

# ADVANCED HVAC EDUCATION & TRAINING



Leading the Industry in  
High-Performance HVAC™

**Find & Repair Commercial HVAC Problems You Never Even Knew Existed!**

## Commercial System Performance Certification Program

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

This National Comfort Institute 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.

### **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.

### **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.



# Commercial HVAC System Performance Training

## 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.

## 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
- Generate new work from existing customers
- Provide assurances the job will be delivered with the promised results.

By passing the exam on Day 2 you will earn a Commercial System Performance Specialist certification.

This certification is valid for two years. Recertification is achieved with eight hours of NCI continuing education.

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



## Register now and discover the High-Performance HVAC™ Difference!

For more information,  
call 800-633-7058 or visit  
[NationalComfortInstitute.com](http://NationalComfortInstitute.com)



## 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
- 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
- Temperature testing, diagnostics, and repairs
- Estimate required airflow and assess fan capacity
- Evaluate low-pressure duct systems
- 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.*

### Who benefits from this training?

- Contracting Firm Managers
- Field Personnel
- Salespeople and Sales Managers
- Facilities Management Personnel
- Commercial Air Balancers.

### NCI's Training and Certification Packages Include:

- Course workbooks, duct-sizing tables and procedures, as well as commercial HVAC equipment manufacturer engineering data locator and other training materials
- Many useful NCI report forms and procedures
- Certificates and wallet cards upon passing certification exams and field testing
- 30 days of unlimited toll-free support.



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

**LEARN TO  
diagnose  
and optimize  
commercial  
HVAC systems**



**800-633-7058 | NationalComfortInstitute.com**

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## Who is NCI?

**National Comfort Institute, Inc. (NCI)** is the world leader in HVAC System Performance and Air Balancing training. 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 "High-Performance HVAC™", 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 30,000 HVAC industry professionals. For more information about NCI, please call 800-633-7058 or visit [www.nationalcomfortinstitute.com](http://www.nationalcomfortinstitute.com).

### **Additional Educational Opportunities from NCI:**

- Residential HVAC System Performance & Air Balancing • Hydronic Testing, Adjusting, & Balancing
- Large Commercial Balancing (National Balancing Council) • Airflow Testing & Diagnostics Implementation
- Combustion Performance and CO Safety • Duct System Optimization • Commercial Air Balancing
- NCI Online University • And Much More!



Scan the QR Code  
to Learn More  
and Register



Courses Qualify for:  
NATE, BPI & Most State CEUs