

18TH ANNUAL GASNETWORKS® HEATING PROFESSIONALS FALL CONFERENCE

Conference Sessions



2018

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**

Hydronics 201 - How to Make a Condensing Boiler Condense

Steve Milligan, Senior Technical Advisor, Sweeney Rogers, Dutchess Room

This session will focus on how system design and water temperature play a key role in maintaining high efficiency boilers.

Introduction to Combi Furnace Technology

Jason Mangos, NTI, Marlborough Room

Learn about the latest in high efficiency technology. In this session NTI will explain the concept, technology, application and operation of their 97% AFUE Combi Furnace.

Selling High Efficiency Boilers

David Parker, Account Manager, CLEAResult, Princess 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 for the modern equipment, with lower water temperature and temperature rises? Probably 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 and Cooling), and the Mass Save 0% HEAT Loan.

Emerging Smart Technology in the Hydronic's Market

George Carey, Vice President, FIA, Seminar Room

Smart technology is becoming commonplace in hydronics. Customers want remote access through tablets and smart phones. Numerous pieces of heating equipment now have remote diagnostic capabilities, email & text alerts for cold/hot rooms and service reminders. The "Smart" technology is here to stay, so get comfortable with it.

Gas 101

Walter Munroe, Liberty Utilities, Sterling 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. It will also include the gas combustion chamber demonstration.

10:15 - 10:30 MORNING BREAK

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

Combustion Testing and Carbon Monoxide Safety

Rick Pothier, EDOS, Dutchess Room

Sharpen your skills on combustion efficiency testing and the importance of carbon monoxide safety associated with gas heating equipment.

Introduction to Combi Furnace Technology

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Proper Sizing of Equipment

Charlie McCracken, Senior Technical Advisor, CLEAResult, Seminar 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

Commercial Upstream Rebates - HVAC upstream

Erin Kempster, Senior Project Manager, Energy Solutions, Sterling Room

As of June 1, 2018, HVAC and water heating contractors can provide significant incentives directly to commercial electric and gas customers on high-efficiency sales in Massachusetts and Rhode Island (and New Hampshire for water heating equipment) with minimal paperwork required. This session will provide you and your business with the information and tools to make the most of this new offering for the benefit of your customers and your business. The initiative implementers will step point-by-point through the incentives available and how contractors can participate fully with minimal impact to administrative load and maximum benefit to sales. Questions and feedback will be welcome and incorporated into ongoing refinement of the offerings.

NOON - 1:00 LUNCH

Check out the outdoor exhibits from NTI, ECR, FIA and EDOS during your lunch break or any time throughout the day and get an extra entry to our super raffle!

Heating Industry Insights

Naomi Mermin, Seminar Room

Bring your lunch and take some time to share your insights from the field. Help us answer some important questions including what are the main roadblocks to choosing high efficiency equipment, what high efficiency products are easiest to sell and what percentage of your customers select high efficiency products. Attend this **contractor** only session and be entered to win a special mid day raffle.

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

Combustion Testing and Carbon Monoxide Safety

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How Contractors and Customers Benefit from Smart Devices

Will D'Arrigo, Senior Associate, ICF, Marlborough Room

You wouldn't buy a car today that doesn't have Bluetooth or a backup camera so why would you want a home without basic smart technology? As customers become more tech savvy the interest in Smart Devices to aid in the energy management of residences continues to grow. This course will provide attendees an overview of currently available technologies ranging from smart thermostats to advanced heating controls and energy management systems. The benefits of this technology and the systems available to both the customer and contractor will also be reviewed along with revenue generation opportunities and utility incentives. Lastly, the presentation will discuss how heating controls and other smart devices are integrated into the "smart home" of the future.

ECM Pumping & Applications

George Carey, Vice President, FIA, Princess 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 pu
- 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

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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.

