



## 2018 SOBH Distributor Participation



Weil-McLain® | SCHOOL OF  
**BETTER HEATING**

Dear Weil-McLain Distributors and Agents,

### ***The 2018 School Of Better Heating is here!***

We have launched the announcement and registration for our 2018 School of Better Heating. This year's training event, titled "Condensing Boiler Technology – Residential Contractor Edition," will focus on training **residential contractors** about condensing boiler theory. More specifically, we are highlighting our AquaBalance and Evergreen gas boilers. You can locate course information and registration forms at [www.weil-mclain.com/sobh](http://www.weil-mclain.com/sobh).

#### **Course Objectives:**

2-day "**hands-on**" training event for condensing gas boilers featuring the Evergreen and AquaBalance products.

1. Condensing boiler technology
2. Equipment: Design, construction and operation of condensing boilers
3. Installation: Venting, piping and wiring
4. Controls: Set up & programming
5. Start up, maintenance & troubleshooting

This year's training event kicks off with an exciting tour of our working foundry. We will feature a mix of classroom instruction along with workshops that reinforce the value that Weil-McLain offers every contractor.

**Seating is limited, so we are asking for your help in identifying and engaging your target contractors to sign up for the school.**

[SOBH Website](#)

[SOBH Flyer](#)

Note: This event, created primarily for contractor personnel in the sales/installation/service roles, offers strong technical emphasis on product features, installation and service of our condensing products. However, a separate training curriculum for distributors is offered at the same cost for those wishing to attend along with your contractor customer. The distributor sessions will provide a product sales overview with an emphasis on sales. This also includes installation, service basics and other necessary distributor "**Must Know**" items regarding our various programs and support services.

As always, thank you for your continued support of Weil-McLain products and services.