

TECHNICAL TRAINING PROGRAMS

ADVANCED DISTRIBUTOR TRAINING

What Is It?

A two and a half day “Advanced” distributor training program covering new Lincoln Electric products and advanced Nextweld technologies. The Nextweld® training will cover an understanding of and how to sell its three key components; “Waveform Control Technology™”, “Consumable Technologies” and “Digital Communications”. The program is 50% classroom instruction and 50% hands-on product demonstrations and use or tours.



Who's It For?

This course is geared for distributors who have more experience in the welding industry and typically in an outside sales or managerial position. Other topics include arc welding safety, metallurgy / high alloy materials, robotics, advanced submerged arc technologies and fume extraction. In addition there will be tours of Lincoln Electric’s plant facilities.



What is Daily Schedule?

Day One:

- Welding Safety
- Overview of Lincoln and welding industry
- New Products for Stick, TIG, MIG and Flux-Cored Welding
- Plant Tour – Machine Division

Day Two:

- Nextweld Technologies Overview and Detailed Hands-on Training
- R&D Laboratories Tour

Day Three: (ends at noon)

- Submerged Arc Nextweld Technologies
- Basic Metallurgy / Alloy Products Training
- Plant Tour – Consumables Division

Please note: Participants are encouraged to bring their own welding equipment for best hands-on welding experience.

What is Included?

Included in the registration fee:

- Coffee & Danishes and Lunch Daily
- One Night’s Dinner and Entertainment
- Hand-out Training Materials
- All Welding Consumables and Coupons
- Certificate and Souvenir

Course Fee

\$ 200.00

2008 Course Dates

Apr 29 - May 1