

Distributor/Customer School Course Descriptions FY 2007

DODGE School of Transmissioneering (Greenville)

Prerequisites: 5 years experience selling Mechanical Power transmission equipment or
2 years experience and completion of the Prep-X series Workbooks 1 & 2

Target Audience: Distributors, Customers and Other approved employees

Time Commitment: 4.5 Day Session; 36 Hours

DSOT focuses on the depth of our mechanical product lines and the key differentiators for our superior products. Training also includes discussion of assembly and disassembly of products as well as competitive comparisons of important features and benefits of Dodge Craftsmanship across numerous product lines. Hands on sessions with set-up and testing are included.

Dates

October 22nd-27th – Open – Greenville –Completed

March 4th-9th – Open – Greenville –Completed

April 23rd – April 27 –Greenville – Completed

October 14th-19th -Greenville

Regional DODGE School of Transmissioneering (Various Locations)

Prerequisites: 5 years experience selling mechanical power transmission equipment or
2 years experience and completion of the Prep-X series Workbooks 1 & 2

Target Audience: Distributors, Customers and other approved employees

Time Commitment: 3.5 day session; 28 hours

This is a modified and region specific version of the premier DSOT School. The course tailors the mechanical products curriculum to highlight the various product lines, provide competitive comparisons of important features and benefits of Dodge craftsmanship and will also include specific and detailed emphasis on products and industries key to the applicable region. The training will include discussion of and some assembly/disassembly of key products. Hands on sessions with set-up and testing are included.

Dates

October 10th -12th – Regional – Motion – Dallas, TX

February 20th – February 22nd – KAMAN – Birmingham, AL

March 20th – March 22nd – AIT Spokane, WA

April 3rd – April 5th – AIT Minneapolis, MN

May 29th –May 31st – Precision – Omaha, NE

July 23rd – July 25th – Bates/Open – St. Louis, MO

September 18th – September 20th – Kaman - TBD

Intro to Dodge Products (Greenville)

Prerequisites: None

Time Commitment: 3 Days

Objectives:

Upon completion of this course student will be able to:

- Recognize typical mechanical power transmission products, how they interrelate and simple applications.
- Understand the basic theory of operation of most typical Power transmission components.
- Recognize the various DODGE mechanical product lines, typical product features and benefits.
- Recognize and describe key breakout products within each product group
- Understand the DODGE product catalogs layout and how to effectively use catalog.
- Introduction to PT wizard online application tool
- Demonstrate learned principles through lab and hands - on training and testing.

Dates

April 17th - 19th

June 26th - 28th

July 17th - 19th

August 14th - 16th