

17TH ANNUAL GASNETWORKS® HEATING PROFESSIONALS FALL CONFERENCE

Conference Sessions

2017

7:00 - 8:00 CONFERENCE REGISTRATION AND CONTINENTAL BREAKFAST

8:00 - 8:45 WELCOME AND OPENING SESSION - SALONS D & E

8:45 - 10:15 CONCURRENT SESSIONS I **CHOOSE ONE**

Duct Design for Mini-splits

Chris Morin, Area Manager, Mitsubishi Electric Cooling & Heating, Dutchess Salon

Learn how to apply the principles of ACCA Manual D, Residential Duct Design, to low-static mini-splits and conventional heat pumps. Discussion includes:

- Available Blower Static
- Total Equivalent Length and Impacts on Duct Sizing
- Calculating and Adjusting Friction Loss
- Verifying Velocity
- Examples for Low/Mid/High Static Air Handlers

Gas 101

Brad Wong, Princess Room

This class will review the basics of gas principles: Is the new modulating equipment recently installed operating at its full efficiency? Will it achieve the efficiency needed to qualify for a rebate? The course will explain basic gas laws and how they pertain to proper installation of modulating equipment. The class will cover gas basics of volume and pressure and how they affect the proper operation of equipment. It continues with how to evaluate the sizing of the gas service and meter for your site and what to do if your site does not have the gas requirements for your intended equipment installation.

Hydronics 201

Bruce E. Marshall, Training Coordinator, Emerson Swan Inc., Seminar Room

This session will give an overview of the different ways you can get heat out to the system. Discussion will concentrate heavily on hydraulic separation and primary/secondary piping.

Selling High Efficiency Boilers & Furnaces

David Parker, Account Manager, CLEAResult, Sterling Room

Receive 3 NATE CEH credits when attending this class. Condensing boilers and furnaces have higher thermal efficiency, but can you get the heat into the house? Is the distribution system sized for the modern equipment, with lower water temperature and temperature rises? Probably not, but does it need to be a "BTU for BTU" replacement?

This seminar will show how lower loads, from renovations, insulation upgrades, and air sealing:

- Make the new, replacement equipment smaller
- Allow the existing baseboard and duct system to perform optimally
- Promote the use of energy saving outdoor reset controls
- Help contractors create a winning sales proposal by leveraging the GasNetworks and Mass Save rebates (Heating, Cooling, and "Early" Replacement), and the Mass Save 0% HEAT Loans

ECM Pump Selection and Application

George R. Carey Jr., Vice President, FIA, Inc., Southborough Room

This seminar tells you what an Electronically Commutated Magnetic motor is and how it differs from traditional pumps. Discussion will include:

- How to read an ECM pump's performance curves and use it to properly select the right pump
- How modulating/condensing boilers operate even MORE efficiently when ECM pumps are installed on these boilers
- Why ECM pumps can improve a hydronic system's performance with their on-board microprocessor intelligence
- Why the utilities are offering rebate programs to their customers to use these new style pumps

10:15 - 10:30 MORNING BREAK

10:30 - NOON CONCURRENT SESSIONS II **CHOOSE ONE**

Understanding Heat Pumps

Ralph Gates, HVAC Sales Manager, Emerson Swan, Dutchess Salon

Ductless Mini-splits continue to be one of the fastest growing HVAC market segments. This seminar will focus on understanding ductless heat pump capacities, proper unit application, sizing, and an overview of installation and commissioning best practices.

Understanding Natural Gas Combustion and Safety for the Plumber/HVAC Contractor

Walter Munro, Operations Training Supervisor, Liberty Utilities, Princess Room

There will be a live, non-explosion chamber demonstration that will provide a visual understanding of natural gas combustion and how fuel, oxygen, and a heat source are needed to have ignition. You will also learn more about meter turn on/turn off, meter location, and natural gas emergencies.

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Duct Testing & Sealing

Russell Fontain, Senior Technical Advisor, CLEAResult, Sterling Room

Receive 4 NATE CEH credits when attending this class. Explore how proper testing and sealing of ducts in ventilated attic spaces can improve the comfort, health, safety, and durability of your customers' homes and increase customer satisfaction. This session will also:

- Explain IECC 2012 leakage rates and procedures
- Demonstrate use of a Duct Blaster to verify leakage reductions and verify HVAC equipment performance with Total Static Pressure
- Address the Combustion Appliance Zone (CAZ) potential health and safety implications after duct sealing

Benefits to customers include more effective delivery of conditioned air into the conditioned space, increased comfort with existing equipment, reducing the capacity needed for replacement equipment, improved indoor air quality, and preventing building damage and ice dams.

Proper Sizing, Condensing Furnaces and Boilers

Charlie McCracken, Senior Technical Advisor, CLEAResult, Southborough Room

Receive 3 NATE CEH credits when attending this class: How Manual J (and D) Can Save the Ducts and GasNetworks/Mass Save Rebates Can Make the Sale. Condensing boilers and furnaces, like all new appliances, have different specifications than the equipment it is replacing. This session will show:

- How proper sizing, based on a Manual J load calculation, can prevent installation issues with existing ducts
- How the GasNetworks Rebates and Mass Save HEAT loan program can make better, more efficient equipment affordable to purchase, helping contractors make the sale

NOON - 1:00 LUNCH

Check out all of the great outdoor exhibits including the Weil-McLain glass-piped steam boiler demonstration and the live-fire exhibits courtesy of ECR and Viessmann during your lunch break!

1:00 - 2:30 CONCURRENT SESSIONS III **CHOOSE ONE**

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Proper Sizing & High Efficiency Furnaces

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2:30 - 4:00 SUPER RAFFLE, RECEPTION, AND EXHIBITORS' SHOWCASE - SALONS A,B, & C

You will want to stick around for this year's Super Raffles! So please join us for an informal and friendly event to conclude the day. Refreshments and hors d'oeuvres will be served. Meet with colleagues and visit our exhibitors both inside and outside.

