



## 2026 HVAC Training Courses

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# Welcome Note from Tom Gelin

## *Breaking Bad HVAC Habits*

Hey there, Air Flow content follower and course taker.

First, many thanks to the folks who consistently register and attend Air Flow events. That number grows a little bit every year.

I'm in charge of the program selection, and above all, I try to curate it for you such that it's useful.

Every year, we tweak the program to try to reach and delight more of you.

### **For 2026, let's take a look at changing a few habits.**

January 1<sup>st</sup> is right around the corner. Changing habits is on our minds, even if you're one of those people determined NOT to change a habit. Oh, you stoics!

If you do, maybe you want to give up fast food, abstain from your nicotine of choice, refrain from doom scrolling, or actually pack your gym bag the night before.

Our course content is going to look at some work habits.

Perhaps, just perhaps, you:

- Use chiller sound packages when you're close to a property line, and hope it works.
- Use the canned diffuser schedule that your company built 20 years ago and never look back.
- Use CAPS for fan selections and never give it a second thought.
- Use unit heaters or makeup air for heating, even though you know infrared is more efficient.

The purpose of it all is to help you deliver better projects to your customers. Efficiency, comfort, cost reduction, labor savings, whatever it is.

And yes, sometimes we have to change habits to make those improvements.

Hope you'll join us in the auditorium, online, or on the road.

See you in Training in 2026!

**Tom Gelin**

**Air Flow, Inc.**

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# Class #1



## Deep Dive into Air Distribution, and Reconsidering Your Old Schedule

Live in the auditorium and virtually via zoom.

**Personal Habit:** When you were in your 20s, you ate all the fast food you wanted. Taco Bell, Cheba Hut, Chipotle, you name it. You put on a little weight, you run it off, and away it goes.

Now that you're 40 and a bit softer in the middle, it might be time to rethink those fast food habits.



### Product Placement



**Work Habit:** Your load calculation software produces an air flow value in CFM for every space. That air flow is based on the max cooling load. Eyeball the space, select some diffusers, and divide the air evenly to each. Mark the diffuser CD-XX. 8" round, 200-250cfm. Use the same diffuser schedule from an old project.

This is the workflow for nearly every engineering firm in the country. Like fast food, it's a bad HVAC habit. Don't worry, no one died from selecting the wrong diffuser. Now that we're aware, the pros from Price will show you why and how to make it better.

## Class #2



# Ambient Sound, Your Chiller Acoustic Package, Barrier Walls, and Panels

Live in the  
auditorium and  
virtually via zoom.

**Personal Habit:** If you pack the gym bag the night before, you're more likely to go to the gym. Once you're at the gym, you'll probably do a workout.

In other words, if you prepare in advance, you're more likely to be successful.

Date: Tuesday, April 7th, 2026

10:00 AM to 12:00 PM

SUBJECT LENGTH: 2 hours

PDH/CEU: 2

MANUFACTURER REPRESENTED:

Price Industries



**Work Habit:** You select an air-cooled chiller from the chiller guy you trust.

The chiller guy asks if the chiller is located near a residential neighborhood, because those chillers are loud.

When you say yes, he excitedly tells you about his acoustic package that will cut the sound down by half.

Awesome, potential problem averted!

Hardly.

Just because you did two sets of curls doesn't mean you're on your way to getting shredded.

In this class, we'll dive into ambient acoustics for chillers, generators, dust collectors, and Price's different solutions for those applications.

We'll talk about acoustic panels. Also, we'll share with you how Price's new thermal break panel gets built, how it performs, and how it gets supported without breaking the thermal barrier.

Just like personal habits, planning makes success more likely.

# Class #3

## Thermal and Acoustic “Sandwich” Panels Road Show



Dates:

Tuesday, May 12<sup>th</sup>, 2026

Wednesday, May 13<sup>th</sup>, 2026

Thursday May 14<sup>th</sup>, 2026

SUBJECT LENGTH: 1 hour

PDH/CEU: N/A

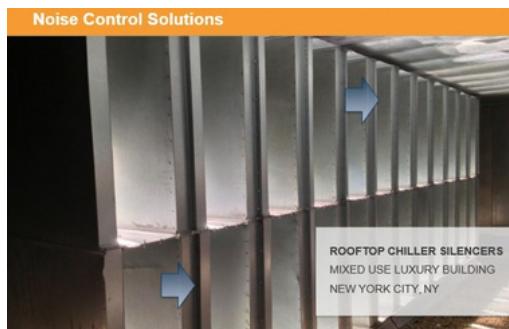
MANUFACTURER REPRESENTED:

Price Industries

**Personal Habit:** You need an accountability partner

to break your vaping habit, tough guy.

If your goal is to be nicotine-free, you'll need someone to hold you accountable and remind you why you are taking on new positive habits. Reading about quitting nicotine is probably not enough. You need to be shown the way.



**Work Habit:** Seeing is believing.

It's one thing to sit through a lecture, but it's another to experience a live demonstration.

It's a road show about sandwich panels, so come enjoy a food truck serving gourmet sandwiches!

This is the real-life follow-up from course 2, where we will:

- Demonstrate the performance of acoustic panels live (It's an awesome demo!)
- Get your hands on the thermal break panels
- Review some of the structural elements of acoustic panels to maximize free area

One of the best ways to change habits is to show the problem and the remedy, and that's exactly what we're going to do!

# Class #4



## Driving Heating Efficiency to Your Door

### Infrared Road Show

**Personal Habit:** We know we should leave our houses, yet we doomscroll. We even doomscroll watching other people leave their houses and having fun.

Dates:

Tuesday, September 15<sup>th</sup>, 2026

Wednesday, September 16<sup>th</sup>, 2026

Thursday, September 17<sup>th</sup>, 2026

SUBJECT LENGTH: 1 hour

PDH/CEU: N/A

MANUFACTURER REPRESENTED:

Detroit Radiant



#### PROCEDURES & METHODS:

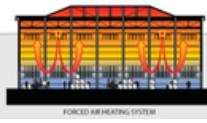
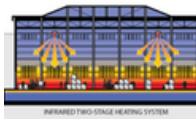
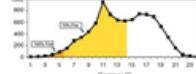
- Measure temperatures at 10 minute intervals, outside and a variety of inside and slab locations.

- Measure gas usage daily at designated times, conduct regular interview with staff on comfort.

- Pre-determined operating cycles for Forced Air and infrared heater (i.e. alternate weeks, etc.).

Figure 1 - Hours per year of High-Fire and Low-Fire Operation.

Figure 2 - Infrared vs. Forced Air Temperature Cycling.



**Work Habit:** New plans come in, and you need to decide on how to do the heating.

The path of least resistance is to match BTUs to the load with a make-up air unit or an appropriate number of unit heaters in the space.

Sure, dropping unit heaters or a makeup air unit for heating may be the easiest design ever, but we're going to change this habit by showing you how infrared is a labor-efficient, energy-efficient, and comfortable choice for your customers.

How are we gonna do that, you ask?

A short, hands-on demonstration will show you how fast and easy it is to assemble Detroit Radiant infrared heaters.

# Class #5

## A Deep Dive into 4 Challenging Fan Selections Using CookSelect

Live in the  
auditorium and  
virtually via zoom.

**Personal Habit:** Not because your current wardrobe is bad—just because it's starting to feel like a historical archive of who you used to be. Those jeans remember when you could stay awake past 8 p.m., and your beloved denim-on-denim "Canadian tuxedo" is now so worn-in it's basically a citizenship application. Treat yourself to something new. You deserve it.



Date: Tuesday, October 13th, 2026

10:00 AM to 12:00 PM

SUBJECT LENGTH: 2 hours

PDH/CEU: 2

MANUFACTURER REPRESENTED:

Loren Cook



**Work Habit:** It's time to pick a couple of roof fans.

You load up CAPS.

Select a roof fan, 3000cfm at .75" static, and you've got yourself about 50 different options. Belt drive, Direct drive, EC, PM, VFD, wheel width, orifice rings, and accessories.

You finally land on one that you think will work, put it on your plans, and assume all is well.

In this class, we're going to run you through 4 **extremely challenging** fan selections, dive into the what's and the whys, and at the same time get you familiar with CookSelect online fan software. But we won't stop there; we're going to throw in all the wrinkles that cause headaches in the submittal process. Yes, you'll make the selections, and we'll offer our recommendations. Our very own Caleb Lenhof is our instructor. You may remember Caleb from our famous warehouse video. He's our engineering channel manager, and he sure knows fans.



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