



SKF Lubrication Systems Course

Heavy Industry 17th to 20th September 2024
SKF Muurame Finland

Course overview:

4 days training which provides an overview of heavy industry lubrication applications as well as basic product and engineering knowledge needed for sales and support activities.

- SKF lubrication solutions for the heavy industry
- SKF dual-line grease lubrication
- SKF single-line oil and grease lubrication
- SKF circulating oil lubrication
- Special requirements for heavy industry

Participants will:

- know key contacts, procedures and capabilities of SKF for heavy industry lubrication solutions
- achieve good basic knowledge of different system types, features and benefits
- learn to identify and create demand for lubrication systems/customer needs
- be able to give presentations to customers
- obtain skills and tools needed for informative quotation request
- learn basics of project sales and customer negotiations (turn-key lubrication system sales)
- learn guidelines for delivery, installation and support services locally
- get an understanding of sales engineering of lubrication systems
- be able to do basic application engineering of lubrication systems
- understand the process flow of a typical project and local project activities

Training methods:

Classroom, hands-on training, workshop and demo-units. In addition a site visit preferably to heavy industry.

Target group:

All individuals with a responsibility for bringing the lubrication systems platform to their market or region. Sales engineers, key account managers, application engineers and project engineers, SKF/Lincoln specialized Lubrication System distributors.

Requirements:

Preferably skills acquired in the basic training, practical experience or sufficient experience of lubrication systems in the segments Pulp and Paper, Heavy Industry, On-Off road and/or further general applications.

Training place and date:

17th to 20th September 2024

SKF Muurame Finland,
 Teollisuustie 6
 40950 Muurame, Finland

Start: 17 September 2024 at 8.30 a.m.

End: 20 September 2024 at 1 p.m

Language: English

Course fee:

The training is free of charge for SKF Lubrication Systems employees. Customers and distributors as well as SKF employees of other platforms will be required to pay a fee of \$700.

Cancellation fee:

There is no charge for cancellation if made at least 10 working days in advance. For cancellations with less than 10 working days' notice there is a \$500 charge.

Hotel fee:

Sokos Hotel Alexandra
 16th to 20th September 2024
 135 €/night/single room
 free cancellation until 16th August 2024

Registration:

Please register by e-mail:
sabrina.juergens@skf.com

Deadline for registration: 4 weeks before the training starts.

For further information please contact:

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