

FOR IMMEDIATE RELEASE

NEWS RELEASE

DATE: Oct. 9, 2008
RELEASED FOR: Unico Inc.
FOR MORE INFO: Michelle Mason/Barb Pierce, 314.571.6300 (office) or
mmason@hughes-stl.com
Tina Bryan, Unico, 314.481.9000 or tina@unicosystem.com

Unico Debuts New Training Center at Corporate Headquarters

Manufacturer dedicates 1,580 square feet of space to certifying and training contractors

ST. LOUIS – Unico Inc., the manufacturer of innovative, small-duct, high-velocity central heating and air conditioning systems, has unveiled a new 1,580-square-foot St. Louis training center to enhance contractor training.

“Unico’s promise of superior indoor comfort is only possible when its systems are installed correctly, and the best way to ensure proper installation is training,” explained Steve Intagliata, director of training. “With the training center on site at Unico, we now have a controlled environment and a great lab area that stimulates ‘what if’ and creative thinking in applications for the systems. We test the limits of the operation of the equipment, which contractors are reluctant to do in a home.”

Unico previously held training sessions off-site, requiring significant staff time to set up a lab environment that often varied according to what would fit the space. Lab setup and takedown also took away from the time contractors could spend in actual training. The new training area is subdivided into a classroom, lab, break area and offices.



Unico offers two levels of training at the center – Certification Product Training and Advanced Product Training. The two-day certification course is offered up to two times per month, while the three-day advanced course is offered once a month. Both courses include lectures and hands-on training. Because Unico makes constant improvements and introduces new products, Unico Certified Contractors must renew their certification once a year by either attending another training course or taking a recertification test.

“Contractors who undergo our certification course come out with a full knowledge of our systems and how to install them to achieve our ultimate goal for end users – superior indoor comfort,” said Intagliata. “We are so confident in the difference this training makes that we extend our product warranty from one year to four years when installed by a Unico Certified Contractor.”

Other training programs are available upon request. Unico trains approximately 250 people per year in St. Louis, with an average class size of 12 students. The majority of students are contractors, but wholesalers, engineers and architects often attend as well. Unico also offers basic training throughout the country by local Unico sales representatives and has a second training site in Las Vegas.

