

OHCC announces new NORA Gold Certification
plus
Energy Conservation Analysis Program
To be held on 8-24-10

This past winter NORA merged its Gold Technician Certification Seminar and Test and the new NORA Energy Conservation Analysis Seminar into one program. Certified Technicians attending the new seminar will receive 7 NORA CEUs, as well as the NORA Gold Certification. Going for Gold is the best way for Technician's who's Silver is about to or has already expired to renew their NORA Certification. This program is designed primarily for Technicians, but Equipment Salespeople, Managers, and anyone wishing to do Energy Conservation Analysis will also find it extremely useful. Everyone taking the Seminar and Test will become NORA Energy Conservation Analysis Certified. To become NORA Gold Certified technicians must be Silver Certified, and have 5 years experience in the field working on oil burners and 120 hours of training and pass the test. The NORA Gold Seminar is based upon the NORA Gold book, *Efficient Oilheat, An Energy Conservation Guide*. NORA has also created a 14 page supplemental handout for the combined Seminar.

NORA Gold Technician Certification

The purpose of the Gold Program is to give participants a better understanding of the following:

- The potential energy in heating oil, as well as how and where that heat energy is lost before it reaches the living space of the building or the hot water faucet.
- The various types of efficiency measures and what they mean.
- How to be sure your customer is getting the most heat for their money from their existing system by covering all the free and low cost energy conservation strategies, including proper tune-up and adjustments as well as common sense conservation advice we can give our customers.
- How to evaluate the various energy conservation investments available.
- How to advise customers on investing in new equipment, including sales techniques, and how to do return on investment calculations.
- How to maximize savings opportunities without sacrificing safety, reliability, and comfort.

NORA Energy Conservation Analysis Seminar

The energy markets are in constant turmoil, and our customers are concerned about the future. Because of the long-term relationship as their energy providers they are turning to Oilheat companies for solutions. If we are unable to give them meaningful answers and helpful suggestions they will look elsewhere. Now more than ever we must be part of their solution, not part of the problem. They must see us as their trusted energy adviser.

The goal of this seminar is to teach participants how to do a NORA Energy Conservation Analysis for their customers. We will cover all the various heating system upgrade options for the customer and the potential savings from each. Recognizing that

the building is part of the heating system we will also cover how to evaluate how well the building is sealed and insulated. We will also cover suggestions on how they can lower their electric bills.

NORA's goal for this program is to be sure that every oil-heated building is using energy as efficiently as possible without compromising safety, reliability, and comfort. Not only will this insure customers are getting the most from the money they spend heating and cooling their buildings, energy conservation is also the best answer for protecting our environment. Participants will learn how to be sure the heating system is working at maximum efficiency. They will also learn to identify potential problems with the building and recognize when it would be advisable for customers to call in building shell and insulation experts.

A critical component of this program will be to learn what advice we can give customers about free and low cost do-it-yourself projects they can implement to help lower their energy bills.

This combined Seminar will, be held on Tuesday August 24 from 8:00 AM to approximately 3:00 PM at which time the new NORA Gold Energy Conservation Analysis Test will be given. The test is 100 multiple-choice questions and takes about an hour. If you are interested in this new combined seminar you can register online at www.oilheatcomfortcorp.com or contact OHILI at 631-360-0200