

## Energy Conservation Analysis Seminar (NOR -08) Instructor - Bob Hedden

7 NORA CEUs April 7, 2009 - 8:00 am - 4:00 pm F.W. Webb - 80 Park Avenue - Williston, VT



Oilheat and propane customers feel that high energy prices are unacceptable, and that they must do something about it. Because of the long-term relationship as their energy providers they are turning to VFDA Members 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 an Energy Conservation Analysis for their customers. The core is an exhaustive examination of the customer's heating system. 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 do not want to reinvent the wheel. Just as we have strong heating system expertise, there are Energy Auditors, and Building Raters as well as plumbing and heating contractors, insulation, chimney, window, and caulk and weather stripping experts. There are non-profit organizations and State Government Programs committed to energy conservation. NORA and VFDA are working to build a coalition of all these allied groups to be sure that every oil and propane-heated building is using energy as efficiently as possible without compromising safety, reliability, and comfort. Not only will this ensure 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. This seminar is the start of this process. 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.



### DETAILS:

- Continuing Education Units:** This course offers 7 NORA continuing education credits.
- Certificates of Attendance:** suitable for framing will be sent to students after the seminar.
- Instructor:** Bob Hedden, is a consultant and educator with over 40 years of Oil heat industry experience in customer retention, marketing, sales and service department operations. His company, Oil heat Associates, is a full service management consulting, research and education firms dedicated to strengthening the Oil heat industry. Bob currently serves as the Executive Director for OMA and NORA Director of Education. Author of the Efficient Oil heat, and Energy Conservation Guide.
- Lunch:** Students are on their own for lunch (Available locally.)
- Mastercard and VISA:** Both cards are accepted as payment by VFDA.
- Maximum:** Maximum class is 25 students.
- Cancellation by VFDA:** VFDA reserves the right to *cancel any and all seminars for lack of registrations*. Pre-registered students will be directly notified of cancellations. Firms prepaid for cancelled seminars will receive a full refund.
- No Shows:** Firms pre-registering students and failing to attend or canceling after registration deadline will be billed for and liable for the full amount of tuition. We strongly urge substitutions when registered students find they will not attend once the registration deadline has passed.
- Schedule:** 8:00 a.m. to 4:00 p.m. on the dates noted. Periodic breaks will be taken.
- Tuition:** *\$75 per student thanks to a NORA Education Grant!*
- Walk-in or Late Registrations are discouraged.** When classes are at capacity, VFDA cannot guarantee seating for walk-in or late registrants. Walk-in students will be turned away if there is not enough seating to accommodate both pre-registered and walk-in students.

**Questions?** Contact VFDA at 802.223.7750

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<b>Energy Conservation Analysis Seminar (NOR -08) 7 NORA CEUs</b> <b>Class held on April 7, 2009</b> Please register by April 3, 2009. <i>Student Name</i>		<i>This class is offered at a discounted rate thanks to NORA</i>
1		\$75
2		\$75
3		\$75
4		\$75
Not a VFDA member? Call 802 223-7750 or go to <a href="http://www.vermontfuel.com">www.vermontfuel.com</a>		<b>Total:</b> \$ _____

**Energy Conservation Analysis Seminar - April 7, 2009**

We have read, understand and agree to the policies and details as outlined in this notice. We will ensure that students arrive at class with the necessary materials.

Company \_\_\_\_\_ Contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Check Enclosed

**Payment by Credit Card:**

Payment to Follow

Name \_\_\_\_\_

Bill Us (*members only*)

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Credit Card

*VFDA accepts Visa & Mastercard (No Amex)*

**FAX TO VFDA: 802-223-7751**

or mail to VFDA, 250 Main Street, Suite 301, Montpelier, VT 05602