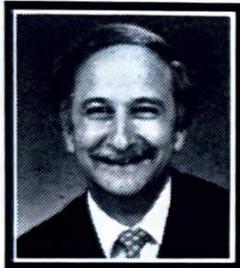


*Presenting powerful seminars
to enhance your
skills and profitability*



1995 - 1996 WINTER - SPRING EDUCATIONAL SEMINARS



Meet The 1995/96 Instructors

Steve Howard

The ACT Group, Inc.



Bob Colonna

*Field Service Rep
Star Supply*



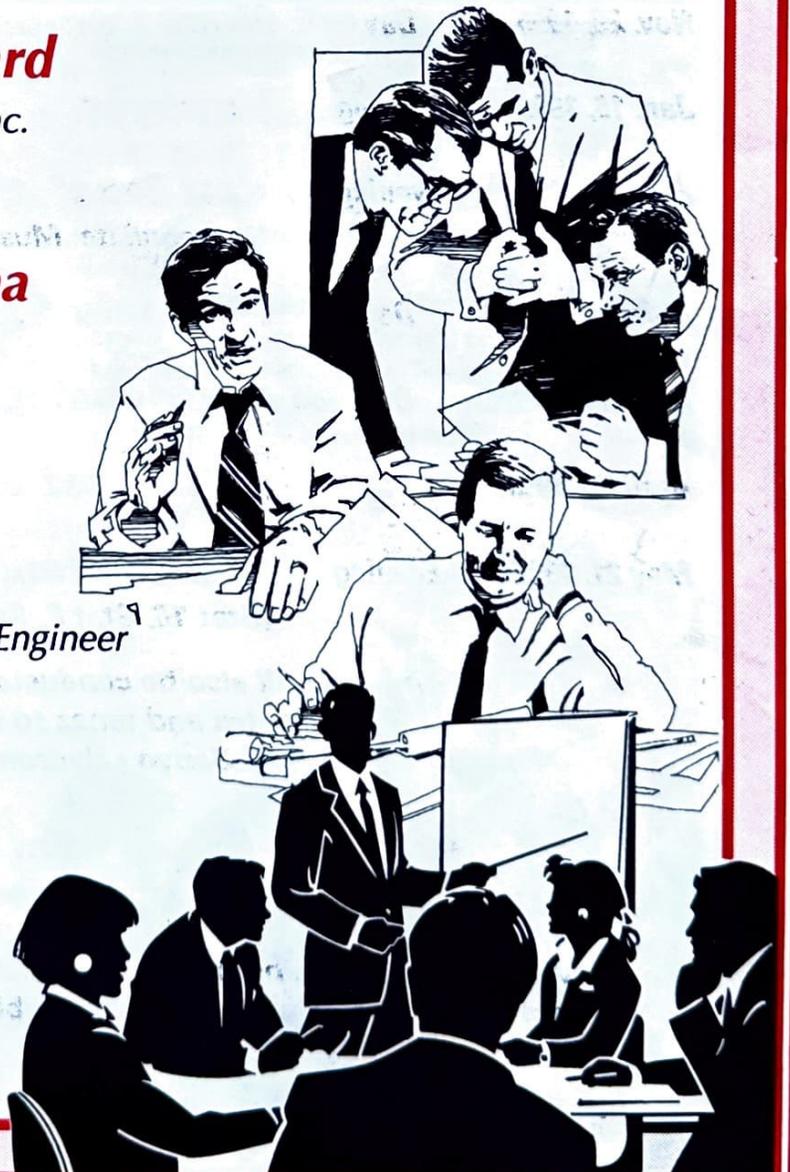
Jack Nagy

*Technical Support Engineer
Star Supply*



Tim Storm

*Training Specialist
Trane, Inc.*





1995/96 Educational Seminar Schedule

DATE	TIME	TOPIC	CLASS COST	CODE
Sept. 14, 1995	Day	Steve Howard's Sales Seminar	\$ 150.00	01
Sept. 26, 27, 28, 1995	3 Days	Residential Zoning School (Trane)	\$ 225.00	02
Oct. 24, 1995	Evening	Condensing Furnaces	\$ 40.00	03
Nov. 29, 1995	Day	Heat Pumps	\$ 60.00	04
Jan. 16, 1996	Evening	Voyager	\$ 50.00	05
Feb. 20, 1996	Evening	Vari Trac*	\$ 40.00	06
<i>*Prerequisite: Must have attended Voyager class.</i>				
March 13, 1996	Day	In-Home Selling	\$ 150.00	07
March 27, 1996	Day	Condensing A/C Units	\$ 60.00	08
April 25, 1996	Day	YCC Roof Tops	\$ 60.00	09
May 21, 1996	Evening	ICS Systems (Stat 16, Stat 8, Stat 4)	\$ 40.00	10

Seminars will also be conducted on the following topics
(dates and times to be announced):
Sanyo • Hydronics • CFC's

Day seminars are from 8:30 am to 5:00 pm
Evening seminars are from 5:30 pm to 9:00pm

*Day seminars include breakfast and lunch. Evening seminars include dinner.
Breakfast and/or dinner will be available 1/2 hour before seminars begin.*

SEMINAR DESCRIPTIONS

Steve Howard's SALES SEMINAR

Steve Howard is the best known sales trainer in the HVAC industry today. Until reducing his travel schedule, he presented over 100 sales seminars per year throughout North America. Steve's background includes positions as a service manager for a large Trane franchise, marketing representative for the Carrier Corporation, sales engineer with Natkin Service Company, and Vice President of an engineering firm specializing in energy issues. From his technical, sales and training experience, Steve has developed the most effective replacement sales course ever available.

01

IN-HOME SELLING

07

Learn how to close the sale! Get an edge on the competition. Increase your business along with your profits. You simply cannot afford to miss this seminar!

CONDENSING UNITS

08

This class is geared to both the apprentice and experienced technician, and is excellent for the installer as well. We will go over the refrigeration system in depth. You will be shown how to select, install, troubleshoot, charge and service an A/C system.
Register early - this class fills up fast!

RESIDENTIAL ZONING SCHOOL

02

This three-day course will introduce you to the long-awaited Trane Residential Zoning System. Learn how to properly design, install and service a zoning system. You must be certified to purchase this zone system.

Please bring a calculator.

LIMIT: Two persons per company.

CONDENSING FURNACES (90 PLUS)

03

Learn how to select, install and service a condensing furnace. We will cover both non and sealed combustion furnaces, and the W/R integrated control module.

HEAT PUMPS

04

Let the mystery end! Learn how to troubleshoot, charge and service a heat pump. Learn the different types of defrost methods that have been used in the past and are used today.

VOYAGER

05

(This class is a pre-requisite to the Vari-Trac and Comfort-Trac class)

Find out why the Trane Voyager Packaged Unit (Micro) is the very best in the industry today. Learn why the Micro is the serviceman's best friend. We will give you a complete understanding on how the Micro works, along with other system-related components as zone sensors, economizers and CTIs.

VARI-TRAC

06

Trane's VAV Zoning System will be covered in detail. See how simple it is to install and set up. We will cover dampers, UEMs, bypass, zone sensors, and using a terminal to start up the system. Find out why it's the perfect compliment to a Trane Voyager Package Unit.

YCC - YCY - YCX

09

(IMPACT) PACKAGE UNITS:

Trane's versatile convertible package units are easy to install, easy to service and, best of all, reliable! We will go over both the heating and cooling modes and all the commonly used accessories. You will leave with a full understanding. There will be a unit present for demonstration purposes.

ICS SYSTEMS

10

(STAT 16, STAT 8, STAT 4)

Question:

How do you increase your profit margin?

Answer:

Trane ICS Building Energy Management Systems.

Control HVAC equipment (anyone's) control lights, exhaust fans and other loads. This is an expansive system that is user friendly. Stat 16 (known to many of you as Tracker) will be covered in detail.



How To Pay

Seminars must be paid in full by check or money order prior to the day of the seminar. Reservations will not be confirmed until money is received. Reservations are on a first come, first served basis.

Cancellation Penalty

Star reserves the right to cancel or change the date of any class. All monies paid will be refunded at this time.

Submit Form (mail or fax) To:

Cathy Silva • Star Supply

P.O. Box 9494 • New Haven, CT 06534

(203) 772-2240 • Fax: (203) 865-STAR



Company Name:

Company Address:

City:

State:

Zip:

Phone:

Person(s) Attending:

(first name)

(last name)

Class Code Number(s)