



# HANDS ON TRAINING

**2025**  
HVAC Training Courses

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# Welcome Note from Tom Gelin

## *What's Different About Our 2025 HVAC Training Program*

### **You Spoke. We Listened.**

Many of you told us hands on learning is more effective than merely sitting and listening. We agree! It enhances memory retention and is significantly more engaging.

We also heard from our sales team that we need to bring some of our training out to the customers instead of expecting you to come to our office.

Finally, we'd like to see more of you in person.

So...

Air Flow is taking its training on the Road. Yep, it's a Road Show!

Don't worry, those of you who like our in-house/remote access webinar classes, we'll still have 3 of those.

Throughout this coursebook, we let you know which classes are hands on and which aren't.

You're taking time out of your day to enhance your HVAC knowledge. We want you to make the most out of the time you spend away from your projects and discover ways to level them up.

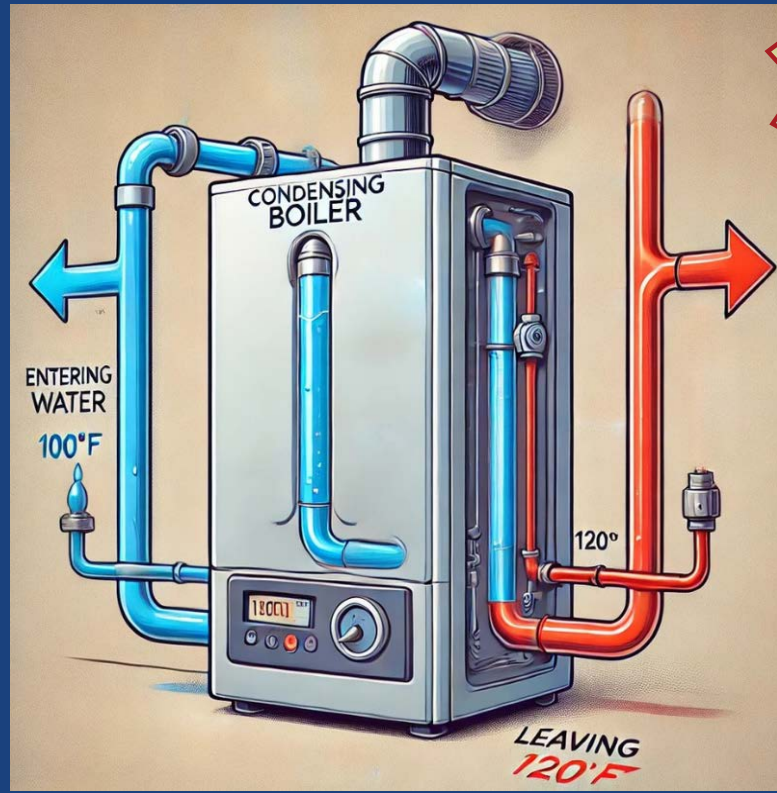
Looking forward to an exciting 2025!

**Tom Gelin**  
**Air Flow, Inc.**

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**Class #1**

**Nothin' But Net  
with Low Water  
Temperature  
Heating for  
Terminal Boxes,  
Fan Coils,  
Perimeter Heat**

**DEMO / HANDS ON**



**March 12, 2025 – Milwaukee, WI | 3:00 P.M. TO 6:00 P.M.**  
**March 13, 2025 – Green Bay, WI | 3:00 P.M. TO 6:00 P.M.**  
**March 14, 2025 – Madison, WI | 12:00 P.M. TO 3:00 P.M.**

**CHALLENGE:** Your heat pump or condensing boiler is scheduled for 120F water temperature. How will you heat the perimeter? Can you avoid 3-row coils on your VAVs? Have enough coil rows on your fan coil?

**WHO'S IT FOR:** Your heat pump or condensing boiler is scheduled for 120F water temperature. How will you heat the perimeter? Can you avoid 3-row coils on your VAVs? Have enough coil rows on your fan coil?

- TOPICS COVERED:**
- HANDS ON Price's new AIRUS terminal box configuration with higher heating output
  - HANDS ON Price's low water temperature terminal box design
  - HANDS ON Price's pre-piped terminal Box
  - HANDS ON Price's high performance fan coils
  - HANDS ON Price's Linear Fan Terminal
  - HANDS ON Price's low temp perimeter heating

**IS THERE ANY SWAG?** Passport through every station and enter for a drawing  
**DURING BREAKS?** NCAA Basketball Conference Tournament Games will be shown  
**COCKTAILS AND FOOD?** Yep!

**PDH/CEU:** 0

**MANUFACTURER REPRESENTED:** Price Industries

**CLASSROOM/  
WEBINAR**

# Psychometrics

**Class #2**

## Psychedelics- Psychometrics for Dummies

**CLASSROOM /  
WEBINAR**



**DATE: APR 8, 2025  
10:00 AM to 12:00 PM**

**CHALLENGE:** Last year our most popular class was Electricity for Dummies. I'll just bet we're scratching another itch with this course content.

**WHO'S IT FOR:**

1. If you don't know what the psychometric chart is.
2. If you pretend you know the psychometric chart, but don't.
3. If you need a refresher course every time you use the psychometric chart.
4. If you think you know how to use the psychometric chart and want to be sure!

**TOPICS COVERED:** You guessed it, psychometrics for HVAC applications. We'll also cover some load calculation basics and even size a few pieces of equipment!

(FYI, the psychedelics class will come with legalization of Schedule 1 controlled substances.)

**SUBJECT LENGTH:** 2 hours

**PDH/CEU:** 2



**HANDS ON**



**Class #3**

**Lower Your Handicap on Field Issues with Fans, Life Safety, and Humidifiers**

**DEMO / HANDS ON**



**May 13, 2025 – Milwaukee, WI | 3:00 P.M. TO 6:00 P.M.**

**May 14, 2025 – Green Bay, WI | 3:00 P.M. TO 6:00 P.M.**

**May 15, 2025 – Madison, WI | 3:00 P.M. TO 6:00 P.M.**

**CHALLENGE:** If you haven't run into an issue with fan system effect, life safety installation challenges, or trouble with a humidifier, then you are overdue for one and you just got jinxed!

**WHO'S IT FOR:** Engineers and contractors who work in commercial and institutional markets.

**TOPICS COVERED:**

**HANDS ON Fan System Effect Live Demo**

With an operating fan, we'll demonstrate the surprising effects of fitting spacing, fitting radius, and fitting construction on a regular 'ol fan.

**HANDS ON Top 5 Life Safety Installation Challenges**

Hole in a wall, damper in hand, what could go wrong? Well, lots of life safety dampers are installed improperly, and no one wants to find out from an inspector. We'll help you get it right the first time!

**HANDS ON Humidifier Field Issues With Electric And Gas Demo**

Humidifiers scale up and require service. Humidifiers make more less steam and condensate than you might think. Humidity doesn't stay where you want it to. Let's make sure we know how to deal with a humidified space!

**IS THERE ANY SWAG?** Passport through every station and enter for a drawing

**DURING BREAKS?** Golf Simulators or Golf Stations

**COCKTAILS AND FOOD?** Yep! **PDH/CEU: 0**

**MANUFACTURER REPRESENTED:** Loren Cook, Ruskin, and Nepronic



**CLASSROOM/  
WEBINAR**



**Class #4**

## **A Deep Dive into Water Coils, Followed by High Performance Fan Coils**

**CLASSROOM /  
WEBINAR**



**DATE: JULY 22, 2025  
10:00 AM to 12:00 PM**

This is an in-person class at Air Flow, Inc.'s auditorium with an option for remote attendance.

**CHALLENGE:** Have you ever had a class on just water coils? There's a lot more science to it than a simple water temp in - water temp out BTU calculation.

**WHO'S IT FOR:** Mechanical Engineers and Mechanical Contractors

**TOPICS COVERED:**

**Water Coils:** Theory, Design, Rating, Testing, And Systems

**Fan Coils:** Take Our Newly Acquired Knowledge Of Coils And Apply For Performance In A System

**SUBJECT LENGTH:** 2 hours  
**PDH/CEU:** 2

**MANUFACTURER REPRESENTED:** Price Industries

**CLASSROOM/  
WEBINAR**



**Class #5**

## **Dust Collection Hazards - What You Need to Know about NFPA Changes**

**CLASSROOM /  
WEBINAR**



**DATE: SEPT 16, 2025  
10:00 AM to 12:00 PM**

This is an in-person class at Air Flow, Inc.'s auditorium with an option for remote attendance.

**CHALLENGE:** You're designing a dust collection system for a customer. NFPA has guidelines that will make you start biting your nails again, because a lot of the phrasing doesn't make any sense. Yet, you're on the hook. What could go wrong? LOTS.

**WHO'S IT FOR:** Engineers and Project Managers who believe dust safety is no trivial matter.

**TOPICS COVERED:** NFPA changes that address dust hazards

**SUBJECT LENGTH:** 2 hours  
**PDH/CEU:** 2

**MANUFACTURER REPRESENTED:** Imperial Dust Collection



**HANDS ON**

**Class #6**

**There's Nothing Trivial About Dust Collection Explosions**

**DEMO / HANDS ON**



**OCT 7, 2025 – Milwaukee, WI | 3:00 P.M. TO 6:00 P.M.**

**OCT 8, 2025 – Green Bay, WI | 3:00 P.M. TO 6:00 P.M.**

**OCT 9, 2025 – Madison, WI | 3:00 P.M. TO 6:00 P.M.**

**CHALLENGE:** You're designing a dust collection system for a customer. NFPA has guidelines that will make you start biting your nails again, because a lot of the phrasing doesn't make any sense. Yet, you're on the hook. What could go wrong? LOTS.

**WHO'S IT FOR:** Engineers and Project Managers who believe dust safety is no trivial matter.

**TOPICS COVERED:**

- Cartridge Dust Collectors
- Bag House Dust Collectors
- Cyclone Dust Collectors
- Spark Detection and Extinguishing Systems
- Explosion Venting
- Deflagration
- NFPA

**IS THERE ANY SWAG?** For Trivia Winners, yes!

**DURING BREAKS?** HVAC and Regular Trivia Competition

**COCKTAILS AND FOOD?** Yep!

**PDH/CEU:** 0

**MANUFACTURERS REPRESENTED:** Imperial Dust Collection, Boss Products, Sly Dust Collection





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