



O'CONNOR COMPANY

YOUR HVAC PARTNER SINCE 1920



Spring 2019 Training



COURSE DESCRIPTIONS

OMAHA, NE

Register today by email, kpeppie@oconnorhvac.com, or fax (402) 818-1080.

American Standard Asset

4 days, 8-hour class \$850 first attendee/\$700 for second

American Standard Asset is designed to help you boost your residential HVAC sales and profits with an easy step-by-step process. You will learn how to sell top-of-the-line American Standard replacement systems without high pressure manipulation. This class is designed for retail sales professionals, comfort consultants, owners and managers.

Instructor: Greg Woodman

February 5-8, 8:30 a.m.-4:30 p.m.

Trane Boot Camp

4 days, 8-hour class \$850 first attendee/\$700 for second

Trane Boot Camp is designed to help you boost your residential HVAC sales and profits with an easy step-by-step process. At Trane Boot Camp, you will learn how to sell top-of-the-line Trane replacement systems without high pressure manipulation. This class is designed for retail sales professionals, comfort consultants, owners and managers.

Instructor: Greg Woodman

February 5-8, 8:30 a.m.-4:30 p.m.

Refrigerant Certification - Section 608

8-hour class \$125

This certification is necessary to purchase refrigerant or work on HVAC equipment. Test will cover Type I, Type II, Type III and Universal. EPA Certification Exam Preparatory Manual will be mailed upon registration.

Instructor: Todd Wise

February 12, 8:30 a.m.-4:30 p.m.

Mitsubishi M- and P- Series

2 days, 8-hour class \$195 Maximum class size of 15.



16 continuing education hours

This two-day M- and P- Series Service course is for installation and troubleshooting. The concepts and theories of this series system operation are covered, including a study of the unique technologies employed. The theories of properly applying, installing and troubleshooting will be discussed along with practical hands-on exercises. Recommended for installers, start up and service personnel for Mitsubishi Electric systems who have intermediate or greater HVAC technical skills.

Instructor: Todd Wise

February 13-14, 8:30 a.m.-4:30 p.m.

March 20-21, 8:30 a.m.-4:30 p.m.

May 8-9, 8:30 a.m.-4:30 p.m.

UPCOMING TRAINING

Please contact Kim Peppie for more information.

Class	Date	Location
Geo 101/Radiant In-floor 101	February 19	North Platte
Geo 101/Radiant In-floor 101	February 20	Grand Island
Geo 101/Radiant In-floor 101	February 21	Lincoln
Geo 101/Radiant In-floor 101	March 5	Sioux City
Geo 101/Radiant In-floor 101	March 6	Norfolk
VRF Training	May 1	Omaha

QUALITY. SERVICE. O'CONNOR.

COURSE DESCRIPTIONS

TULSA, OK

Register today by email, tramos@oconnorhvac.com, or call (918) 459-2000.

Mitsubishi M- & P- Series Mini Split Install and Service Course

7-hour class \$65

 7 continuing education hours

During this course you will learn the fundamentals of the Mitsubishi M- and P- Series systems and be introduced to the concepts and theories of operation—including an overview of the unique technologies employed, system design, installation and the fundamentals of troubleshooting M- and P- Series systems. Participant guide will be provided.

Instructor: Lance Anderson

February 19, 8:30 a.m.-4:30 p.m.

Refrigerant System Diagnostics

7-hour class \$185 (non-refundable)

 7 continuing education hours

This program is designed as a foundation to prepare HVAC Service Technicians with advanced training in refrigeration system diagnostics. The purpose of the program is to teach technicians a systematic approach to diagnosing refrigeration system failures utilizing superheat and subcooling diagnostic measurements.

Instructor: Greg Westerman

March 9, 8:30 a.m.-4:30 p.m.

Trane Comfort Controls & ECM Motor Testing Class*

7-hour class \$65 *Class available to Trane Dealers only.

 7 continuing education hours

This class covers TCONT Comfort Control features, wiring diagrams and installer set up. ECM Motor Testing discusses the differences between Torque and Variable Speed motors as well as systematic testing procedures.

Instructor: Lance Anderson

March 14, 8:30 a.m.-4:30 p.m.

Trane ComfortLink II Zoning Class*

7-hour class \$65 *Class available to Trane Dealers only.

 7 continuing education hours

During this class you will learn zoning applications, system components, operations, installation, set up, wiring and troubleshooting.

Instructor: Lance Anderson

March 26, 8:30 a.m.-4:30 p.m.

Air Conditioning and Heat Pump Troubleshooting Class*

7-hour class \$65 *Class available to Trane Dealers only.

 7 continuing education hours

Participants will review proper applications of air conditioners and heat pumps and determine the application balance point for heat pumps. Sequence of operation and how to troubleshoot the electrical and refrigerant side of the system will also be discussed.

Instructor: Lance Anderson

April 2, 8:30 a.m.-4:30 p.m.



Register Today

COURSE DESCRIPTIONS

LENEXA, KS / LEE'S SUMMIT, MO

Register today by email, smain@oconnorhvac.com, or fax (913) 894-5476.

Nexia Controls

4-hour class \$15

 4 CEUs

This class will teach you functions for Nexia Controls including how to: add your logo to every Nexia Connected Control, Nexia Diagnostics, Nexia Home Intelligence website customer setup, homeowner smartphone connection along with how to add other products to your customers Nexia Home account.

Instructor: Devoe Ward

February 5, 12-4 p.m.

Trane and American Standard Communicating Zoning

3-hour class \$15

 3 CEUs

This class offers an in depth look at the proprietary Trane and American Standard zoning. This communicating zoning system is one of the best on the market. Dig into proper application, installation and setup. Duct sizing will also be covered.

Instructor: Dan West

February 19, 1-4 p.m.

Variable Speed Training

4-hour class \$15

 4 CEUs  4 continuing education hours

This certification class for Trane and American Standard Variable Speed Outdoor units is a requirement to purchase, sell, and work on these units. TruComfort and AccuComfort are some of the most efficient and comfortable units on the market.

Instructor: Dan West

February 19, 8 a.m.-12 p.m.

Refrigerant System Diagnostics

7-hour class \$230 (non-refundable)

 7 continuing education hours

This program is designed as a foundation to prepare HVAC Service Technicians with advanced training in refrigerant system diagnostics. The purpose of this program is to teach technicians a systematic approach to diagnosing refrigerant system failures utilizing superheat and subcooling diagnostic measurements.

Instructor: Greg Westerman

February 28, 8:30 a.m.-4:30 p.m.

Mitsubishi M- and P- Series

2 days, 8-hour class \$195 Maximum class size of 15.

 8 CEUs  16 continuing education hours

This two-day M- and P- Series service course is for installation and troubleshooting. The concepts and theories of this series system operation are covered, including a study of the unique technologies employed. The theories of properly applying, installing and troubleshooting will be discussed along with practical hands-on exercises. Recommended for installers, start up and service personnel for Mitsubishi Electric systems who have intermediate or greater HVAC technical skills.

Instructor: Todd Wise

February 20-21, 8:30 a.m.-4:30 p.m.

April 2-3, 8:30 a.m.-4:30 p.m.

Electrical Fundamentals

3-hour class \$15

 3 CEUs

This course will cover electrical wiring diagram interpretation for residential and light commercial heating and air conditioning systems including current and older Trane and American Standard products. Topics will include: capacitors and start gear, relays and contactors, transformer fundamentals, calculating voltage unbalance, testing permanent split capacitor, constant torque, and variable speed motors.

Instructor: Dan West

March 26, 1-4 p.m.

April 18, 8-11 a.m.

COURSE DESCRIPTIONS

WICHITA, KS

Register today by email,
klowry@oconnorhvac.com, or fax (316) 684-1221.

Refrigerant System Diagnostics

7-hour class \$225 (non-refundable)

 7 CEUs  7 continuing education hours

This program is designed as a foundation to prepare HVAC Service Technicians with advanced training in refrigerant system diagnostics. The purpose of the program is to teach technicians a systematic approach to diagnosing refrigerant system failures utilizing superheat and subcooling diagnostic measurements.

Instructor: Greg Westerman

February 26, 8:30 a.m.-4:30 p.m.

American Standard Asset

4 days, 8-hour class \$850 first attendee/\$700 for second

 28 CEUs

American Standard Asset is designed to help you boost your residential HVAC sales and profits with an easy step-by-step process. You will learn how to sell top-of-the-line American Standard replacement systems without high pressure manipulation. This class is designed for retail sales professionals, comfort consultants, owners and managers.

Instructor: Raud Hampton

March 12-15, 8:30 a.m.-4:30 p.m.

Trane Boot Camp

4 days, 8-hour class \$850 first attendee/\$700 for second

 28 CEUs

Trane Boot Camp is designed to help boost your residential HVAC sales and profits with an easy step-by-step process. At Trane Boot Camp, you will learn how to sell top-of-the-line Trane replacement systems without high pressure manipulation. This class is designed for retail sales professionals, comfort consultants, owners and managers.

Instructor: Raud Hampton

March 12-15, 8:30 a.m.-4:30 p.m.

Variable Speed Advanced Troubleshooting

8-hour class \$255 Maximum class size of 12.

 7 CEUs  8 continuing education hours

This course is designed to be approximately 80% hands-on troubleshooting with an operating Variable Speed PD System. Various "bugs" are introduced into the system allowing students extensive use of the 950 and/or 1050 Control, CDA, LED's and the Technical Service Manual to correctly and efficiently troubleshoot a wide range of possible failures and fault codes. Each student must bring their Volt/Ohmmeter and must have completed the original Variable Speed Certification Training Course. Limit 12 per class.

Instructor: Don Williamson

April 16, 8:30 a.m.-4:30 p.m.

April 17, 8:30 a.m.-4:30 p.m.

DES MOINES, IA

Register today by email,
kpeppie@oconnorhvac.com, or fax (402) 818-1080.

Refrigerant System Diagnostics

7-hour class \$250 (non-refundable)

 7 continuing education hours

This program is designed as a foundation to prepare HVAC Service Technicians with advanced training in refrigerant system diagnostics. The purpose of this program is to teach technicians a systematic approach to diagnosing refrigerant system failures utilizing superheat and subcooling diagnostic measurements.

Instructor: Greg Westerman

May 15, 8:30 a.m.-4:30 p.m. Location: Hilton Garden Inn
7213 Nordic Drive Cedar Falls, IA

May 16, 8:30 a.m.-4:30 p.m. Location: O'Connor Des Moines Branch
4455 121st St. Urbandale, IA 50323

UPCOMING TRAINING

Please contact Kim Peppie for more information.

Class	Date	Location
VRF Training	May 2	Urbandale



Register Today

MEET THE INSTRUCTORS



Lance Anderson

O'Connor Company

Lance Anderson has been in the HVAC industry for 22 years as an installer and service technician in the residential, commercial and industrial side of the business. The last five years, Lance has been with the O'Connor Company as a parts and technical support specialist.



Greg Westerman

O'Connor Company

Greg Westerman was in the contracting business for 26 years. He has been in the wholesale side for the last 25 years. The last 23 have been with O'Connor Company as their Technical Support Specialist and Trainer.



Raud Hampton

ACT Group

Raud Hampton was a Residential Real Estate Appraiser and remained in this field for approximately 30 years. Owing his own company, he learned the skills required for running a successful business until the downturn in the economy and changes in government regulations influenced him to seek a different career path in HVAC.



Don Williamson

Don Williams Consulting, LLC

Don Williamson retired after 39 years with Trane holding various positions such as Research and Design Technician, Sheetmetal Fabrication Supervisor, Quality Engineer, Manufacturing Engineer and Product Support Specialist. The last 15 years were served as a Factory Technical Support Specialist for Trane residential and most recently as Variable Speed Outdoor Product Expert where he managed all Variable Speed field trial testing and provided input to the design of the product and literature.



Devoe Ward

Nexia

Devoe Ward started in the HVAC industry 10 years ago working for the Dallas DSO as the Home Depot SPOC. After 14 months, he was promoted to Territory Manager and served as TM for the Dallas DSO selling Trane products for seven years. He was promoted to Nexia Business Development Manager HVAC in July 2016.



Todd Wise

O'Connor Company

Todd Wise has been in the HVAC industry for 30 years. He attended Climate Control Institute and moved into a field service role for Hussmann Refrigeration and worked on a variety of equipment including refrigeration, HVAC, appliances, farm machinery, plumbing and electric wiring. Todd joined O'Connor in 2013 as a Mitsubishi Specialist where he assisted dealers with application, installation, troubleshooting service training. Currently, Todd is in his third year as a Field Service Representative with a focus on ductless and VRF.



Dan West

O'Connor Company

Dan West has a vocational education background and been in the HVAC industry for over 30 years. Dan has held various HVAC educational positions on the secondary and postsecondary level throughout his career. He has also been involved in the HVAC secondary and postsecondary curriculum development for the state of Missouri.



Greg Woodman

ACT Group

Greg Woodman takes "edutainment" to a whole new level. He has the unique ability to get every one of his participants involved and enjoying the process of learning. Greg is a sales veteran with the scars to prove it. He has been a contractor, consultant, vice president of a manufacturing firm, national sales trainer, and is now a Seminar Leader with No Pressure Selling®.

TRAINING LOCATIONS

O'CONNOR TRAINING LOCATIONS

OMAHA, NE

O'Connor Company
Training Facility
13900 Chalco Valley Pkwy.
Suite 101
Omaha, NE 68138
(800) 800-7580



DES MOINES, IA

O'Connor Company
Training Facility
4455 121st St.
Urbandale, IA 50323
(888) 304-8234



TULSA, OK

O'Connor Company
Training Facility
1850 N. Indianwood
Broken Arrow, OK 74012
(800) 580-8640



LENEXA, KS

O'Connor Company
Training Facility
16910 W. 116th St.
Lenexa, KS 66219
(888) 800-3540



LEE'S SUMMIT, MO

O'Connor Company
Training Facility
2600B NE Independence
Lee's Summit, MO 64064
(877) 800-3540



WICHITA, KS

O'Connor Company
Training Facility
5200 E. 35th St. North
Wichita, KS 67220
(800) 444-4822



ADDITIONAL TRAINING LOCATIONS

DES MOINES, IA

HILTON GARDEN INN

7213 Nordic Drive
Cedar Falls, IA 50613
(319) 266-6611



