

MAKING MODERN LIVING POSSIBLE



Danfoss Food Retail 2012 Contractor Certification Program



www.danfoss.us/foodretail

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Danfoss Food Retail Contractor Certification Program 2012

We are pleased to announce the kickoff of our 2012 Contractor Certification Program. Danfoss is known for superior technical support and quality training classes. Your certification seminar will be led by experienced instructors 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
- USB 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 3 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
- 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!

Recertification

Baltimore or remote locations

A focused class reviewing critical materials from outline in addition to new material. Minimum class size: 6 people. Classes may align with Silver remote sites. Please call 410-931-8714 or drctraining@danfoss.com with requests. Cost for session: \$200 when held at Baltimore facility, \$300 on other premises.

 Food Retail Seminar **BRONZE** Level

Baltimore or remote locations

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

- Cost per person per seminar: \$200 when held at the Danfoss Baltimore training facility; \$300 on other premises
- Will gain basic understanding of Danfoss controls
- Individual and company certificates

Danfoss Certification Levels

Baltimore or Remote Training

 Food Retail certified **SILVER** and **SILVER PLUS** contractor

Baltimore or remote locations - SILVER level

2 day class covering the standard material as outlined in brochure

Planned locations are listed. MINIMUM class size: 6 people.

Cost per seminar: \$400 when held at the Danfoss Baltimore training facility; \$550 on other premises

- Danfoss will supply:
 - Meeting Room
 - Trainers (3 people per)
 - Break refreshments
 - Documentation
 - USB drive with 65 software, manuals, cut sheets, and power point
 - Certificates
- Student responsibility:
 - Computer and all communication cables
 - Hotel accommodations
 - Lunch and dinner

Planned locations and dates for 2012

Please call with additional requests.

Orlando, FL	Jan 24, 25
Charlotte, NC	March 20, 21
Sacramento, CA	April 28, 29
MA/CT	May 15, 16
Dallas, TX	June 12, 13


Remote Training- SILVER PLUS level

For a company with large number of students. Min class size is 8 people, max class size is 16 people. Please call 410-931-8714 or email drctraining@danfoss.com to reserve this course for your company.

- 2 day class designed to cover a predetermined agenda focused on customers needs
- Location will be customer specific
- Customer to supply
 - Meeting room (with dry erase board and screen)
 - Break refreshments
 - Lunch (optional)
- Danfoss to supply
 - Trainers (3 people per)
 - Documentation
 - USB drive with 65 software, manuals, cut sheets, and power point
 - Certificates
 - Projector

Silver Plus pricing

	8-12 students	12-16 students
East	\$3,500	\$4,500
West	\$4,500	\$5,500
East - Eastern and Central time zones		

 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: \$550
- All material covered in silver, plus a third day of training that covers advanced topics such as case controllers, computers, logic, and more
- Listing in Danfoss directory as a certified Gold contractor

Please note that Wal-Mart certification classes are handled separately through our Wal-Mart technical support team.

Contact 479-372-1899 or email drctraining@danfoss.com for more information. Be sure to note you are inquiring about Walmart certification.

Danfoss Inc.

11655 Crossroads Circle
Baltimore, MD 21220
Phone: 410-931-8250,
Fax: 410-931-8256
www.danfoss.us/foodretail

Danfoss, Inc

Refrigeration & Air Conditioning Division
Class Training Packet

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2012 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
March 6-8	Baltimore Office	Level III Gold	FRTRAIN5	\$550	Feb 21
April 24-26	Baltimore Office	Level III Gold	FRTRAIN5	\$550	Apr 10
October 16-18	Baltimore Office	Level III Gold	FRTRAIN5	\$550	Oct 2
December 4-6	Baltimore Office	Level III Gold	FTTRAIN5	\$550	Nov 20

Danfoss Certification Courses can be held at your location. See certification levels for further details. Please contact your Danfoss sales representative for more information or send email to drctraining@danfoss.com.

- **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 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.
- Danfoss will refund 100% of tuition if cancelled 2 weeks prior to start date. Any cancellation after 2 weeks and up to start date will be 50%. No refunds on or after the start date.

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 to Danfoss	Day 1
Introduction of the AK2-SC 255 system	Day 1
Control network layout of an AK2-SC 255	Day 1
Installing and setting up the components of an AK2-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
Case controls	Day 3
Controller software upgrades	Day 3
Convenience store control	Day 3
Miscellaneous applications	Day 3

Your Danfoss Customer No.: _____

Bill to purchase order # _____

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

CONTRACTOR CERTIFICATION COURSE REGISTRATION FORM

NAME _____ TITLE _____
COMPANY _____ PHONE _____
ADDRESS _____ E-MAIL _____
CITY _____ STATE _____ ZIP _____
COURSE _____ CLASS DATE _____
LOCATION _____

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

1. What is your present job function? How much experience do you have in this industry?

2. 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)
3. What is your relationship with Danfoss, Inc? (check best description):
 OEM Dealer
 End User Contractor
 Customer Other (describe below)
4. Do you use a personal computer? Yes No
What is your experience level with PC's? (check one): None Limited Proficient
5. List any operating systems and software programs you know how to use (check all that apply):
 Control Danfoss Service Tool CPC
 Danfoss Code Loader Other (list below) None
 Microsoft Windows 95 or higher Macintosh
 ProComm Plus-Windows AKA 65 Network Interface Software
6. Additional comments you would like to offer: _____

Lodging Information

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

FAIRFIELD INN AND SUITES

8477 Cordon Way
Baltimore, MD 21236
Phone: 410-933-9797

Rate: \$129*

Amenities: 3 miles from office, includes complimentary breakfast, hotel shuttle to and from Danfoss

****To get the preferred Danfoss rate, please mention Danfoss when booking or use code DAF when making reservations online.***

COUNTRY INN & SUITES - MIDDLE RIVER

8825 Yellow Brick Road
Baltimore, Maryland 21237
Phone: (443) 772-5000

Rate: \$114

Amenities: 6 miles from office, complimentary breakfast buffet and business center.

BEST WESTERN - EDGEWOOD

1709 Edgewood Road
Edgewood, Maryland 21040
Phone: (410) 679-9700

Rate: \$74-80

Amenities: 13 miles from office, 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: 13 miles from office, 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: 13 miles from office, 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: \$139

For Reservations: 1-410-427-0600

Amenities: 5 miles from office, across the street from The Avenue.

HAMPTON INN- WHITE MARSH

8225 Town Center Drive
Baltimore, Maryland 21237
Phone: (410) 931-2200

Rate: \$139

For Reservations: 1-800-426-7866

Amenities: 5 miles from office, across the street from White Marsh Mall.

THE RESIDENCE INN -WHITE MARSH

4980 Mercantile Road
Baltimore, Maryland 21236
Phone: (410) 933-9554

Rate: \$169

For Reservations: 1-800-380-3250

Amenities: 5 miles from office, across the street from White Marsh Mall.

Directions to Danfoss Office

Danfoss

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 Emmorton 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 Emmorton 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 Emmorton 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.

