



A Tomkins Company

**The World's Most Trusted Name
in Belts, Hose and Hydraulics.**

Gates Customer Solutions Center
Inverness Business Park
330 Inverness Drive South
Englewood, CO 80112
Telephone: 303-744-4914
Fax: 303-744-5853
www.gates.com/csc

2010 WORKSHOP SCHEDULE

HYDRAULICS

Feb 1-3
Apr 5-7
June 14-16
Sept 20-22
Nov 15-17
Fee: \$250

INDUSTRIAL HOSE

Feb 4-5
Apr 8-9
June 17-18
Sept 23-24
Nov 18-19
Fee: \$150

**HYDRAULICS &
INDUSTRIAL HOSE**

Feb 1-5
Apr 5-9
June 14-18
Sept 20-24
Nov 15-19
Fee: \$350

VE/VA

Mar 9-10
July 13-14
Oct 26-27
Fee: \$250

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Gates Customer Solutions Center

**GATES 2010
FLUID POWER
WORKSHOPS**

THE MORE YOU KNOW, THE FURTHER YOU GO

The Gates Customer Solutions Center (CSC) is a state-of-the-art facility dedicated to leading the industry in customer-focused product development and training in fluid power technology. Staffed by approximately 45 of the top engineers, scientists and technicians in the industry, the facility is headquarters for understanding and meeting customers' fluid power needs.

TRAINING WORKSHOPS FOR SALES ASSOCIATES

Specially designed for sales associates, these workshops are designed to expand knowledge in fluid power technology, Gates product offerings, and key marketing and selling benefits. These workshops are available to sales associates who have previously participated in Gates Professional Development Series training.

HYDRAULICS

The 2-1/2 day Hydraulic Products Workshop educates associates about fundamental application engineering skills, hose fabrication principles, thread identification, hose routing and installation, and cleanliness standards. Attendees will be engaged in classroom discussions and hands-on training exercises. A comprehensive CSC tour and demonstrations in the technical and test lab areas will be conducted. A written test is given at the end of the workshop.

Prerequisite: Professional Development Series 101-107.

INDUSTRIAL HOSE

The 1-1/2 day Industrial Hose Products Workshop includes a comprehensive product review and educates associates about fundamental application engineering skills, key product features and benefits, and provides application and market specific information on each of the products. A tour of the CSC includes the technical and development areas for existing and new industrial hose products. A written test is given at the end of the workshop. **No prerequisite.**

HYDRAULICS & INDUSTRIAL HOSE

These two workshops are combined to leverage your time spent at the Customer Solutions Center as you gain the full benefits of understanding our complete line of Gates Fluid Power Products.

Prerequisite: Professional Development Series 101-107.

VE/VA – Value Engineering/ Value Analysis

This 2-day workshop is being offered for the more advanced sales associate or Fluid Power Specialist. The core of VE/VA is a comprehensive understanding of the overall functionality of Gates hydraulic products and the value-added benefits to an OE customer. The basic principles and benefits of VE/VA will be reviewed and an in-depth hands-on training exercise will be completed.

A confirmation of your registration will be sent to your attention. Information on ground transportation, hotel and logistics will be included. Transportation to/from Denver and hotel costs are the responsibility of the attendee.

If you have not participated in the Professional Development Series training, contact your Gates representative and start learning more about fluid power from the industry leader.



GATES CUSTOMER SOLUTIONS CENTER 2010 WORKSHOP REGISTRATION FORM

Name _____

Company _____

Street Address _____

City / State / Zip Code _____

E-mail address _____

Telephone _____

Supervisor _____

To select 2010 Workshop(s), check box:

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Fee: \$150

VE/VA

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- July 13-14
- Oct 26-27

Fee: \$250

Your P.O. # _____

(A copy of the P.O. must accompany the Registration Form)

Hotel Room Preferences:

- Smoking
- Non-Smoking
- King bed
- Double beds

Return registration and P.O. to:

Rob Huber
Gates Customer Solutions Center
Inverness Business Park
330 Inverness Drive South
Englewood, CO 80112
Telephone: 303-744-4914
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