

Sponsored by Southern California Edison



Solve Hidden Airflow Problems

Discover Profitable HVAC Repair Opportunities

FREE
To Qualified Contractors

It's a known fact that typical air distribution systems lose an average of 43% of their efficiency because of poor air distribution. Your customers don't have to live with these substandard systems. Now you can offer real solutions to provide the very best comfort, energy efficiency, and a safe and healthy indoor environment.

It all starts with a well-functioning air distribution system. Static pressure is the foundation of air distribution diagnostics and repair.

In this two hour class, you will learn how to measure and interpret Total External Static Pressure (TESP) and start on the path to understanding fan airflow and solving hidden airflow problems.

Learning Objectives

- Learn how to measure Total External Static Pressure (TESP)
- Understand the tools for the testing & the AirMaxx™ app
- Diagnose using Total External Static Pressure (TESP)
- Teach customers what the test means to them
- Learn about next steps in your airflow & performance education



Leading the Industry in
Performance-Based Contracting™

Register online at NCILink.com/DiscoverAirflow or call 800-691-1690

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Discover Profitable HVAC Diagnostic & Repair Opportunities



There's an App for that!

AirMaxx™ Lite is NCI's FREE unique diagnostic mobile app that allows you to easily discover equipment airflow problems with just two static pressure measurements.

Now you can visually show your customers why their HVAC systems are not delivering the comfort and energy efficiency they should be.

Take this first step, and discover how you can differentiate your company through High-Performance Contracting.

Agenda:

- **Section One** – Introduction to Air Diagnostics
- **Section Two** – Testing required measure TESP & interpret airflow
- **Section Three** – Learn to use the NCI AirMaxx Lite App (iOS and Android Phones)
- **Section Four** – Additional Educational Opportunities



***"If You Don't Measure,
You're Just Guessing!™"***

Who Should Attend?

HVAC Contractors, Service Techs, Installers,
Salespeople, and Managers

Frequently Asked Questions

Q: What should I bring?

A pen or pencil, calculator, and a mobile device (smartphone or tablet)

Q: How long is the class?

This training event is 2 hours long. Light refreshments and a meal are included.

Q: What is the cost of this class?

There is no cost to you. The class is co-sponsored by Southern California Edison and your local distributor.

Who is NCI?

National Comfort Institute, Inc. (NCI), the HVAC industry's leader in Performance-Based Service Contracting™, is an international membership and training organization that provides heating, air conditioning, plumbing, and electrical contractors with services and tools to help them improve their businesses. During the past two decades, NCI has trained and certified more than 25,000 HVAC industry professionals. For more information about NCI, please call **800-691-1690** or **714-220-3128**, or visit **www.nationalcomfortinstitute.com**.



Additional Educational Opportunities from NCI:

- Residential HVAC System Performance & Air Balancing
- Introduction to Hydronic Testing, Adjusting, & Balancing
- Large Commercial Balancing (National Balancing Council)
- Airflow Testing & Diagnostics Implementation
- Refrigeration-Side Performance
- Combustion Performance and CO Safety
- Commercial HVAC System Performance
- Optimize Economizer Performance
- Commercial Air Balancing
- Duct System Optimization
- Performance-Based Selling



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