



pretecs  
HVAC/R TRAINING  
INSTITUTE  
training catalog

spring **2017**



**protecs**  
HVAC/R TRAINING

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spring 2017 training catalog

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## WHY TRAIN AT RSC?

- Award winning & nationally recognized instructors
- RSC instructors are NATE or AHRI Certified
- **Three labs in Valley View:** HVAC, Refrigeration & Sheet Metal
- **Two labs in Columbus:** HVAC & Refrigeration
- All skills classes qualify for State License, NATE Certification & CFAD Distributor Training Credit Hours
- 3 hour classes vs. competitors' 2 hours (earns quicker state license credit)
- **Extensive Curriculum**
  - Weekly classes with individual topics
  - 12 week semester long programs
- EPA Refrigerant Certification & NATE Training | test sessions

### For Class Information & Registration

Kelly Daub | 216.525.8236

# BEST IN CLASS

8 YEARS IN A ROW!



RSC Was Awarded  
**DISTRIBUTOR TRAINER OF THE YEAR**  
by Carrier Corporation | 2008 - 2015

# RSC'S AWARD WINNING INSTRUCTORS

Selected by Carrier Corporation as **DISTRIBUTOR TRAINER OF THE YEAR** for 8 consecutive years.



## **JIM PRICE** | AKRON, VALLEY VIEW & YOUNGSTOWN

Jim spent 18 years in the field as a Service Tech. He has two college degrees, is NATE Certified, and now works for RSC as the Manager of the Technical Support and Training Department.



## **BILL MODICA** | VALLEY VIEW

Graduate of West Side Institute of Technology, Bill has 35 years in HVAC as a Technician, Service Manager, Branch Manager and Sales Professional. He is currently a Technical Service Advisor for Refrigeration Sales Corporation in Northeast Ohio.



## **RICK ROGERS** | COLUMBUS

Rick has 20 years of field experience, graduated from Columbus State, and is RSC's Service Manager for Central Ohio. He is NATE Certified in multiple specialties.



## **JUSTIN OST** | VALLEY VIEW

A graduate of Stark State College in HVAC Technology, Justin has been in the HVAC industry since 2006. He has worked in the field performing service and installation on HVAC systems ranging from residential to commercial/industrial. Currently, he is the Controls Project Manager at RSC.



## **DAN WIGHT** | VALLEY VIEW

Dan has been in the HVAC industry for over 8 years. Prior to that, he studied Psychology and Chemistry at University of Mount Union. He is an RSC Inside Sales Engineer, assisting the Commercial Department in a multitude of avenues, including Plan and Spec, Applied Sales and Controls.



**JOHN WOZNIAK** | AKRON & VALLEY VIEW

John has spent 20 years in the field doing commercial service, controls, and installation in many facets of the HVAC/R industry. John is currently working with RSC's Plan & Spec Department providing Commercial Customer Service and Technical Support.



**NATE McQUIGGAN** | AKRON & VALLEY VIEW

Nate served five years in the United States Navy as an Aviation Electronics Technician, then moved on to receive a degree in HVAC/R Technology from Stark State College in 2014. He spent two years as a Field Technician before joining the RSC family as a Commercial Customer Service and Technical Support Representative. Nate is currently pursuing his Bachelor's Degree in HVAC Engineering with Ferris State University.



**MATT SLOCUM** | AKRON & VALLEY VIEW

Matt started in the HVAC/R field in 1978. He has held many positions in the industry from Parts Associate to Product Manager. Matt is now working at RSC in Commercial Customer Service and Technical Sales Support. He is a member of ASHRAE and AEE and has a CEM (Certified Energy Manager) designation.

**BOB CHERVIN** | COLUMBUS

A 30 year, NATE Certified industry veteran and graduate of Columbus State, Bob has owned his own HVAC company since 1979.

**ROGER TRESCH** | VALLEY VIEW

Roger got his start in the technical trades by attending welding school. He's been in the HVAC industry since 1993, spending the majority of that time as a Tinner. He's currently the Vice President of Operations for a local HVAC company, but continues to do sheet metal work as well. He is NATE Certified.

**STEVE WAGNER** | COLUMBUS

Steve has 37 plus years in HVAC, first as a Tech, then a business owner, a Technical Service Advisor and now the Training Manager for a major manufacturer. He is both RSES and NATE Certified.

**RICHARD WIRTZ** | COLUMBUS

Richard is a former professor at a Central Ohio technical college, who has extensive field experience in HVAC, and holds four RSES Certificate Member Specialist designations, as well as being NATE Certified.

# AIR CONDITIONING TECHNOLOGY PROGRAM

**SPRING SEMESTER** Columbus & Valley View

**INVESTMENT** \$1,325 + \$179 for book & lab fee

*PROTECS DEALERS ASK ABOUT YOUR DISCOUNT*

An intensive 12-week, one-night-a-week course designed for the entry or intermediate level service/install technician who wants to advance their air conditioning skills. Includes classroom and hands-on lab activities with NATE Certified instructors.

Students take the AHRI Industry Competency Exam (I.C.E.) at the end of the program to obtain certification.

## STATE OF THE ART HVAC LABS

Our spacious lab includes 10 operational furnaces & air conditioners, with both newer and older models, providing a real world, hands-on understanding.

## TOPICS DISCUSSED

- A/C Components
- A/C Troubleshooting
- Compressors
- Controls
- Electrical for A/C
- Evacuation & Charging
- Heat Pumps
- Refrigerant Cycles
- Refrigerant Handling
- Safety
- Standard Operating Conditions



### CLASS SCHEDULE

#### COLUMBUS

2571 Silver Drive  
Columbus, OH 43211

January 30<sup>th</sup> - May 8<sup>th</sup>, 2017  
Monday Evenings  
5:30 p.m. - 8:30 p.m.  
Instructor: Rick Rogers

#### VALLEY VIEW

9450 Allen Drive, Suite A  
Valley View, OH 44125

February 8<sup>th</sup> - May 3<sup>rd</sup>, 2017  
Wednesday Evenings  
5:30 p.m. - 8:30 p.m.  
Instructor: Jim Price

Contact Kelly Daub | 216.525.8236 | [kelly.daub@refrigerationsales.net](mailto:kelly.daub@refrigerationsales.net)  
for more information or to register.

*Please note: Dates and times are subject to change.*

# COMMERCIAL HVAC TECHNOLOGY PROGRAM

**SPRING SEMESTER** Valley View

**INVESTMENT** \$1,325 + \$179 for book & lab fee

*PROTECS DEALERS ASK ABOUT YOUR DISCOUNT*

An intensive 12-week, one-night-a-week course designed for the HVAC technician who wants to move into commercial service, or for an existing tech who wants to advance their commercial skills. Includes classroom and hands-on lab activities.

Students take the AHRI Light Commercial Exam at the end of the program to obtain certification.

## STATE OF THE ART HVAC LABS

Our HVAC lab includes heating and cooling systems, a ducted rooftop unit, semi-hermetic compressors, and a commercial air handling unit which provides a real world, hands-on understanding of commercial HVAC.

## TOPICS DISCUSSED

- Commercial Fundamentals
- Chiller Operation
- Commercial Splits
- Compressors
- Controls
- Ducting & Air Flow
- Economizers
- Maintenance
- Refrigerant Piping
- Rooftop Installations
- Rooftop Operating Cycles
- Troubleshooting
- Wiring



## CLASS SCHEDULE

### VALLEY VIEW

9450 Allen Drive, Suite A  
Valley View, OH 44125

February 7<sup>th</sup> - May 2<sup>nd</sup>, 2017

Tuesday Evenings

5:30 p.m. - 8:30 p.m.

Instructor: John Wozniak

Contact Kelly Daub | 216.525.8236 | [kelly.daub@refrigerationsales.net](mailto:kelly.daub@refrigerationsales.net)  
for more information or to register.

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# AKRON SKILLS TRAINING SCHEDULE

RSC Classroom | 175 East South Street | Akron, OH 44311

**INVESTMENT** \$109 RSC Customers, unless otherwise noted  
**ALL CLASSES QUALIFY FOR STATE LICENSE, NATE CERTIFICATION & CFAD DISTRIBUTOR TRAINING HOURS**

DATE	CLASS TITLE	INSTRUCTOR	TIME
1/18	Combustion Analysis	Jim Price	5:30 p.m. - 8:30 p.m.
2/02	Heat Pump Tune-Ups	Jim Price	5:30 p.m. - 8:30 p.m.
3/02	Commercial Splits	John Wozniak	5:30 p.m. - 8:30 p.m.
3/16	Air Flow	Matt Slocum	5:30 p.m. - 8:30 p.m.
3/27	Diagnosing Compressors	Jim Price	5:30 p.m. - 8:30 p.m.
4/20	Wiring Diagrams	Nate McQuiggan	5:30 p.m. - 8:30 p.m.

Contact Kelly Daub | 216.525.8236 | [kelly.daub@refrigerationsales.net](mailto:kelly.daub@refrigerationsales.net)  
for more information or to register.

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# COLUMBUS SKILLS TRAINING SCHEDULE

RSC Classroom | 2571 Silver Drive | Columbus, OH 43211

**INVESTMENT** \$109 RSC Customers, unless otherwise noted  
**ALL CLASSES QUALIFY FOR STATE LICENSE, NATE CERTIFICATION & CFAD DISTRIBUTOR TRAINING HOURS**

DATE	CLASS TITLE	INSTRUCTOR	TIME
1/12	Evacuation & Charging	Rick Rogers	5:30 p.m. - 8:30 p.m.
1/19	Measuring Airflow	Richard Wirtz	5:30 p.m. - 8:30 p.m.
1/26	Heat Pump Troubleshooting	Rick Rogers	5:30 p.m. - 8:30 p.m.
2/01	EPA Class & Test ( <i>\$195 per person</i> )	Bob Chervin	4:00 p.m. - 9:00 p.m.
2/23	Brazing	Richard Wirtz	5:30 p.m. - 8:30 p.m.
3/02	Wiring Diagrams	Rick Rogers	5:30 p.m. - 8:30 p.m.
3/09	Motor Fundamentals & Protection	Richard Wirtz	5:30 p.m. - 8:30 p.m.
4/05	NATE Core	Bob Chervin	5:30 p.m. - 8:30 p.m.
4/12	NATE AC & HP	Bob Chervin	5:30 p.m. - 8:30 p.m.
4/20	Preventing Compressor Failures	Richard Wirtz	5:30 p.m. - 8:30 p.m.
5/10	EPA Class & Test ( <i>\$195 per person</i> )	Bob Chervin	4:00 p.m. - 9:00 p.m.

Contact Rick Rogers | 614.299.2500 | [rogersrd@refrigerationsales.net](mailto:rogersrd@refrigerationsales.net)  
 for more information or to register.

*Please note: Dates and times are subject to change.*



## VALLEY VIEW SKILLS TRAINING SCHEDULE

RSC Classroom | 9450 Allen Drive, Suite A | Valley View, OH 44125

**INVESTMENT** \$109 RSC Customers, unless otherwise noted  
**ALL CLASSES QUALIFY FOR STATE LICENSE, NATE CERTIFICATION & CFAD DISTRIBUTOR TRAINING HOURS**

DATE	CLASS TITLE	INSTRUCTOR	TIME
1/19	Furnace Troubleshooting	Bill Modica	5:30 p.m. - 8:30 p.m.
1/23	Wiring Diagrams	Nate McQuiggan	5:30 p.m. - 8:30 p.m.
1/25	Combustion Analysis	Jim Price	5:30 p.m. - 8:30 p.m.
1/26	Rooftops	John Wozniak	5:30 p.m. - 8:30 p.m.
2/09	EPA Class & Test ( <i>~\$195 per person</i> )	Bill Modica	4:00 p.m. - 9:00 p.m.
2/27	Air Flow	Matt Slocum	5:30 p.m. - 8:30 p.m.
3/02	NATE Core	Bill Modica	5:30 p.m. - 8:30 p.m.
3/09	NATE AC & HP	Bill Modica	5:30 p.m. - 8:30 p.m.
3/13	Heat Pump Tune-Ups	Jim Price	5:30 p.m. - 8:30 p.m.
3/23	NATE Testing ( <i>~\$145 per person</i> )	Bill Modica	8:30 a.m. - 12:30 p.m.
4/06	Energy Audit	Nate McQuiggan	5:30 p.m. - 8:30 p.m.
4/10	Diagnosing Compressors	Jim Price	5:30 p.m. - 8:30 p.m.
4/20	AC Tune-Ups	Bill Modica	5:30 p.m. - 8:30 p.m.
4/27	Retrofit Design	Matt Slocum	4:00 p.m. - 7:00 p.m.
5/18	Leak Detection	Bill Modica	5:30 p.m. - 8:30 p.m.



## YOUNGSTOWN SKILLS TRAINING SCHEDULE

RSC Classroom | 643 N. Meridian Road | Youngstown, OH 44509

**INVESTMENT** \$109 RSC Customers, unless otherwise noted  
**ALL CLASSES QUALIFY FOR STATE LICENSE, NATE CERTIFICATION & CFAD DISTRIBUTOR TRAINING HOURS**

DATE	CLASS TITLE	INSTRUCTOR	TIME
1/16	Heat Exchangers	Jim Price	5:30 p.m. - 8:30 p.m.
4/24	Diagnosing Compressors	Jim Price	5:30 p.m. - 8:30 p.m.

Contact Kelly Daub | 216.525.8236 | [kelly.daub@refrigerationsales.net](mailto:kelly.daub@refrigerationsales.net)  
 for more information or to register.

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## CUSTOMER SERVICE SUPERIORITY

**SPRING SEMESTER** Valley View

**INVESTMENT** \$425 per person

**HOURS** 8 hr(s) {CFAD Factory Training Hour Category}

Learn how to build customer rapport quickly and dominate your marketplace with differentiating skills such as active listening, empathy, tone-of-voice and proven relationship-enhancing phases. This seminar includes a 48 page workbook filled with templates, scripts and process flowcharts which enable your service operation to become world class.

### COURSE OBJECTIVES

- Maximize the revenue potential of customer interactions
- Learn how to convey value when customers push back on price
- Improve vocal tonality and word usage
- Increase internal service effectiveness and efficiency
- Become more skilled in active listening
- Learn to empathize with difficult customers



### CLASS SCHEDULE VALLEY VIEW

9450 Allen Drive, Suite A  
Valley View, OH 44125

February 23<sup>rd</sup>, 2017

8:00 a.m. - 4:30 p.m.

Instructor: Steve Coscia, Coscia Communications Inc.



WholeServer™

REFRIGERATION SALES CORPORATION  
9450 Allen Drive, Suite A | Valley View, OH 44125  
[www.rsc2go.com](http://www.rsc2go.com) | 866.894.8200