



# Titus University

ADVANCING THE SCIENCE OF AIR DISTRIBUTION

- » *Consulting Engineering Seminars*
- » *Rep Technical Training*





Above: Titus' TMR-AA diffusers installed in the open ceiling of Fossil's Corporate Headquarters in Richardson, TX. Corgan Associates led the design team of this impressive renovated facility.

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## Overview – Consulting Engineer Seminars

EXPERIENCE A NEW LEVEL OF HVAC TRAINING AT TITUS UNIVERSITY

Engineers, architects, Titus sales representatives, and other industry leaders within the HVAC community have experienced a high level of training and interaction from everyone at Titus over the years. We have trained thousands of industry professionals at Titus University here in Texas, developed interactive webinars to reach a wider audience and utilized the lunch and learn environment in cities all over the world to bring training directly to you - the engineer. From smoke video simulations of the many different air patterns our products have to TEAMS selection demonstrations, we have truly covered all aspects of training to ensure our guests walk away with a complete HVAC awakening that they can immediately utilize in their work environment after they leave our facilities. The training engineers receive from our knowledgeable staff has set the bar tremendously high for our competition to match.

Our Consulting Engineer Seminars (CES) have been an overwhelming success and a key component in the training that's available at Titus University. Over the years, we've added new classes as advancements in air distribution technology emerged such as Green Building design, Chilled Beam and Displacement Ventilation to name a few.

Most engineers receive very limited formal training on HVAC systems during college. Once they join an engineering firm, they learn the basics of product selection and tend to stick with what they know, rarely exploring other options or vendors. CES gives them an opportunity to learn more about all of the other options that are available to them from Titus.

Consulting Engineer Seminars provide practical information that can be applied to current projects. Seeing products side-by-side helps engineers

understand the best application for each product as they begin to consider their HVAC product options rather than just going with what they know.

Even experienced engineers can gain an in-depth knowledge of how various HVAC systems are designed and applied. Since our instructors provide the "why" behind best practices, this knowledge positions the engineer to make better HVAC selections for their various projects.

Engineers consistently walk away from CES with a broader understanding of the products we offer and a greater appreciation for the value and quality offered by Titus products. The engineers' interaction with our experienced staff creates a high level of confidence in our ability to lend support and expertise when they run into difficult HVAC project issues.

We encourage our reps to attend CES with their engineers to facilitate building a lasting business relationship. Although CES is designed to be educational in nature, we do provide opportunities for our reps to network with their engineers.

Engineers will also receive a certificate of completion that most states recognize as continuing education hours for their PE license. CES also offers our reps the opportunity to bring value to their clients through an enjoyable educational seminar. Don't miss the opportunity to build a lasting positive relationship with engineers, hopefully becoming their vendor of choice. We encourage all engineers, and our reps to put CES into their marketing plan.



#### Administrative Items:

Attendees shall arrive to either Dallas Love Field or DFW International Airport on the Wednesday before their seminar/training. Transportation from the airport to the hotel is not provided, therefore the attendee is responsible for their own transportation to the hotel. Casual dining will begin at 6pm.

Titus will provide all other transportation needs and transport back to the airport on Friday. Please plan departure flights for after 5pm.

Car services will leave Titus at 2:30pm to ensure guests arrive at the airport no later than one hour prior to departure.

#### What you will learn:

Instruction, presentations and hands-on demonstrations will cover the following topics:

- » HVAC basics on building zoning that include the types of terminal unit devices used, in addition to ceiling, sidewall, floor-mounted, and displacement ventilation air distribution outlets
- » Terminal unit applications and selection, outlining how each type of terminal unit can be utilized to efficiently maintain zone control of the volume/temperature for air supplied to the space
- » Selecting HVAC devices to meet and maintain the acoustical requirements for various types of spaces

- » Air distribution applications, including how the air patterns from grilles and diffusers can be used to maximize comfort in the space
- » Using special application air distribution -- such as underfloor air outlets and displacement ventilation outlets -- to enhance occupant comfort and maximize system energy efficiency
- » Air distribution techniques for perimeter spaces and open-ceiling applications
- » What is new from ASHRAE on healthcare design for all critical environment spaces
- » Obtaining energy efficiency through water-source technology: chilled beam applications, hybrid water solutions for perimeter classrooms, and fan-powered terminal units with integral sensible cooling coils
- » Water-source solutions about fancoil and air handler units
- » Installing specialty diffusers, and ceiling-access solutions

We look forward to interacting with our attendees and welcome the opportunity to provide our guests a quality learning experience.

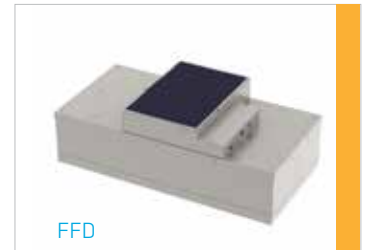
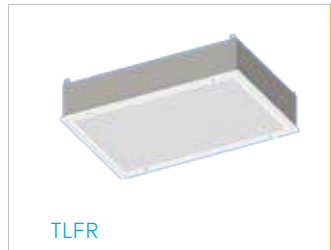
[Terminal Units:](#)



[GRD Products](#)



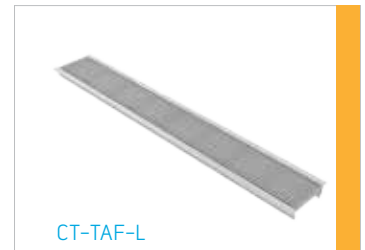
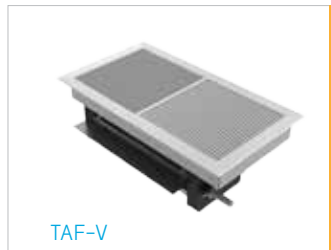
[Healthcare / Critical Environment](#)



[Chilled Beams / Displacement Ventilation](#)



[UnderFloor Air Distribution](#)





Above: Matthew McLaurin teaches our chilled beams course to our guests

People learn in different ways. Some people are verbal learners, some are tactile learners, and still others learn visually. In fact, there are almost as many theories about how people learn, as there are learning styles. One thing is certain, however; in order to create the best learning experience, it is important to appeal to as many different learning styles as possible to ensure the message is communicated and received.

As an educational leader in air distribution for decades, we have long understood the need to appeal to the different learning styles by getting students out of the classroom and into the lab to see how products work. We also recognize that we now live in an era that requires more interactivity and “on demand” education. For these reasons, we have created the Titus Comfort Zone.

With the Titus Comfort Zone, we have created an environment that will not only allow students to see how products work, but they will be able to make them work. By seeing energy harvesting products actuate, they

will be able to see that the technology works and gain an understanding of its importance in solving air distribution problems. By listening to tones at different NC levels through pair of headphones, they will get a better idea of how a space is impacted by noise and what NC 35 actually means.

The fact that the Titus Comfort Zone is located within our main testing lab here in Plano affords us a unique opportunity to educate and allow students to interact with our products, but we also have the ability to more thoroughly examine applications and test different products with custom mockups in our individual lab rooms. All of these benefits, not to mention the tremendous aesthetic upgrade, should create a lot of “Wow!” moments and create a learning experience befitting the “Leader in Air Management”.



Smoke tests of various Titus products are conducted for the engineers, architects and other industry professionals. Titus University offers smoke test demonstrations ranging from all types of ceiling diffusers to underfloor products, chilled beam & displacement ventilation products, and critical environment applications.



Above: Jim Aswegan, chief engineer, showcases air patterns of various air devices in our test facility. Below: Several smoke demonstrations of Titus air devices.







Above: José Palma, reviews a few mounting options we offer. Middle / Below: Sales reps try their hand at being a contractor and prepare FlowBar, Border 22 for installation into drywall.

One of the most exciting moments of Titus University for our guests is the opportunity to touch and work with the actual products they specify for their clients. At Titus, we provide this by allowing you to go through the process of installing a FlowBar diffuser during a mockup demonstration. Guests really get their hands dirty by actually working with the diffuser, and mudding and taping the diffuser to a piece of sheetrock until the mockup is complete. We also review mounting frames for diffusers and any other installation questions that may arise during this timeframe.









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