



## POWER FOR PROFITS 1.0 TRAINING

### Course Overview

Grow your business by learning how to size, sell, and install standby air-cooled 9-22 KW generators.

### What you will learn

- Residential Market Overview
- Site Preparation
- Fuel Considerations
- Back Up Options
- Transfer Switch and Generator Connections
- Operational Tests & Final Steps
- Sizing the Generator

### Support & Take Away Material

- Learner's Guide
- Sizing Guide

**GENERAC**<sup>®</sup>



### To Register

Please **contact** Julie Rosa at 302.324.3370 or **email** [education@unitedelectric.com](mailto:education@unitedelectric.com)

### Training Time

9:00 am - 12:00 pm

### Date

Monday

January 28, 2019

### Cost per Student

\$45

Lunch provided

### Training Location

United Electric Supply  
2820 Emrick Blvd.  
Bethlehem, PA 18020

## DELAWARE VALLEY REGION

### Delaware

#### New Castle, DE

Headquarters & R.D.C.  
10 Bellecor Drive  
New Castle, DE 19720  
302.322.3333  
Toll Free 800.322.3374  
Pat McFarland

### New Jersey

#### Vineland, NJ

1150 W. Garden Rd.  
Vineland, NJ 08360  
856.691.6668  
Toll Free 800.322.8196  
Bob Grayson

### Pennsylvania

#### Bethlehem, PA

2820 Emrick Boulevard  
Bethlehem, PA 18020  
610.258.9175  
Rob Laubach

#### Hanover, PA

550 West Elm Ave.  
Hanover, PA 17331  
717.632.6632  
Toll Free 877.632.6632  
Mark Bort

#### Lancaster, PA

1564 Fruitville Pike  
Lancaster, PA 17601  
717.392.8500  
Toll Free 800.540.1794  
Gregg Tavalare

#### Langhorne, PA

Regional Distribution Center  
1100 Wheeler Way  
Langhorne, PA 19047  
215.741.2679  
Toll Free 800.813.0795  
Kevin Lane

#### Lansdale, PA

1111 N. Broad Street  
Lansdale, PA 19446  
215.368.1960  
Kevin Lane

#### Upper Darby, PA

9027 W. Chester Pike  
Upper Darby, PA 19082  
610.449.8700  
Anmarie Moser



## CHESAPEAKE REGION

### Delaware

#### Dagsboro, DE

27519 Hodges Lane  
Building P  
Dagsboro, DE 19939  
302.539.7541  
Toll Free 800.765.4448  
Scott Black

#### Dover, DE

551 S. DuPont Hwy.  
Dover, DE 19901  
302.674.8351  
Toll Free 800.326.9858  
Mike Caloway

### Maryland

#### Aberdeen, MD

716B South Philadelphia Blvd.  
(US Rt. 40)  
Aberdeen, MD 21001  
410.272.3995  
Toll Free 888.972.3995  
John Sechrist

#### Baltimore, MD

3031 Washington Blvd.  
Suite D  
Transit Business Park  
Baltimore, MD 21230  
410.319.0222  
Toll Free 800.966.2323  
Jemar Mills

#### Beltsville, MD

11710 Baltimore Ave.  
Beltsville, MD 20705  
301.210.3333  
Toll Free 800.730.9925  
Pete Cabrey

#### Jessup, MD

Regional Distribution Center  
8100 Dorsey Run Road  
Jessup, MD 20794  
410.799.1464  
Toll Free 866.799.1464  
or 301.621.2200  
Tom Kraus

#### Rockville, MD

104 Derwood Circle  
Rockville, MD 20850  
301.340.1631  
Toll Free 800.899.8742  
Don Edwards

#### Salisbury, MD

1706 Northwood Drive  
Salisbury, MD 21801  
410.749.3777  
Toll Free 866.865.3777  
Mike Caloway

#### Timonium, MD

9480 Deereco Road  
Timonium, MD 21093  
443.275.6366  
Chris Frallicciardi

#### Waldorf, MD

12045 Trade Zone Court  
Waldorf, MD 20601  
301.645.6300  
Toll Free 800.969.8742  
Mervin Brown

### Virginia

#### Alexandria, VA

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Chris Kite