



BONUS!
Get NCI's exclusive Fan and Duct Sizing Tables, Fresh-Air Calculator, and a Manufacturers Engineering Data Locator at NO Extra Cost!

NCI Commercial System Performance Certification Program

Find and repair Commercial HVAC problems you never knew even existed!

Did you know NCI studies have shown the average commercial HVAC system only operates at 63% of rated capacity?

This newly developed NCI certification course is designed to help HVAC professionals correct this widespread problem. You'll learn how to test, diagnose problems, prepare a scope of work, and renovate commercial HVAC systems to perform the way they were intended.

Learn To Deliver Measured, Documented Performance!

This program will show you how to deliver true system performance. It also opens the door for greater opportunities for your company, including true differentiation, greater revenues, and higher profits to the bottom line.

Our practical field-based training will take you through how to measure, rate and improve the operating performance of the HVAC systems you design, sell, install, and service. First you'll learn how to assess the unseen properties of an HVAC system including airflow, temperature, pressure, and delivered BTUs. With this new knowledge, you'll find and repair problems you never even knew existed.

Who Should Attend?

This class is designed to provide the right training for contracting firm owners, field personnel, and salespeople. Facilities management personnel and commercial air balancers will also benefit greatly from this training.



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



Commercial HVAC System Performance Training

Benefits:

In this two-day certification class, HVAC professionals will learn how to:

- Provide real solutions to issues that have been plaguing commercial buildings for years
- Reduce callbacks and warranty issues
- Tie specific tests to specific repairs
- Contractors can generate new work from existing customers
- Provide assurances the job will be delivered with the promised results.



Benefits:

- Opens the door to increased sales and customer loyalty through professional testing and diagnostics, followed by repair services
- Moves your commercial customers onto the path toward the true retro-commissioning of their mechanical systems.
- Allows you to actually rate the performance of a commercial system before and after repair work is completed, to demonstrate real improvement to your customers and supervisors. This is the step that is often missing from most quality initiatives
- Saves dollars, time, and your reputation by reducing callbacks and warranty issues
- Adds a dimension to a contractor's service offerings that few competitors offer
- Levels out the seasonality of the commercial mechanical systems business.

Deliver high quality repair, maintenance, and installation services, and produce professional reports and documentation to differentiate your company from your competition!

Agenda:

DAY 1: The Key elements of HVAC System Performance

- Review performance of a typical HVAC system
- Overview of test methods and instruments
- Static pressure measurement, diagnostics, and repairs
- How to diagnose and prescribe pressure repairs to improve performance
- Airflow measurement, diagnostics, and repairs
- Air capture hoods and duct traverse methods
- Temperature testing, diagnostics, and repairs
- How to apply Fan Laws to identify and solve performance issues.

DAY 2: Measure, Diagnose, and Improve Poor Performance

- Equipment and system BTU calculations
- System performance using delivered BTU
- Field design guidelines and tools
- Estimate required airflow and assess fan capacity
- Evaluate low-pressure duct systems
- Proper filter, coil, register, and grille selection
- Commercial system renovation opportunities
- Identify and prescribe typical repairs
- Prioritize and communicate needed renovation work to customers.

The day concludes with NCI's exclusive Commercial HVAC System Performance certification exam.

“I attended my first NCI training in 2007, and have been hooked ever since. At the time I was becoming disenchanted with my industry and looking for a new direction. NCI opened my eyes to a new way: performance-based outcomes, and I haven't looked back since.”

David Coziahr
Construction Engineer, Coziahr Heating & AC
Council Bluffs, IA

Who Should Attend?
Sales People, Owners,
Managers, Installers,
Service Technicians,
and Commercial
Air Balancers

Call 800-633-7058



NCI's Training and Certification Packages Include:

- Pre-training materials to prepare you for the class
- Course workbooks, Duct-sizing tables and procedures, a Fresh-Air Calculation tool, as well as a commercial HVAC equipment manufacturers engineering data locator and other training materials
- Post-training exercises to jump-start your field testing
- Certificates and Wallet cards upon passing certification exams and field testing
- 30 days of unlimited toll-free support



Frequently Asked Questions

Q: What kind of certification do I earn?

NCI's Commercial HVAC Performance certification is valid for two years. Recertification is achieved with eight hours of NCI continuing education.

Q: Are there any pre- or post-training tools or requirements?

Before each class, students will receive related class preparation materials. As part of the certification process, each student will be required to complete testing based on the specific certification provided in the training.

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

The typical NCI training day runs from 8:00 AM to 5:00 PM. Light refreshments and lunches are included.

Who is NCI?

NCI (National Comfort Institute) is the world leader in HVAC System Performance training and Air Balancing. We created the industry's best practices, processes, and forms and have been teaching them for decades.

What makes NCI's approach different? We show you how to thoroughly test and diagnose the system using practical, easy-to-follow methods so you'll know exactly what to do to provide your customers with optimum comfort and energy efficiency.

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 25,000 HVAC industry professionals. For more information about NCI, please call 800-633-7058 or visit www.nationalcomfortinstitute.com.



Additional Educational Opportunities from NCI:

- *NCI Commercial Air Balance Certification*
- *CO Safety and Combustion Analyst*
- *Performance-based Selling*
- *Large Commercial Air and Hydronics Balancing (NBC)*
- *Residential Advanced HVAC Certification*
- *Residential HVAC System Renovation and Retrofit*
- *Home Performance for HVAC Professionals*
- *Online Training (NCI University)*
- *Webinars*
- *Onsite Training and Coaching*
- *Membership*



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