

The Minnesota Heating and Cooling Association presents...



## Practical Air Flow Wednesday, February 27, 2019

**Ace Supply  
7640 Commerce Way  
Eden Prairie, MN 55344**

**7:30 a.m. - 8:00 a.m.**      **Registration**  
**8:00 a.m. - 3:30 p.m.**      **Program**  
**(Lunch, Breaks, and Handouts Included.)**

### About the Program and Its Importance

This course reviews proper design of a duct system (return and supply air and ducts) by taking out the mystery and de-bunking the “rules of thumb.” Customers spend good money on high-efficiency systems but it will not work efficiently without a properly-designed duct system. Other potential problems include high humidity levels, high energy costs, poor indoor air quality, increased noise levels, and discomfort to the customer.

### You will learn to:

- Accurately examine static pressures and how to test
- Understand the relationship between BTUs and CFMs
- Provide information about air flow resistance
- Determine CFM’s requirement to each area
- Determine proper duct size
- Increase Five-Star customer service ratings
- Build powerful maintenance skills
- Increase your average ticket

### About the Instructors/Location:

Charles Morales is recognized as one of the nation’s top-rated educators, bringing leadership and passion that instill a remarkable love for the trades. He earned his AAS degree in HVAC-R from Nunez Community College. Charles started in the HVAC-R industry in 1979, beginning a bright brilliant career by intriguing people with his pleasant personality. Originally from Louisiana, he was raised in a small community south of New Orleans which is known for fresh seafood, jazz, gumbo, jambalaya and more.

**\$199.00 for MHCA Members**

**\$299.00 for non-MHCA Members (Join MHCA and save \$100.00 per person!)**

***BONUS: Send a Technician and Your Service Manager Attends for Just \$99.00!***

**Space is limited to 40 attendees. Register today by completing the form below!**

For additional information about this program or MHCA membership, contact MHCA at (888) 782-6815.



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### Registration Form

#### ATTENDEE INFORMATION (Copy Form For Additional Registrants)

Name: (first) \_\_\_\_\_ (last) \_\_\_\_\_  
Name: (first) \_\_\_\_\_ (last) \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip \_\_\_\_\_  
Phone: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_  
Email: \_\_\_\_\_

#### REGISTRATION FEE

	<u>Member</u>	<u>Non-Member</u>	<u>Service Manager</u>
Attendee	\$199.00 per person	\$299.00 per person	\$99.00 per person (w/additional attendee)
# Attendees	_____	_____	_____
<b>Total</b>	<b>\$_____</b>	<b>\$_____</b>	<b>\$_____</b>

#### PAYMENT INFO

**Credit Card:** VISA      MasterCard      Discover      AmEx  
Name on credit card: \_\_\_\_\_  
Billing Address: \_\_\_\_\_  
CC Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_ CVC Code: \_\_\_\_\_

**Check:** Payable to "MHCA"

**Mail, fax, or email completed registration form to:**  
Minnesota Heating and Cooling Association  
6066 Shingle Creek Parkway, Suite 167  
Brooklyn Center, MN 55430

Phone: 888-782-6815  
Fax: 888-287-4116  
Email: [jane@assocmgmtservices.com](mailto:jane@assocmgmtservices.com)