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# REZNOR<sup>®</sup> University Presents:

## The 2020 Reznor Curriculum

### Reznor Plan Product Overview

1-Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie

\*Class is available to anyone selling & supporting Reznor products.

Training class will provide an overview of plan products that Reznor offers including:

- Unit Heaters - UDAP/UDAS/UDBP/UDBS/UEAS/LDAP
- Tube Heaters/Infrared Heaters – VPS/VPT/VCS/VCT
- WS hydronic Unit Heater & Electric Unit Heaters

### Reznor 101 Class I

Presenters: Sadie Norton, Tom Morgan, Tom Lyle, Mike Kaskie

\*Class is available to anyone selling & supporting Reznor Products.

Requirements: Current [www.Reznorhvac.com](http://www.Reznorhvac.com) website account.

#### **Product Overview**

Training class will provide a familiarization for people that are new to selling and supporting the Reznor product line. Various tools will be covered in order to look up parts, serial number search of units, spare part pricing, & lead times.

### Reznor 200 Class II

1-Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie, Doug Swanson

\*Class available to anyone selling & supporting Reznor products.

Requirements: Current [www.Reznorhvac.com](http://www.Reznorhvac.com) website account.

#### **Continuation of Reznor Plan Product overview**

Which includes troubleshooting of units and determining what part is needed. Additional time will be spent looking up specific parts and how to look up wiring diagrams.

### Reznor Tube Heater Application Training 201

1 – Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie, Neill Gustafson

\*Class available to anyone selling or supporting Reznor products.

Recommended Reznor Plan Products Overview Application training will provide an in-depth look on the tube heater product offering. Items covered will include the following:

- General best practices for infrared tube heaters.
- Sizing, Selection & Layout.

### Reznor Quoting Software 300

2 – Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie, Angie Brew

\*Class available to anyone quoting Reznor Plan products.

Requirements: Access to an updated RezQuote V3.40 Software.

Training will consist of quoting products in RezQuote:

- Unit Heaters UDAP/UDAS/UDBP/UDBS/UEAS/LDAP
- Tube Heaters/Infrared Heaters VPS/VPT/VCS/VCT
- Duct Furnaces RP/EEDU, HRPD, SC
- Air Handlers CAUA/RDH/RPB/RPBL



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#### **Reznor Advances in Ventilation 400**

4-Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie

\*Class available to anyone quoting or selling Reznor Applied Products.

Requirements: Access to an updated RezQuote V3.40 Software.

Application training would cover the basics on Make-up Air & Dedicated Outside Air products. Topics which will be covered include:

- Definitions, Selections & Controls
- Understand the differences between a standard rooftop unit and a make-up air unit.
- Discuss the new P125 Platform for Reznor which integrates many leading edge technologies.
- When to use an indirect fired vs. a direct fired unit

#### **Reznor P125 Competitive Analysis 401**

2 – Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie

\*Class available to anyone quoting or selling Reznor Applied Products.

Requirements: A basic understanding of Commercial Products.

This training will be for Commercial Product Champions that need to know how we stack up vs. the competitor's product offering. The training will be around the P125 Series of MUA products. The training will focus on the SWOT Analysis & discuss the positive and negatives of this series.

#### **Reznor Applied Product Overview 402**

2 – Hour Class

Presenters: Tom Morgan, Tom Lyle, Mike Kaskie

\*Class available to Commercial Sales & Territory Sales Managers.

Training class will provide an overview of the applied products offering that Reznor offers. Items covered will include the following:

- Duct Furnaces, Air Handlers & Make up Air.

#### **Reznor P125 Make Up Air Training & Factory Tour 403**

2 – Day Class

Presenter: Reznor

\*Class available to Commercial Sales & Select Territory Sales Managers.

Requirements: A basic understanding of Commercial products. There are cost associated with this factory training and tour.

This training takes place at the Reznor factory located in Mercer, PA. This 2-day class will provide a mixture of hands on training and classroom training for the P125 Reznor Make up Air (MUA) product line. Training includes basics of MUA applications, controls, selections, maintenance, commissioning & trouble shooting.

Please visit our website: [www.jjmorgan.com](http://www.jjmorgan.com),  
and click on the Training link to schedule.

