

TRAINING CALENDAR 2024



North America

Course	Overview	Start Date	Duration	Instructor	Location
January					
Virtual Sales Boot Camp	This course is an intense comprehensive sales skills training that focuses on using value added selling for the all Chesterton product lines. Three weekly 4-hour sessions held via GoToWebinar	1/16/2024	3—4hr sessions	Mark Orlando/ Al Hubbard	Remote
February					
Basic Level I 3 week School	In-person specific full product line training over three weeks	2/5/2024	15 Day	Global Training	Groveland
Basic Level I Pumps	This course teaches necessary pumping principles. A thorough comprehension of underlying principles is required to effectively carry out your day to day business.	2/5/2024	1 Day	Alan Evans/ Ron Frisard	Groveland
Basic Level I Mechanical Seals	Provides basic centrifugal pump and Chesterton’s mechanical seal product portfolio knowledge with hands on and classroom training	2/6/2024	3 Day	Alan Evans	Groveland
Basic Level I – Chesterton Connect/Showpad & Sales Tools	Provides overview of Chesterton Connect™ , comprehensive equipment monitor and app that provides 24/7 insights of equipment conditions Also Overview of the features of Chesterton's sales enablement platform - Showpad and Sales Tools Site	2/9/2024	1 Day	Garnet Schulte/ Pam Dauphinais	Groveland
Basic Level I Packing and Gasketing	Fundamentals of Packing and Gasketing including hands on application	2/12/2024	3 Day	Ron Frisard	Groveland
Basic Level I EPS	Focus on fluid power equipment and the total solutions Chesterton can offer its customers.	2/15/2024	2 Day	Ajay Aripirala	Groveland
Basic Level I IL/MRO	Industrial Lubricants and MRO solutions are the focus of this program. An in depth study of the main solutions for Stationary and Rotary equipment .	2/19/2024	2 1/2 Day	Mark Guenther	Groveland
Basic Level I ARC	Introduction to ARC Efficiency and Protective Coatings	2/21/2024	2 1/2 Day	Steve Bowditch	Groveland

*Dates and sessions subject to change

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March					
INDUSTRY SCHOOL— Pulp and Paper	Chesterton solutions play a crucial role in the pulp and paper industry to ensure the efficient and reliable operation of various equipment and processes. When selecting Chesterton solutions for the pulp and paper industry, it's crucial to consider factors such as the type of equipment, operating conditions, chemical compatibility, and regulatory requirements.	3/26/2024	3 Day	George Johanson	Groveland
April					
Advanced All Product Line School	The Advanced all product line school will be an immersive and intense virtual training event that will use technology to bring concepts alive and continue on from the concepts taught in the Basic Level I school	4/15/2024	10 Day	Global Training Staff	Groveland
June					
Virtual Sales Boot Camp	This course is an intense comprehensive sales skills training that focuses on using value added selling for the all Chesterton product lines. Three weekly 4-hour sessions held via GoToWebinar	6/18/2024	3—4hr sessions	Mark Orlando/ Al Hubbard	Remote
July					
INDUSTRY SCHOOL— Mining Ore Processing	Explore the diverse array of products and services provided by Chesterton, specifically tailored to tackle the various challenges encountered within the mining sector.	TBD	3 Day	Doug Ell	Groveland
August					
INDUSTRY SCHOOL— Wastewater	Explore the diverse array of products and services provided by Chesterton, specifically tailored to tackle the various challenges encountered within the wastewater sector.	TBD	3 Day	Paul Keough	Groveland
INDUSTRY SCHOOL— Marine	Explore the diverse array of products and services provided by Chesterton, specifically tailored to tackle the various challenges encountered within the marine sector.	TBD	3 Day	Bob Martin	Groveland

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Course	Overview	Start Date	Duration	Instructor	Location
September					
Basic Level I 3 week School	In-person specific full product line training over three weeks	2/5/2024	15 Day	Global Training	Groveland
Basic Level I Pumps	This course teaches necessary pumping principles. A thorough comprehension of underlying principles is required to effectively carry out your day to day business.	9/9/2024	1 Day	Alan Evans/ Ron Frisard	Groveland
Basic Level I Mechanical Seals	Provides basic centrifugal pump and Chesterton's mechanical seal product portfolio knowledge with hands on and classroom training	9/10/2024	3 Day	Alan Evans	Groveland
Basic Level I – Chesterton Connect/Showpad & Sales Tools	Provides overview of Chesterton Connect™ , comprehensive equipment monitor and app that provides 24/7 insights of equipment conditions Also Overview of the features of Chesterton's sales enablement platform - Showpad and Sales Tools Site	9/13/2024	1 Day	Garnet Schulte/ Pam Dauphinais	Groveland
Basic Level I Packing and Gasketing	Fundamentals of Packing and Gasketing including hands on application	9/16/2024	3 Day	Ron Frisard	Groveland
Basic Level I EPS	Focus on fluid power equipment and the total solutions Chesterton can offer its customers.	9/19/2024	2 Day	Ajay Aripirala	Groveland
Basic Level I IL/MRO	Industrial Lubricants and MRO solutions are the focus of this program. An in depth study of the main solutions for Stationary and Rotary equipment .	9/23/2024	2 1/2 Day	Mark Guenther	Groveland
Basic Level I ARC	Introduction to ARC Efficiency and Protective Coatings	9/25/2024	2 1/2 Day	Steve Bowditch	Groveland
October					
Advanced All Product Line School	The Advanced all product line school will be an immersive and intense virtual training event that will use technology to bring concepts alive and continue on from the concepts taught in the Basic Level I school	10/21/2024	10 Day	Global Training Staff	Groveland

*Dates and sessions subject to change

Course	Overview	Start Date	Duration	Instructor	Location
November					
Virtual Sales Boot Camp	This course is an intense comprehensive sales skills training that focuses on using value added selling for the all Chesterton product lines. Three weekly 4-hour sessions held via GoToWebinar	11/17/2024	3—4hr sessions	Mark Orlando/ Al Hubbard	Remote

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