

*Danfoss*



**Danfoss Food Retail  
Contractor Certification Program  
Training Packet 2010**





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### **Danfoss Inc.**

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#### **Danfoss, Inc**

Refrigeration & Air Conditioning Division  
Class Training Packet

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## Danfoss Food Retail Contractor Certification Program 2010

We are pleased to announce the kickoff of our 2010 Contractor Certification Program. Danfoss is known for superior technical support and quality training classes. Your certification seminar will be led by an experienced instructor with real world knowledge of the control systems and of the applications in which you use them. Our instructors use computer aids and simulators, and you will have current system hardware for the hands-on portions of the program. Our training classes include:

- Custom training units allowing students to work on live host units and IO boards
- Training material
- You will receive a CD containing product manuals, and extended technical information
- Coffee and refreshments
- Lunch

With Certification, both Danfoss and the customer recognize contractors that are specially trained and qualified to install and service Danfoss electronic control products. We are excited to provide both individual and company level certification.

#### Individual certification requirements:

- Attend and finish certification seminar
- Pass written test
- Recertification required every 2 years

#### Company Certification requirements:


- Maintain at least one technician certified at respective level
- Certification must be renewed every two years by having technicians attend respective certification class
- Certified technicians must carry and know how to use a laptop
- Complete standard Danfoss credit application
- Complete Aztec contractor form
- Agree to warranty and return procedures

This package contains tentative training dates, registration form, and accommodations close to our Baltimore MD Facility. We hope to see you!



## Danfoss Certification Levels


### Baltimore or Remote Training

 Food Retail certified **BRONZE** contractor

**Baltimore or remote locations**

**One day seminar - Large group setting for introduction and basics. Will specialize for specific customers or chains.**


- Cost per seminar: \$150 when held at the Danfoss Baltimore training facility; \$250 on other premises
- Certified to have basic understanding of Danfoss controls
- Individual and company certificates
- Company certificate good for 1 year
- Listing in Danfoss directory as a certified Bronze contractor

 Food Retail certified **SILVER** contractor

**Remote locations only**

**Two day seminar - Thorough understanding of common controls and operation. Computer applications amplified. Max class size: 16 people.**

- Cost per seminar: \$350 when held at the Danfoss Baltimore training facility; \$500 on other premises
- Instruction on installation and troubleshooting
- Certified to install and provide basic service on Danfoss controls
- Individual and company certificates
- Company certificate good for 2 years
- Listing in Danfoss directory as a certified Silver contractor
- Ability to use Danfoss certification logo on web-sites\*

 Food Retail certified **GOLD** contractor

**Baltimore office only**

**Three day seminar - Days 1 & 2 are silver level. Day 3 specializes in advanced controls. Max class size: 16 people.**

- Cost per seminar: \$500 when held at the Danfoss Baltimore training facility; \$650 on other premises
- All of the above, plus a third day of training that covers advanced topics such as case controllers, VFDs, and more
- Listing in Danfoss directory as a certified Gold contractor

 Food Retail certified **PLATINUM** contractor

**Individual or small class environment. High end programming, troubleshooting, complete control peripherals knowledge.**

**Must satisfy requirements of Danfoss Gold Contractor Certification**

- Full Danfoss servicing agent
- Promotes and sells Danfoss products
- Highest level of Danfoss Contractor Certification
- Danfoss logo may be used on service trucks and website\*

**Please note that Wal-Mart certification classes are handled separately through our Wal-Mart technical support team. Contact 479-372-1899 for more information.**

*\*Must agree to Danfoss corporate standards for logo use.*



## 2010 Class Schedule

Courses are to be held at the Baltimore facility as well as off site. Please check the location information for each event.

Date	Location	Type	Part No.	Fee per person	Registration Date
February 2-4	Baltimore Office	Level III Gold	FRTRAIN5	\$500	Jan 18
March 23-25	Baltimore Office	Level III Gold	FRTRAIN5	\$500	March 8
October 26-28	Baltimore Office	Level III Gold	FRTRAIN5	\$500	Oct 4
December 7-9	Baltimore Office	Level III Gold	FTTRAIN5	\$500	Nov 22

**\*Danfoss Certification Courses can be held at your location. Please contact your Danfoss sales representative to inquire.**

- **All classes begin at 8:30 a.m.**  
Registration and payment must be completed in advance of class start date.
- Customer will be billed directly for the training class. Please include a purchase order number on the registration form if an existing customer. To pay by credit card, contact 410-931-8714.
- Customer is responsible for the cost of transportation, after hour meals, and hotel accommodations
- Classes are subject to cancellation if less than six people are enrolled. **Danfoss, Inc is not liable for refunds on travel arrangements.** Customer will be contacted two weeks prior to class date if class is being canceled.
- We request all students to bring a laptop and all connection devices.

## Tentative Class Outline

### Objectives:

Upon successful completion of this course, the student should have:

- Working knowledge of Danfoss capabilities and support
- Understanding the design and operation of Danfoss AK2-SC 255 systems.
- Ability to perform on-site diagnosis of system operations
- Working knowledge of remote and on-site evaluation of systems performance
- Detailed knowledge of system and related peripheral hardware

Introduction of the AKC55 system	Day 1
Control network layout of an AKC 55	Day 1
Control network layout of an AK2-SC 255	Day 1
Installing and setting up the components of an AKC2-SC 255	Day 1
Refrigeration configuration	Day 1
Refrigeration exercise	Day 1
Configuration using the AK2-SC 255 system (HVAC, TOD)	Day 2
Networking	Day 2
Troubleshooting the AK2-SC 255	Day 2
Using the AKA 65 (History, Setup, Simulator)	Day 2
Computer applications (bring laptop)	Day 3
Variable speed drive application	Day 3
Case control programming	Day 3
Controller software upgrades	Day 3
Convenience store control	Day 3



Your Danfoss Customer No.: \_\_\_\_\_

Bill to purchase order # \_\_\_\_\_

If Danfoss customer, P.O.# is acceptable. If not, credit card payment required.

Check box if new customer and desire to pay with PO. Fill out attached credit application ([click here](#)) or contact 410-931-8714.

Note: this must be completed and approved prior to class date.

### CONTRACTOR CERTIFICATION COURSE REGISTRATION FORM

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_ PHONE \_\_\_\_\_

ADDRESS \_\_\_\_\_ E-MAIL \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

COURSE \_\_\_\_\_ CLASS DATE \_\_\_\_\_

In order for us to best present the course material to serve your needs, please take a moment to answer the following questions.

- What is your present job function? How much experience do you have in this industry?  
\_\_\_\_\_
- In your position, indicate the types of equipment you are likely to encounter that employ Danfoss controls (check all that apply):  
 Refrigeration                       HVAC  
 Chillers                                 Lighting  
 Other (describe below)
- What is your relationship with Danfoss, Inc? (check best description):  
 OEM                                         Dealer  
 End User                                  Contractor  
 Customer                                 Other (describe below)
- Do you use a personal computer?  Yes  No  
What is your experience level with PC's? (check one):  None  Limited  Proficient
- List any operating systems and software programs you know how to use (check all that apply):  
 MS/PC-DOS                       Danfoss Comm Plus                       Crosstalk for Windows  
 Microsoft Windows 3.1                       Danfoss Build                       Other (list below)  
 Microsoft Windows 95                       Danfoss AKCESS Build                       None  
 Macintosh                                 ProComm Plus for Dos  
 ProComm Plus-Windows                       AKA 65 Network Interface Software
- Additional comments you would like to offer: \_\_\_\_\_  
\_\_\_\_\_



## Lodging Information

Please call hotels to confirm since rates are subject to change.

### **COUNTRY INN & SUITES - MIDDLE RIVER**

8825 Yellow Brick Road  
Baltimore, Maryland 21237  
Phone: (443) 772-5000  
Rate: \$114  
Amenities: Located in Baltimore County, complimentary breakfast buffet and business center.

### **BEST WESTERN - EDGEWOOD**

1709 Edgewood Road  
Edgewood, Maryland 21040  
Phone: (410) 679-9700  
Rate: \$75-80  
Amenities: Located in Harford County, color TV in every room, \$0.35 for local phone calls.

### **RAMADA CONFERENCE CENTER - EDGEWOOD**

1700 Van Bibber Road  
Edgewood, Maryland 21040  
Phone: 410-679-0770  
Rate: \$75-80  
Amenities: Located in Harford county, color TV in every room, \$0.35 for local phone calls.

### **SLEEP INN - EDGEWOOD**

1807 Edgewood Road  
Edgewood, Maryland 21040  
Phone: (410) 679-4700  
Rate: \$85-129  
Amenities: Located in Harford county, color TV in every room, \$0.35 for local phone calls.

### **HILTON GARDEN INN - WHITE MARSH**

5015 Campbell Blvd.  
Baltimore, Maryland 21236  
Phone: (410) 427-0600  
Rate: \$144  
For Reservations: 1-410-427-0600  
Amenities: Located in Baltimore County, across the street from The Avenue.

### **HAMPTON INN- WHITE MARSH**

8225 Town Center Drive  
Baltimore, Maryland 21237  
Phone: (410) 931-2200  
Rate: \$144  
For Reservations: 1-800-426-7866  
Amenities: Located in Baltimore County, across the street from White Marsh Mall.

### **THE RESIDENCE INN -WHITE MARSH**

4980 Mercantile Road  
Baltimore, Maryland 21236  
Phone: (410) 933-9554  
Rate: \$179  
For Reservations: 1-800-380-3250  
Amenities: Located in Baltimore County, across the street from White Marsh Mall.



## Directions to Danfoss Office

### **Danfoss, Inc**

**11655 Crossroads Circle, Baltimore, MD 21220**

**Phone: (410) 931-8250**

#### **From Country Inn & Suites - Middle River:**

- Head southwest on Yellow Brick Road toward Race Road.
- Turn left at Rossville Blvd.
- Turn left at Pulaski Hwy/US-40.
- Take the exit towards MD-43/Whitemarsh Blvd.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Best Western - Edgewood:**

- Head northeast on Edgewood Road/Old Emmerton Road toward Emmerton Park Road.
- Turn left at Emmerton Road/MD-24. Continue to follow MD-24.
- Take the ramp to I-95 South.
- Take Exit 67A to merge onto MD-43/Whitemarsh Blvd toward US-40.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Comfort Inn - Edgewood:**

- Head south on Van Bibber Road toward Edgewood Road/Old Emmerton Road.
- Turn right at Edgewood Road/Old Emmerton Road.
- Turn right at Emmerton Road/MD-24. Continue to follow MD-24.
- Take the ramp to I-95 South.
- Take Exit 67A to merge onto MD-43/Whitemarsh Blvd toward US-40.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Sleep Inn - Edgewood:**

- Head northwest on Edgewood Road/Old Emmerton Road toward Walton Road.
- Turn right at Emmerton Road/MD-24. Continue to follow MD-24.
- Take the ramp to I-95 South.
- Take Exit 67A to merge onto MD-43/Whitemarsh Blvd toward US-40.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Hampton Inn:**

- Head north on Town Center Drive toward Campbell Blvd.
- Turn left at Campbell Blvd.
- Turn right at Honeygo Blvd.
- Turn right at MD-43/Whitemarsh Blvd.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Hilton Garden Inn White Marsh:**

- Head southeast on Campbell Blvd toward Franklin Square Drive.
- Turn right at MD-7/Philadelphia Road
- Turn left at Mohrs Lane.
- Turn left at US-40.
- Take the exit towards MD-43/Whitemarsh Blvd.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

#### **From Residence Inn:**

- Head west on Merchantile Road.
- Turn right on Honeygo Blvd.
- Turn right at MD-43/Whitemarsh Blvd.
- Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

