

Duct Design for Profit & Efficiency

**Wednesday, March 22nd -
Thursday, March 23rd**

Day 1: 8:30 AM - 4:30 PM EST |
Day 2: 7:30 AM - 3:00 PM EST

Cost: \$650.00 per attendee



Instructor
Candy Cunningham
ACCA Certified



Who Should Attend?

Owners, Field Layout/Design Foreman, Field Installers, Sales Professionals

Class Description

Learn how to correctly design a residential duct system using ACCA's Manual D and save money and labor. The purpose of Manual D is to correctly design a duct system. This class also looks at duct design from a profit viewpoint. Learn the importance of Manual J, S, D, and T. You will also learn how to evaluate and correct existing systems for retro-fit and warranty work.

Class Mission

Help dealers increase profits through efficient duct design by:

- Increasing comfort and efficiency
- Reducing noise and operating costs
- Reducing warranty costs and customer complaints
- Reducing labor costs
- Increasing sales by adding value
- Enhancing product and dealer value
- Understand the cost of manufacturing
- Proper system checkout and startup to reduce call backs
- Taking pride in doing the job right

DoubleTree by Hilton Lafayette East
155 Progress Dr
Lafayette, IN 47905

Hotel Accommodations: DoubleTree by Hilton



AGENDA

Things You Will Learn

1. Foundations of duct design through ACCA's Manual J, Manual S, Manual D, and Manual T Standards.
2. The process of evaluating and improving duct systems.
3. The profit potential of designing a system that delivers comfort and efficiency to customers.
4. Best practices for reducing operating, warranty, and labor costs.
5. How to communicate the value and benefits of your duct system design to customers.



What People are Saying About Duct Design for Profit & Efficiency

"By attending this class, I improved my knowledge of the overall system and techniques to improve my systems. Through the use of worksheets and exercises, I can now confidently install/fix systems to the manufacturer's recommendations and to all the system to operate at the best of its abilities."

- Ziah Jay Brown

This class was amazing! I have learned so much in just 2 days. I am extremely excited to go back and implement what I have learned in my business."

- Adam Coutts

