

AWT Training Seminars

An Investment in Yourself,
Your Staff, and Your Company

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RO
RO/ Ultrafiltration
Training

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CWT Exam

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Sales

01
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Water Treatment

02
Fa
Fundamental
and Applications

Water Treatment Training

**Fundamentals and
Applications Training**

**Polymeric-Membrane
Separation Technologies RO/
Ultrafiltration Training**

Sales Training

CWT Exam

West

2018 Technical Training
February 28–March 4, 2018
Green Valley Ranch Resort
Las Vegas, Nevada

East

2018 Technical Training
March 21–25, 2018
Cleveland Marriott Downtown
Cleveland, Ohio

awt.org

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Sales

“ The instructors are knowledgeable and respected water treaters. They did a great job of breaking it down for newer folks. ”

Whether you're a professional in the water technology field, a supervisor, or the owner of a company, AWT's training seminars are an investment that will pay off.

Courses Available

Sales Training

Recognizing that everyone in the water treatment industry is actually selling, this course will take you from the basics to a full understanding of the process as it relates to this industry. This NEW, interactive "How To" session will give you the practical knowledge you will need to develop yourself, your business, and your brand. You will learn about basic and advanced marketing, including finding your company's values and discovering and developing your brand image.

Polymeric-Membrane Separation Technologies RO/Ultrafiltration Training

This one-day in-depth course is suited for anyone looking for a better understanding of reverse osmosis, ultrafiltration, EDI, or related membrane technologies, including how they function, what they do, and how to take care of them.

The course provides a broad, practical, and application-based discussion regarding a wide spectrum of membrane technologies. The focus of the course will be on commercial and industrial reverse osmosis as well as related membrane technologies.

Fundamentals and Applications Training

The Fundamentals and Applications course is designed for service technicians new to the industry. This highly interactive class brings the mechanical room into the classroom and focuses on real-world examples; attendees learn directly from leaders in the industry as well as from their peers. The curriculum allows for question and answer sessions and fosters learning in a collaborative environment, providing attendees with the knowledge and theory behind the "whys" of their role in water treatment.

Water Treatment Training

This intensive three-day training covers the gambit—regulatory and safety issues, water chemistry and testing, calculations, boiler water treatment, cooling water chemistry, and much more.

Speakers

Fundamentals and Applications Training

Trace Blackmore, CWT, LEED AP
Blackmore Enterprises, Inc.

Mark Lewis, CWT
Southeastern Laboratories, Inc.

Frank Lecrone III
AquaPhoenix Scientific Inc.

Thomas J. Tinney
Lakewood Instruments LLC

Water Treatment

Trace Blackmore, CWT, LEED AP
Blackmore Enterprises, Inc.

Jay Farmerie, CWT
Cyrus Rice Water Consultants, Inc.

Colin Frayne, CWT
Aquassurance, Inc.

Bruce T. Ketrick Sr., CWT
Guardian CSC

Frank Lecrone III
AquaPhoenix Scientific Inc.

Jim Lukanich, CWT
U.S. Water Services, Inc.

Jon Shaw
Advantage Controls, Inc.

Schedule-at-a-Glance



Sales Training

Wednesday, February 28, 2018—Las Vegas, NV
 Wednesday, March 21, 2018—Cleveland, OH

7:30 am–8:00 am	Registration/Continental Breakfast
8:00 am–10:00 am	“Everyone Sells” <ul style="list-style-type: none"> • Beginner Sales • Complete Company Involvement Russell M. Baskin, CWT—Tower Water Management
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	“Unlocking the Code” <ul style="list-style-type: none"> • Sales Development • Mechanics of Sales Russell M. Baskin, CWT—Tower Water Management
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	“Starting It and Keeping It Going” <ul style="list-style-type: none"> • Sales Step-by-Step Process • Details of Sales Process Russell M. Baskin, CWT—Tower Water Management
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	“The Mystery of Selling—Lifeline to Your Success” <ul style="list-style-type: none"> • Advanced Selling Methods • Marketing • Your Brand Image Russell M. Baskin, CWT—Tower Water Management
5:00 pm–5:30 pm	Questions and Answers

RO/Ultrafiltration Training

Wednesday, February 28, 2018—Las Vegas, NV
 Wednesday, March 21, 2018—Cleveland, OH

7:30 am–8:00 am	Registration/Continental Breakfast
8:00 am–10:00 am	Overview of Semi-Permeable Membranes <ul style="list-style-type: none"> • Application • Osmosis • Process Flow • Membrane Limitations Colin Frayne, CWT—Aquassurance, Inc.
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Membrane Technology Comparisons <ul style="list-style-type: none"> • Pressure Driven MF/UF/NF/RO • Concentration Driven Membranes • Traditional Competing Technologies Colin Frayne, CWT—Aquassurance, Inc.
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Components and System Configurations <ul style="list-style-type: none"> • Polymeric Membrane Materials • Membrane Terminology • Sizes, Arrays, Stages, Trains • Complete Unit Operations Colin Frayne, CWT—Aquassurance, Inc.
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Practical Membrane Operations <ul style="list-style-type: none"> • RO Design • Software • Antiscalants • Membrane Cleaning • Troubleshooting Colin Frayne, CWT—Aquassurance, Inc.
5:00 pm–5:30 pm	Questions and Answers

Technical Training—Day 1

Thursday, March 1, 2018—Las Vegas, NV
 Thursday, March 22, 2018—Cleveland, OH

Fundamentals and Applications

7:30 am–8:00 am	Registration/Continental Breakfast
8:00 am–8:05 am	Course Introduction
8:05 am–9:00 am	Role of a Service Technician
9:00 am–10:00 am	Water Treatment—What and Why
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Safety
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Feeding Equipment Training
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Feeding Equipment Workshop
5:00 pm–6:00 pm	Questions and Answers

Water Treatment Training

7:30 am–8:00 am	Registration/Continental Breakfast
8:00 am–8:05 am	Course Introduction
8:05 am–10:00 am	Water Chemistry
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Health and Safety
Noon–1:00 pm	Lunch
1:00 pm–2:00 pm	Health and Safety continued
2:00 pm–3:00 pm	Calculations
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Calculations continued

Technical Training—Day 2

Fundamentals and Applications

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Time and Territory Management
9:00 am–10:00 am	Filtration and Pretreatment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Boiler Treatment Programs
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Treatment Programs continued
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Testing and Hands-on Workshop

Friday, March 2, 2018—Las Vegas, NV
Friday, March 23, 2018—Cleveland, OH

Water Treatment Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Advances in Feed Equipment
9:00 am–10:00 am	Pretreatment/Filtration/Ultrafiltration/RO
10:00 am–10:15 am	Refreshment Break
10:15 am–11:00 am	Pretreatment/Filtration/Ultrafiltration/RO continued
11:00 am–Noon	Boiler Treatment
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Treatment continued
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Boiler Treatment continued

Technical Training—Day 3

Fundamentals and Applications

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Cooling Water Treatment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Cooling Water Treatment continued
Noon–1:00 pm	Lunch
1:00 pm–1:30 pm	Cooling Water Treatment continued
1:30 pm–3:00 pm	Closed Loops
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Writing a Service Report
5:00 pm–6:00 pm	Tips and Tricks of the Trade/ Bringing It All Together

Saturday, March 3, 2018—Las Vegas, NV
Saturday, March 24, 2018—Cleveland, OH

Water Treatment Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Testing
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Cooling Water Systems and Principles
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Cooling Water Chemistry Scale and Corrosion Control
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Cooling Water Microbiology

CWT Exam

Sunday, March 4, 2018—Las Vegas, NV
Sunday, March 25, 2018—Cleveland, OH

7:00 am–7:45 am	CWT Exam Sign-in
8:00 am–1:00 pm	Testing

“All the instructors were great and had good hands-on experience to add to content!”



Hotel/Travel

Training Seminars—Las Vegas, NV

Wednesday, February 28, 2018

Sales Training

RO/Ultrafiltration Training

Thursday, March 1–Saturday, March 3, 2018

Fundamentals and Applications Training

Water Treatment Training

Sunday, March 4, 2018

CWT Exam

Green Valley Ranch

2300 Paseo Verde Parkway

Henderson, NV 89052 (Located in the Las Vegas area)

Call-in Reservations: (866) 782-9487

Room Rate: \$145 per night, single/double occupancy

Reservations Deadline: Friday, January 26, 2018

When calling to make your hotel reservation, please mention **group code GCIAW18** to obtain the group discounted rate.

Hotel reservations are on a first-come, first-served basis, or until the block has sold out. AWT cannot guarantee the group rate, even if rooms are still available in the AWT block after Friday, January 26, 2018.

Check-in Time: 3:00 pm

Checkout Time: Noon

Self and Valet Parking: Complimentary

Travel Information

Airport

McCarran International Airport (LAS) is located about 14 minutes (8 miles) from the Green Valley Ranch Resort.

Ground Transportation

Complimentary shuttle service from the airport to the Green Valley Ranch Resort is available every two hours beginning at 7:00 am on a first-come, first-served basis. The schedule is available at www.greenvalleyranchresort.com/hotel.

A variety of shuttle services are available at the airport and are located on the west side of baggage claim, outside door exits 7–13.

Taxi

Approximately \$30 each way from the airport to the Green Valley Ranch Resort.

Training Seminars—Cleveland, Ohio

Wednesday, March 21, 2018

Sales Training

RO/Ultrafiltration Training

Thursday, March 22–Saturday, March 24, 2018

Fundamentals and Applications Training

Water Treatment Training

Sunday, March 25, 2018

CWT Exam

Cleveland Marriott Downtown at Key Center

127 Public Square

Cleveland, OH 44114

Call-in Reservations: (216) 696-9200

Room Rate: \$135 per night, single/double occupancy

Reservation Deadline: Sunday, February 18, 2018

Please mention “2018 AWT Training Seminar” to obtain the group discounted rate.

Hotel reservations are on a first-come, first-served basis, or until the block has sold out. AWT cannot guarantee the group rate, even if rooms are still available in the AWT block after Sunday, February 18, 2018.

Airport

Cleveland Hopkins International Airport (CLE) is located about 20 minutes (12 miles) from the Cleveland Marriott.

Ground Transportation

The Cleveland Rapid Transit Center is located on the lower level of the Cleveland Hopkins International Airport terminal. Cost is \$2.50 one way. Please visit www.riderta.com/pd_airport.asp for more information and an updated operating schedule.

Taxi

Approximately \$30 each way from the airport to the Cleveland Marriott Downtown at Key Center.

“I had an amazing experience at the training session!”

Registration

AWT Training Seminars 2018

Please complete one registration form for each attendee.

Please check one: Member Nonmember

First Name MI

Last Name Suffix (CWT, Ph.D.)

First Name on Badge

Company Title

Company Address

City State

ZIP Code Country

Telephone Fax

Email address (Registration confirmation and meeting notices will be sent to this email address.)

In Case of Emergency (Contact Name and Telephone)

Dietary/Special Accommodation

Special Volume Discount for AWT Members Only: Register more than one individual from your company at the applicable registration rate and receive a \$50 discount on subsequent registrants from your company. This makes it more affordable to send additional employees. Discounts do not apply to Sales Training or RO/Ultrafiltration Training.

Total Payment \$

Check enclosed (made payable to "AWT")—Check #

Credit Card: Visa MasterCard American Express

Name as it appears on card

Card Number

Expiration Date / Security Code Billing ZIP Code

Signature

Payment Options

Fax: (301) 990-9771

Mail: Association of Water Technologies
9707 Key West Avenue, Suite 100
Rockville, MD 20850

Cancellation Policy

All cancellations must be received in writing two weeks prior to the seminar and are subject to a \$50 processing fee. No exceptions.

Questions

Registration/Course Content and Exam: Angela Pike—(240) 404-6477, apike@awt.org
Logistics/Accommodations: Morgan Prior—(240) 404-6480, mprior@mgmtsol.com

		Sales Training	RO/Ultrafiltration Training	Fundamentals and Applications Training	Water Treatment Training	CWT Exam
<input type="checkbox"/> Las Vegas, NV <input type="checkbox"/> Cleveland, OH	Early Registration By 1/26/18 Las Vegas, NV By 2/18/18 Cleveland, OH	<input type="checkbox"/> \$295	<input type="checkbox"/> \$295	<input type="checkbox"/> \$650	<input type="checkbox"/> \$650	Member <input type="checkbox"/> \$385 Non-Member <input type="checkbox"/> \$485 Registration Deadlines* By 1/26/18 Las Vegas, NV By 2/18/18 Cleveland, OH
	Member 1 st Attendee			<input type="checkbox"/> \$600	<input type="checkbox"/> \$600	
	Member Add'l Attendee(s)			<input type="checkbox"/> \$905	<input type="checkbox"/> \$905	
Regular Registration After 1/26/18 Las Vegas, NV After 2/18/18 Cleveland, OH	Nonmember Attendee	<input type="checkbox"/> \$295	<input type="checkbox"/> \$295	<input type="checkbox"/> \$700	<input type="checkbox"/> \$700	*CWT Exam No registrations will be accepted after this date for the respective location chosen. No refunds will be given after the cut-off date. No exceptions. Candidate must have 5 years of field experience to qualify for CWT.
	Member 1 st Attendee			<input type="checkbox"/> \$650	<input type="checkbox"/> \$650	
	Member Add'l Attendee(s)			<input type="checkbox"/> \$955	<input type="checkbox"/> \$955	



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