



# 2010 International Distributor Training

You are cordially invited to The Lincoln Electric Corporate Headquarters to attend our 2010 International Distributor Training on July 5th - July 30th, 2010.

## You will learn:

- ▶ The science and art of arc welding
- ▶ Safe welding and cutting practices
- ▶ Main arc welding processes (SMAW/GMAW including flux cored wires/GTAW/SAW single and multiple pass)
- ▶ Nextweld® technologies including:
  - Waveform Control Technology®, Digital Communications, Inverters and Choppers, Power Electronics Technology
- ▶ Nextweld® processes including:
  - Pulse-on Pulse®, STT®, AC/DC SAW, Tandem MIG, Power Mode®, Pulsed Spray Metal Transfer, Rapid Arc®, and Total s2f®
- ▶ Nextweld® power sources
- ▶ New welding consumables for structural, power generation and pipe
- ▶ Hardfacing – special alloy, maintenance and repair
- ▶ Plasma arc cutting process
- ▶ Automation
- ▶ Cost reduction ideas
- ▶ Value added selling; How to maximize your sales

***Don't wait! Reserve your spot today!  
Class size is limited and fills up quickly!***

**LINCOLN®  
ELECTRIC**  
THE WELDING EXPERTS®

more information on back >>>

**You will get involved in:**

- ▶ A lot of hands-on training with all welding processes
- ▶ Troubleshooting
- ▶ Equipment setup (commissioning) and demonstrations
- ▶ Equipment presentations and quoting
- ▶ Multiple contests – win nice prizes

**You will have an opportunity:**

- ▶ To work hand in hand with product designers and process experts
- ▶ To work in the Corporate Distributor Training Labs and State-of-the-Art Welding School
- ▶ To tour Lincoln Electric's multimillion dollar research and development facility and witness how products are designed and tested
- ▶ See how the products that you sell are made by visiting the Machine, Consumable and Automation Divisions

**You will experience:**

- ▶ Great time/social activities
- ▶ Make new friends who share common interests
- ▶ Exchange experiences with other distributors

**Who should attend?**

- ▶ International distributors of all experience levels.
- ▶ New hires, Lincoln specialists, and experienced personnel who need advanced training

**For Reservations Contact:  
International Sales Department**

Telephone: (216) 383-2673

Fax: (216) 486-1363

Email: [Dajana\\_Talan@lincolnelectric.com](mailto:Dajana_Talan@lincolnelectric.com)



# REGISTRATION FORM FOR 2010 INTERNATIONAL TRAINING PROGRAM

Name of Program and

Dates: \_\_\_\_\_

List additional topics that you would like to see covered in the program: \_\_\_\_\_

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**DISTRIBUTOR/CUSTOMER:**

Name: \_\_\_\_\_ Country: \_\_\_\_\_

Contact Person: \_\_\_\_\_

**PARTICIPANT:**

Family Name: \_\_\_\_\_

First Name and other Names: \_\_\_\_\_

Distributor or Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, Country: \_\_\_\_\_

Phone No: \_\_\_\_\_ Fax No: \_\_\_\_\_ Email address: \_\_\_\_\_

Length of employment with them: \_\_\_\_\_ Position held: \_\_\_\_\_

Degrees: \_\_\_\_\_

Welding experience: \_\_\_\_\_

Languages: \_\_\_\_\_

Invitation for Visa Required? Yes \_\_\_ No \_\_\_ If yes, made out to whom? \_\_\_\_\_

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**In addition to the above, answers to the following questions are REQUIRED if you need an invitation for a VISA:**

Nationality: \_\_\_\_\_ Country of Origin: \_\_\_\_\_

Married: Yes \_\_\_ No \_\_\_ Number of Children: \_\_\_\_\_

City you reside in: \_\_\_\_\_

Own Home: Yes \_\_\_ No \_\_\_

**Show strong ties that would cause you to return to country after program in USA:  
(use additional page if necessary)**

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When completed, please fax this form to: The Lincoln Electric Company  
International Sales Department  
Fax: 216-486-1363

## ***2010 International Training Details (in Cleveland, OH, USA).***

- Held at our World Engineering Technology Center in Cleveland, Ohio, USA, this program offers a combination of hands-on welding training and technical classroom discussions with each major welding process. Technical assignments will be given to each attendee which will require evening study.
- Course hours are from 8:00 AM to 5:00 PM Monday through Friday.
- Course is offered in **ENGLISH LANGUAGE** only.
- All of the attendees will be housed in the same hotel, thus facilitating individual and group discussions about personal welding experiences, application knowledge and problem solving techniques that have been successfully used by others.
- Attendees who graduate from the program will be refreshed with new ideas, increased technical knowledge and problem solving skills that will improve quality, productivity and reduce welding costs.

### **REGISTRATION AND EXPENSES**

#### **1. Reservations**

Complete the reservation form on the attached page and return to us **NOW**. Class size is limited.

#### **2. Cost**

- On a complimentary basis, Lincoln Electric provides daily lunch, daily transportation to and from the hotel and a Graduation Dinner.
- Transportation to and from Cleveland Hopkins International Airport, hotel accommodations, dinners, (except for the Graduation Dinner), and personal expenses are the responsibility of the attendee.
- Estimated hotel and food costs: \$85 – \$125.00 per day based on a single room occupancy.

#### **3. Hotel Reservations**

- Hotel reservations will be made by Lincoln. Location and contact information will be advised to attendee in confirmation letter.
- Hotel transportation will be provided each day to and from Lincoln headquarters. Pick-up is at 7:30 a.m. daily at the hotel and 5:00 PM pick-up at Lincoln for return to the hotel.
- Room reservations will be made so that the program attendees can stay together at a close hotel. If two individuals from the same company wish to share a hotel room, they should note that on the registration form.

#### **4. Clothing**

- Work clothes, proper **steel-toed safety shoes** and safety glasses with side shields are required for the training program. Clothing and safety shoes can be purchased in Cleveland. Safety glasses can be provided by Lincoln.

#### **5. Cancellations**

- In case of cancellation, Lincoln Electric International Sales must be notified at least two weeks prior to the start of the program.

***SMOKING IS NOT PERMITTED ON LINCOLN ELECTRIC COMPANY PREMISES.***