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Thank you for agreeing to review my 4 hours class for GC's and architects "The Basics of Commercial HVAC Systems." I developed this class during my 10 years as an estimator for an HVAC contractor. The class is designed to teach GC's and architects:

- How to compare bids from HVAC contractors on something other than price
- How to be able to talk with owners, architects, and contractors intelligibly about HVAC systems
- Understand why certain HVAC systems are selected for buildings
- How to read 'M' drawings
- HVAC and getting LEED points

I have taught this class all over the country and people always leave the class better prepared to discuss HVAC systems with their customers and have more confidence when talking to their subs.

The cost of the class is \$2,000 plus travel from Raleigh. I would send you a CD with a PDF version of the training manual for you to print out for each attendee. This manual accompanies my PowerPoint presentation that I use to teach. Additionally, I send surveys to each company that tells me more about your company so I can tailor my class to your needs.

Please take a moment to look over all of the materials and I look forward to working with you and your company!

Sincerely,

Christopher Grawburg, PE  
The HVAC Training Institute, Inc.

