Danfoss Food Retail
Controls Certification & Classes
Winter/Spring 2016-17

www.danfoss.us/foodretail
We are pleased to announce the kickoff of our Winter/Spring 2016-17 Control Certification and classes. Danfoss is known for providing superior technical support and moderating quality training classes. Our experienced Danfoss instructors have real world knowledge of control systems and the applications in which they are used. Our classes combine the use of computer aids and simulators, allowing students to work on current system hardware during the hands-on portions of the program.

Danfoss certifications are recognized by customers and signify, upon course completion, that contractors are specially trained and qualified to install and service Danfoss electronic control products. Danfoss offers individual and company certifications.

Available Classes:

**CONTROL CERTIFICATION:** Installation, AK-SM 800 programming basics, computer set up, and I/O application

**CASE CONTROL:** Installation, application, programming

**LEGACY CONTROLS:**
- AK-SC 255 hardware and programming
- Computer setup

**CO₂:**
- Why CO₂
- System Types
- Danfoss Solutions

Individual certification requirements:
- Attend and finish certification seminar
- Pass written test
- Renewal of certification required every 3 years

Company Certification requirements:
- Maintain at least one certified technician at each location
- Certification must be renewed every three years by having technicians attend certification class
- Certified technicians must carry and know how to use laptop with Danfoss specific applications
- Agree to warranty and return procedures

Training classes include:

- Custom training units - allowing students to work on live host units, IO boards, and case controls
- Training material
- USB - containing product manuals, power points, and extended technical information
- Coffee and refreshments
- Lunch

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

Winter/Spring 2016-17

Baltimore training classes - ALL AVAILABLE CLASSES
Minimum class size: 6 people

Danfoss will supply:
- Meeting Room
- Trainers (max 3 people per)
- Break refreshments and lunch
- Documentation
- Media with software, manuals, cut sheets and PPT
- Certificates

Student responsibility:
- Computer and all communication cables
- Hotel accommodations
- Dinner on own

Remote Training classes - CONTROL CERTIFICATION FOR AK-SC 255 OR NEW AK-SM 800 SERIES
The ideal solution for a company with large number of students - No minimum class size, see pricing for max class size.
A 2-day class, held at your location, with an agenda that is designed to specifically meet your needs and/or knowledge level.

Customer to supply
- Meeting room (with dry erase board or flip chart)
- Projector & screen or large TV/monitor
- Break refreshments
- Lunch (optional)

Danfoss to supply
- Trainers (max 3 people per)
- Documentation
- Media with software, manuals, cut sheets and PPT
- Certificates

Remote training pricing:

<table>
<thead>
<tr>
<th></th>
<th>8-12 students</th>
<th>13-16 students</th>
</tr>
</thead>
<tbody>
<tr>
<td>East</td>
<td>$4,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>West</td>
<td>$5,000</td>
<td>$6,000</td>
</tr>
<tr>
<td>Additional days</td>
<td>$1,500</td>
<td></td>
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</tbody>
</table>

Remote classes are to be held at 1 location, with possibility of additional classes.

Remote classes will be scheduled with 6, or more, requests.

* no prerequisite required to enroll in this course

CO2
- 1-day class
- Why, Where, How Applied
- How it's different from HFC's
- Cascade vs Transcritical
- 781 Rack control:
  - Comp, cond/Case cooler/HT. Rcl/Oil Mgmt
- 550 evaporator control superheat, Adaptive Defrost
- Valves used and application

Will schedule class with 6, or more, requests.

* no prerequisite required to enroll in this course

For Legacy AK-SC 255 Only: Direct connect cable and USB-232 adapter can be ordered when in Baltimore class. Can be purchased prior: Direct connect cable P/N: 080Z0262; USB adapter P/N: 080Z0267. Call for pricing.

Please contact your sales representative or email drctraining@danfoss.com to reserve a remote training course for your company.
## Winter/Spring 2016-17 Certification & Class Schedule

**Baltimore, Maryland**

<table>
<thead>
<tr>
<th>Date</th>
<th>Class</th>
<th>Fee/person</th>
<th>Registration Deadline</th>
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</thead>
<tbody>
<tr>
<td>Sept 26, 27</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>9/12</td>
</tr>
<tr>
<td>Sept 28, 29</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>9/12</td>
</tr>
<tr>
<td>Sept 30</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>9/12</td>
</tr>
<tr>
<td>Nov 14, 15</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>10/31</td>
</tr>
<tr>
<td>Nov 16, 17</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>10/31</td>
</tr>
<tr>
<td>Nov 18</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>10/31</td>
</tr>
<tr>
<td>Jan 9, 10</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>12/26</td>
</tr>
<tr>
<td>Jan 11, 12</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>12/26</td>
</tr>
<tr>
<td>Jan 13</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>12/26</td>
</tr>
<tr>
<td>Feb 13, 14</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>1/30</td>
</tr>
<tr>
<td>Feb 15, 16</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>1/30</td>
</tr>
<tr>
<td>Feb 17</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>1/30</td>
</tr>
<tr>
<td>Mar 13, 14</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>2/27</td>
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<tr>
<td>Mar 15, 16</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>2/27</td>
</tr>
<tr>
<td>Mar 17</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>2/27</td>
</tr>
<tr>
<td>Apr 10, 11</td>
<td>Control Certification (2 days)</td>
<td>$550</td>
<td>3/27</td>
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<tr>
<td>Apr 12, 13</td>
<td>Case Control Certification (2 days)</td>
<td>$550</td>
<td>3/27</td>
</tr>
<tr>
<td>Apr 14</td>
<td>Legacy (AK-SC 255)</td>
<td>$275</td>
<td>3/27</td>
</tr>
</tbody>
</table>

- All classes begin at 8:30 a.m. Registration and payment must be completed in advance of class start date.
- Customer may pay for class online or email drctraining@danfoss.com to make alternate arrangements.
- 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 start date if class is being canceled.
- We request that all students bring a laptop (though not required) 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.

Danfoss Certification Courses can also be held at your location. See certification and class descriptions for details. Please contact your Danfoss sales representative or email drctraining@danfoss.com for more information.
Your Danfoss Customer No. (existing customers only): __________________________

Bill to purchase order # _________________________ or reference # _________________________

If Danfoss customer, P.O.# is acceptable. If not, please pay via paypal using karsten.hansen@danfoss.com

DANFOSS CONTRACTOR CERTIFICATION COURSE REGISTRATION FORM
(Not required if you register on line)

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: Electrical / Refrigeration / HVAC (circle one)
   - 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
   Will have laptop in class __Yes__ No

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 XP or higher
   - Macintosh
   - ProComm Plus-Windows
   - AKA 65 Network Interface Software
   - Danfoss Service Tool

6. Additional comments you would like to offer:

Return registration form to drctraining@danfoss.com
Lodging Information

**HOME 2 SUITES**
10465 Philadelphia Road          Rate*: $109
White Marsh, Maryland 21162
Phone: (410) 933-1010
Amenities: 2.5 miles from office, hotel shuttle to and from our office

**FAIRFIELD INN AND SUITES**
8477 Cordon Way          Rate*: $119
Baltimore, MD  21236
Phone:  410-933-9797
Amenities: 3 miles from office, includes complimentary breakfast, hotel shuttle to and from Danfoss

**HILTON GARDEN INN - WHITE MARSH**
5015 Campbell Blvd.          Rate*: $139
Baltimore, Maryland 21236
Phone: (410) 427-0600
For Reservations: 1-410-427-0600
Amenities:  3 miles from office, across the street from The Avenue, hotel shuttle to and from our office

**HAMPTON INN- WHITE MARSH**
8225 Town Center Drive          Rate*: $139
Baltimore, Maryland 21237
Phone: (410) 931-2200
For Reservations: 1-800-426-7866
Amenities:  3 miles from office, across the street from White Marsh Mall, hotel shuttle to and from our office

* Rates are subject to change. To take advantage of the preferred Danfoss rate, please mention Danfoss when booking or use code DAF when making reservations online.
Directions to Danfoss Office

Danfoss
11655 Crossroads Circle, Baltimore, MD 21220
Phone: (410) 931-8250

From Home 2 Suites:
• Turn right on Philadelphia Road.
• Turn right on Ebenezer Road.
• Turn right on Rt. 40, Pulaski Highway.
• Turn left onto MD-43 South.
• Turn left at Crossroads Circle. Follow to the end, Danfoss is on your right.

From Fairfield Inn and Suites:
• Head west on Cordon Way.
• 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.

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 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.