excellence Certification or equivalent
- Pay the required fee

HVAC Excellence a not for profit organization was created by the HVAC Industry in 1994. With over 60,000 certified and growing, HVAC Excellence is the largest provider of certification.

New and emerging technicians coupled with rising energy cost have strengthened the need for HVAC Excellence's specialty certifications that include: Green Awareness, Combustion Analysis, Carbon Monoxide. For a full list of all of the certifications offered, visit www.hvacexcellence.org or call 1-800-394-5268 and request a catalog.



2009 HVACR Educators & Trainers Conference

Professional Development exclusively for HVACR Instructors

Meaningful sessions on New & Changing Technologies

Both Teaching Technique classes and Technical sessions

Educator Exams (CSME & CMHE) offered at no charge

Earn Continuing Education Units (CEU's)

Round Table Sessions to Network & Exchange Ideas

Plated Breakfast and Lunch Provided

Convenient and Affordable location

Industry Sponsored



Mark Your
Calendar

**March 8-10, 2009
Imperial Palace
Las Vegas, NV**

Register by

Calling 1-800-394-5268

Nominate Trainer of the Year

HVAC Excellence is seeking your assistance to identify exceptional trainers in the HVACR industry.

This is your opportunity to nominate an individual who has gone above and beyond in training in our industry.

Please include the following in your submission:

- Title document Nomination for Trainer of the Year
- Name of nominee
- The Organization they Represent
- Type of Organization
- Tell US Why You Nominate This Person
- Your Contact Information

Please fax your form to 1-800-546-3726

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See Sect2.1, 2.2, 2.3	

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Carbon Monoxide Safety Association Supports Education & Training

Energy efficiency is everyone's business. The Carbon Monoxide Safety Association offers training programs that help ensure safety and energy efficiency.

Bob Dwyer, Ken Kimball and Erik Rasmussen, conducted several train the trainer programs during the National HVACR Educators and Trainers Conference.

With an energy efficiency revolution in the works, COSA is leading the way through their train the trainer programs in Combustion Analysis, Green Awareness, Carbon Monoxide and Fuel Pipe Sizing.

COSA will be hosting two National Train The Trainer Sessions this summer; Edison Academy in Alexandria VA, and Intellitec College in Colorado Springs, CO.

For information on COSA's training programs, contact them toll free at 1-800-394-5253 or visit their website at www.cosafety.org



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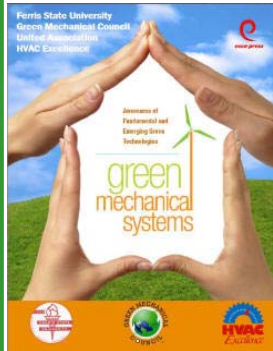
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Green Mechanical Systems



"Green Mechanical Systems" a new release published by ESCO Press covers Awareness of Fundamental and Emerging Green Technologies is now available.

This manual developed by HVAC Excellence and Ferris State University is designed to provide a basic understanding of Green concepts, terminologies, systems, and the latest in Green mechanical technology.

Additionally it covers: Concepts and terminology, Energy efficiency, Energy management, Alternative energy, Products and systems, Comfort cooling, Comfort heating, High efficiency forced air heating systems, Solar heating systems, Optimized steam systems, Comfort heating and cooling combination systems, Electrical, Lighting, Plumbing, Reduced water volume systems, and more. **Ask about the Green Awareness Training Package, which includes the new Green Awareness Certification.**

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ESCO Institute Introduced Modular Training Programs

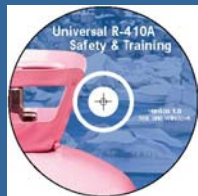
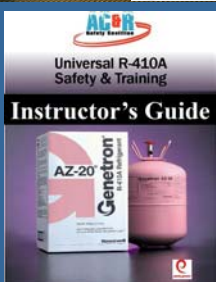
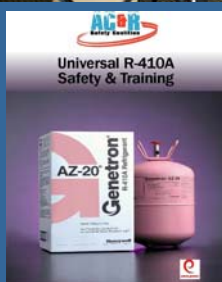


ESCO Institute introduced a series of modular training programs that simplify teaching. The programs include a training manual, instructors guide, power point presentations, interactive CD-Rom's and an End of Program Assessment (programs vary).

Programs available include:

- Universal R-410A
- Section 608 EPA Certification
- Section 609 EPA Certification
- Alternative Refrigerants and Blends
- Compression Systems
- Combustion Analysis and Fuel Efficiency
- Carbon Monoxide
- Fundamentals of Refrigeration
- Green Mechanical Systems
- Basic Refrigeration and Charging Procedures
- Medium and High Efficiency Gas Furnaces
- System Diagnostics and Troubleshooting Procedures
- Troubleshooting and Servicing HVACR Electrical Systems

For details contact ESCO Institute at 1-800-726-9696



New Advisory Board Appointed

HVAC Excellence announces the new members to its Advisory Review Board.

The advisory review board is a volunteer committee made up of persons representing various facets of the industry. This diverse group of industry professional enables HVAC Excellence to receive the best possible advice about the industry trends, technologies and needs.

The new members to the advisory review board are:

- Steven Allen, United Association
- James Devoe, Delmar Cengage Learning
- Bob Dwyer, Carbon Monoxide Safety Association
- Rod Jara, United Association
- David Jolley, Equity Residential
- Scott Leach, Delta College
- Fred Martel, HVAC Insider
- Mike Milwee, Alabama Power
- Walter Nichols, Louisiana Technical College
- Paul Rhodes, HD Supply
- Wes Smith, HVAC Insider
- Ken Spraggins,, Middle Georgia Technical College
- Bill Strachan, Clovis Community College
- Professor John Tomczyk, Ferris State University
- Thor Wishart, Gainesville Regional Utilities

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- "Now That's a Plan" on Elite's Drawing Board software
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For details, visit our web site at
www.tftt.org

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HVACR Educators & Trainers Pack Conference



For the second year in a row the industry united around education. With new and emerging technologies, even our best trainers must continually update their skills and adapt. Providing continuing education for our industry trainers is the only way to assure that the current and next generation of HVACR service technicians are being properly trained.

On March 16-19, 2008, several hundred persons representing all facets of the HVACR industry attended the 2008 HVAC Excellence HVACR Educators and Trainers Conference. The conference is dedicated exclusively to educators and trainers in the HVACR industry to ensure attendees that all of the sessions will be relevant to them and the industry they serve.

The 2008 conference featured 30 different sessions to attend and almost 40 exhibitors representing all facets of the industry. Photos, power point presentations and links to the sponsors are available on our website.

Joining to Improve HVACR Education

- Hampden Engineering , Delmar
- Learning, Fieldpiece Instruments,
- Training for the Trades, Co Ex-
- perts, Applon, Shell Oil, Coscia
- Communications , HVAC Insider,
- American Technical Publishers,
- MSCA, MCAA, Elite Software,
- Amana, Goodheart Wilcox, To-
- shiba, Green Mechanical Council,
- TechSource Tools, Suffolk Com
- College, MAVCC, Bacharach,
- Ferris State University, California
- Energy Commission, AC&R
- Safety Coalition, Extech Instru-
- ments, Five Star Careers, Career-
- Connect , United Association,
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- Institute, U.S. Dept. of Education,
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