Online, Onsite, On Location—
Industry Training for Every Preference

ENGINEERING YOUR SUCCESS.
Filter-driers, supermarket controls, valves and training…. the Sporlan Division of Parker Hannifin provides a well-rounded customer model that goes from product manufacturing to selling and to educating their customers.

BY LORI SCHIAVO

Well known for its foothold in the HVACR industry, beginning with the pioneering of selective charges for TEVs in the early 1930s, the success of the Sporlan Division of Parker Hannifin Corp. has evolved over the years into a global leader in motion and control technologies providing precision-engineered solutions, such as electric valves with electronic controller packages. More than 80 years has passed since its inception and Sporlan excels in setting industry standards by continuing to develop and manufacture leading-edge HVACR components. Throw in a constant commitment to train and educate industry professionals, and a well-known product manufacturer morphs into teacher, as well.

The success and growth of the Sporlan division is credited to a strong employee commitment and the stalwart philosophy of founders Hermann Spoehrer and Harold Lange: “Build well-designed, quality products, instruct on installation and application, service the product and the customers, and establish equitable, firm, sales policies, but with the emphasis always on quality.”

This philosophy, particularly the bit on “instruct on installation and application,” runs rampant on the company’s website, sporlanonline.com. In the Literature dropdown menu site visitors are greeted by a host of reference materials—including product catalogs, installation instructions, product component blow-outs, as well as a series of “Bulletins” that are less marketing in nature and closer to textbook-level descriptions of proper valves, filter-driers and controls to select for specific applications. These bulletins drill deeper into technical areas as well, and cover topics such as supermarket subcooling, using PT charts, fundamentals of head pressure controls and more.

Sporlan has remained committed to strengthening the industry through education for more than 80 years, and just as their products continue to evolve, so too is the type of training they offer.

Online

HVACR professionals need to go no further than their computers to find relevant online training from Sporlan. Originally developed to provide education on the company’s products and applications for sales personnel at Sporlan-authorized wholesalers, Sporlan’s Online Training, dubbed “ChillSkills,” has evolved into practical 10–20-minute training videos on relevant industry topics, including: Contaminant Controls, Thermostatic Expansion Valves, How to Cleanup a Heat Pump System and Solenoid Valves. A brief quiz is provided after each video that, if passed, offers the user a certificate of completion.

Sporlan product introduction does factor into the training videos, but the content delves deeper into each topic as well. For example, the Solenoid Valves course covers the basic principles of operation of a solenoid valve and their primary uses in a refrigeration system. Two basic classifications of solenoid valves and two operation types based on control of refrigerant flow when a solenoid coil is either energized or de-energized is also covered. Finally, several common uses for solenoid valves in various parts of a refrigerant system are described. Courses and the subsequent quizzes guide learners through various aspects of each topic. Resources, in the form of additional literature, are also made available within each module.

Courses are regularly added and/or updated and, once registered, learners are notified at the homepage of additions and/or updates that have been completed. ChillSkills is reminiscent of the classrooms that are set up for online universities. Learners may interact with a “professor” and/or other learners through a series of blogs and posts.
According to Gene Ziegler, Sporlan Training Materials Manager, many of the company’s wholesalers require their personnel to complete the training courses to qualify for advancement within their organizations.

An additional online resource from the company includes their extensive product video library. In addition to product-specific instructions—such as “How To Use Sporlan SMART Service Tool Kit For HVACR Diagnosis;” “Sporlan MTW 3-Way Valve;” “How to Convert a Parker A8/SPORT Valve to a Sporlan Electric CDS valve;” and “How to Install a Sporlan Pressure Control with a CDS Conversion Kit”—the company offers additional industry insights on a variety of topics, including videos titled “CO₂ Solutions;” “How to Use a PT Chart;” and “Aftermarket Distribution.”

Visit www.sporlanonline/media for more information.

Onsite
If in-person training is more in your learning ballpark, Sporlan additionally offers hands-on training at its Washington, MO-based refrigeration training center that opened in late 2014, which was designed to facilitate technical training on today’s modern refrigeration systems. The center has seen 15 Sporlan Specialist Training classes since the inception of the program, during which 179 specialist attendees were hosted. The company also hosted two additional special two-day Sporlan Advanced Supermarket Training classes where 31 attendees were trained. The training staff consists of Sporlan’s product managers, sales engineers, design engineers and technicians. Specialist programs are available that offer an extensive three-day course that includes tours of the manufacturing and test lab facilities, as well as education on product selection, application, teardown, rebuild and refrigeration system troubleshooting.

This month, the company plans to conduct its first Sporlan Specialist Training targeted for industry educators and instructors. The intent is to offer this to instructors from trade schools, union training centers and any other facilities that provide education for persons entering the HVACR service and installation trade, as well as those already working in the field who desire to continue their training. Additionally, the company has four other training classes planned before the end of this calendar year. Two Sporlan Wholesaler Specialist Training classes are scheduled for 2016, one in late September and another in mid-November; one Sporlan Contractor Specialist Training class in mid-October; and a special two-day Sporlan Advanced Supermarket Training class for Hussmann Service Technicians in early December.

Classes cover everything for supermarket refrigeration systems, including: product operation and application; servicing systems; teardown analysis; refrigerant retrofits and rebuilding of valves; interactive troubleshooting examples; as well as CO₂ applications and components overview. For more information about these upcoming training opportunities or to register, contact your local Sporlan Sales Engineer.

On location
If you are not able to make it to Missouri for training at Sporlan’s training center, know that there are still hands-on training opportunities across the nation at Sporlan authorized wholesalers. Training sessions are scheduled by request for wholesale and OEM customers. Oftentimes, wholesaler outside sales personnel will arrange Sporlan training classes for their contractor customers. Occasionally, contractors schedule Sporlan training directly with their local Sporlan Sales Engineer. Additionally, Sporlan offers training services directly to trade organizations, including RSES, ASHRAE, ACCA and others. Large grocery store chains often request technical training from Sporlan Sales Engineers for their staff of installation and service technicians.

Regardless of how the training is scheduled, the company’s field sales personnel are true technical sales engineers, not account managers. The 40-plus sales engineers are qualified to provide technical training for wholesaler-sponsored contractor training, wholesaler sales personnel training, trade school students, union training center apprentices and journeymen, and OEM service organizations on all of the products that Sporlan manufactures, as well as the specific applications for which they are intended, including all installation, service and adjustment procedures.

Sporlan currently offers 20 courses that are NATE certified when presented by a member of their technically oriented sales engineer team. Form 5-271/909, available at sporlanonline.com provides more details about these courses.

Conclusion
No matter how you prefer to be trained—be it self-paced from the comfort of your home to in-person and hands-on in a classroom environment or at your local wholesaler—and whether you are seeking application- or product-specific training or are looking to earn CEHs, Sporlan has got every angle covered.
With Sporlan’s rich history of training the HVACR industry since 1934, you gain the advantage of having all the in-depth, expert knowledge of refrigeration and air conditioning you need to compete in today’s marketplace. This is our commitment to you.

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