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## **COURSE DESCRIPTION**

as of November 1, 2009

### **COURSE: Sales and Applications Training**

**LOCATION OF TRAINING:** Sanyo Kennesaw Georgia Training Facility, Sanyo Authorized Training facilities with Sanyo HVAC products installed/operational.

**COURSE OVERVIEW:** This training course focuses on Sanyo's ECOi Multi Split Variable Refrigerant Flow (VRF) system. Upon completion of this course participants should have attained the required skills to recommend a system suitable for the building, understand the operation of a VRF system and its limitations. An appreciation of the energy saving characteristics and the use of the application software.

**TIME REQUIRED:** 1.0 Days

**WHO SHOULD ATTEND:** Our target audience includes Architects, Engineers, Distributors Sales staff, Facilities management, and Owners/End users.

**CLASS SIZE:** Target class size is 10 - 15 individuals

#### **GENERAL COURSE OUTLINE:**

- Discontinued and New Products Orientation
- Energy Saving Characteristics
- Application examples
- Limitations of this systems
- Controls
- New PAC 6.0 Design Software training
- Export function for design software