

# 2017 AWT Training Seminars

An Investment in Yourself,  
Your Staff, and Your Company

Wt

Fa

E

Ww

Le

Sa

- Water Treatment Training
- Fundamentals and Applications Training
- Wastewater Treatment (Annapolis)
- LEED Green Associate (GA) Training
- Sales Training
- CWT Exam

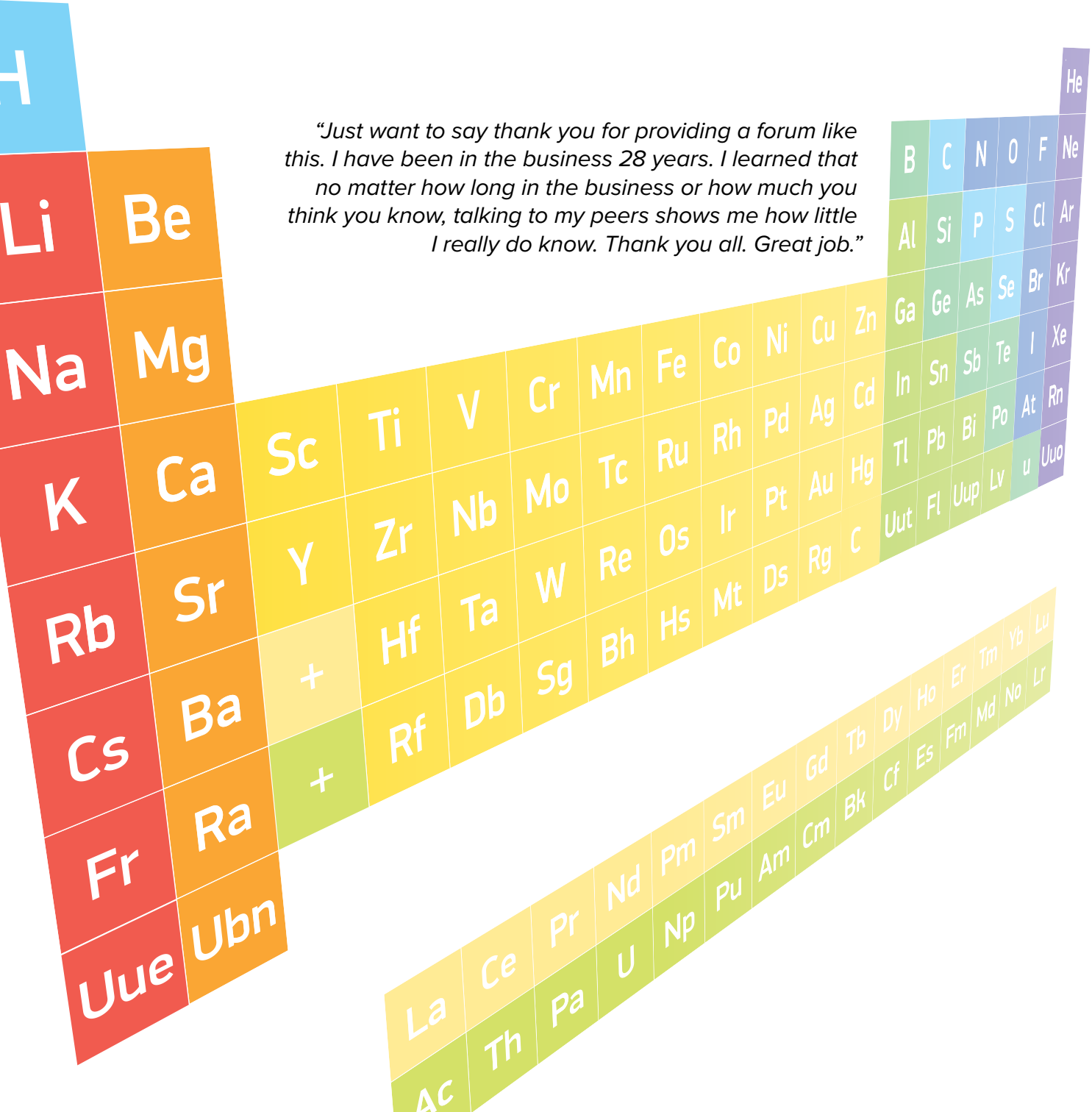
## West

**2017 Technical Training**  
February 22–26, 2017  
Doubletree Mission Valley  
San Diego, California

## East

**2017 Technical Training**  
March 29–April 2, 2017  
Loews Annapolis  
Annapolis, Maryland

[awt.org](http://awt.org)



*"Just want to say thank you for providing a forum like this. I have been in the business 28 years. I learned that no matter how long in the business or how much you think you know, talking to my peers shows me how little I really do know. Thank you all. Great job."*

*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

For those involved in water treatment sales, this training will help take your selling skills to the next level. From improving prospecting strategy to the art of persuasion, we'll explore every step in the sales process and provide take-away tools that will help increase revenue.

### LEED

This training course is tailored to educate professionals in the key sustainability concepts and LEED fundamentals required to pass the GA exam.

### Fundamentals and Applications

AWT's Service Technician Training is a great introduction for employees new to the water treatment industry, as well as a vehicle to further expand the knowledge and skills of those already employed in the industry as service and account management representatives.

### Water Treatment

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.

### Wastewater Treatment

This comprehensive three-day course, only offered in Annapolis, Maryland, will cover all aspects of wastewater treatment, including influent and effluent clarification, solids removal and dewatering, chemical application, and screening products for application. Your instructors include experts from the industry, well versed in a broad spectrum of applications. If your company has passed on wastewater treatment applications because you lack the knowledge to take advantage of these opportunities, now is the time to gain this knowledge and expand your business potential!

## Speakers

### Fundamentals and Applications training

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*

Mark Lewis, CWT  
*Southeastern Laboratories, Inc.*

Chris Morris  
*Advantage Controls, 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 Sevices, Inc.*

Greg Powell  
*Advantage Controls, Inc.*

### Wastewater Treatment

Rick Brust  
*Clear2O, Inc.*

Kevin Cope  
*Brenntag North America*

David Ritz  
*TGWT Clean Technologies Inc.*

Steve Winter  
*EnviroTech Water Treatment*

# Schedule-At-A-Glance



## Sales Training

Wednesday, February 22, 2017—San Diego, CA  
Wednesday, March 29, 2017—Annapolis, MD

7:30 am—8:00 am	Registration/Continental Breakfast
8:00 am—10:00 am	<b>Laying a Foundation</b> Colin Frayne, CWT— <i>Aquassurance, Inc.</i>
10:00 am—10:15 am	Refreshment Break
10:15 am—12:15 pm	<b>Exploring the Selling Sequence</b> Colin Frayne, CWT— <i>Aquassurance, Inc.</i>
12:15 pm—1:15 pm	Lunch
1:15 pm—3:00 pm	<b>The 7-Step Selling Circle—In Depth!</b> Colin Frayne, CWT— <i>Aquassurance, Inc.</i>
3:00 pm—3:15 pm	Refreshment Break
3:15 pm—5:00 pm	<b>Boot Camp Mastery of Selling</b> Colin Frayne, CWT— <i>Aquassurance, Inc.</i>

## LEED Training

Wednesday, February 22, 2017—San Diego, CA  
Wednesday, March 29, 2017—Annapolis, MD

7:30 am—8:00 am	Registration/Continental Breakfast
8:00 am—8:05 am	<b>Course Introduction</b>
8:05 am—9:00 am	<b>Intro to LEED</b>
9:00 am—10:00 am	<b>Location &amp; Transportation and Sustainable Sites</b>
10:00 am—10:15 am	Refreshment Break
10:15 am—12:15 pm	<b>Water Efficiency + Energy &amp; Atmosphere</b>
12:15 pm—1:15 pm	Lunch
1:15 pm—3:00 pm	<b>Materials &amp; Resources + Indoor Environment Quality</b>
3:00 pm—3:15 pm	Refreshment Break
3:15 pm—5:00 pm	<b>Innovation in Design, Regional Priority, and Exam Review</b>
5:00 pm—6:00 pm	<b>Workshop (Optional; Practice Test Simulations)</b>

## Technical Training—Day 1

Thursday, February 23, 2017—San Diego, CA  
Thursday, March 30, 2017—Annapolis, MD

### Fundamentals & Applications

7:30 am—8:00 am	Registration/Continental Breakfast
8:00 am—8:05 am	<b>Course Introduction</b>
8:05 am—9:00 am	<b>Role of a Service Technician</b>
9:00 am—10:00 am	<b>Water Treatment—What and Why</b>
10:00 am—10:15 am	Refreshment Break
10:15 am—10:45 am	<b>Water Treatment—What and Why continued</b>
10:45 am—Noon	<b>Safety</b>
Noon—1:00 pm	Lunch
1:00 pm—3:00 pm	<b>Testing, Training, and Workshop</b>
3:00 pm—3:15 pm	Refreshment Break
3:15 pm—4:30 pm	<b>Testing Workshop continued</b>
4:30 pm—5:30 pm	<b>Time Management</b>
5:30 pm—6:00 pm	<b>Questions and Answers</b>

### Water Treatment Training

7:30 am—8:00 am	Registration/Continental Breakfast
8:00 am—8:05 am	<b>Course Introduction</b>
8:05 am—10:00 am	<b>Water Chemistry</b>
10:00 am—10:15 am	Refreshment Break
10:15 am—Noon	<b>Pretreatment/Filtration</b>
Noon—1:00 pm	Lunch
1:00 pm—2:00 pm	<b>Ultrafiltration</b>
2:00 pm—3:00 pm	<b>Reverse Osmosis</b>
3:00 pm—3:15 pm	Refreshment Break
3:15 pm—4:00 pm	<b>Reverse Osmosis continued</b>
4:00 pm—6:00 pm	<b>Regulatory and Safety</b>

### Wastewater Treatment Training (Annapolis Only)

7:30 am—8:00 am	Registration/Continental Breakfast
8:00 am—8:05 am	<b>Course Introduction</b>
8:05 am—10:00 am	<b>What is Wastewater? Terms, Definitions, and Overview</b>
10:00 am—10:15 am	Refreshment Break
10:15 am—Noon	<b>Wastewater Chemical Treatment Principles: Coagulation to Flocculation</b>
Noon—1:00 pm	Lunch
1:00 pm—3:00 pm	<b>Evaluation of Waste Treatment Approaches</b>
3:00 pm—3:15 pm	Refreshment Break
3:15 pm—5:00 pm	<b>Wastewater Treatment Process Flow, Equipment, and Application</b>

Technical Training—Day 2

Friday, February 24, 2017—San Diego, CA  
Friday, March 31, 2017—Annapolis, MD

Fundamentals & Applications

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:30 am	Boiler Pretreatment
9:30 am–10:00 am	Boiler Operations and Treatment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Boiler Operations and Treatment <i>continued</i>
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Cooling Towers and Closed Loops
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Cooling Towers and Treatments
5:00 pm–6:00 pm	Questions and Answers

Water Treatment Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Calculations
10:00 am–10:15 am	Refreshment Break
10:15 am–11:00 am	Feed and Control Equipment
11:00 am–Noon	Boiler Treatment
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Treatment <i>continued</i>
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Boiler Treatment <i>continued</i>

Wastewater Treatment Training  
(Annapolis Only)

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Effluent Discharge Parameters
9:00 am–10:00 am	Wastewater Plant Survey
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Jar Testing and Product Selection
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Jar Testing and Product Selection <i>continued</i>
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:30 pm	Jar Testing and Product Selection <i>continued</i>

Technical Training—Day 3

Saturday, February 25, 2017—San Diego, CA  
Saturday, April 1, 2017—Annapolis, MD

Fundamentals & Applications

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Water Treatment Equipment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Equipment Workshop—Hands On Experience
Noon–1:00 pm	Lunch
1:00 pm–1:30 pm	Equipment Workshop—Hands On Experience <i>continued</i>
1:30 pm–3:00 pm	Writing and Service Report
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–3:45 pm	Tricks of the Trade
3:45 pm–4:45 pm	Bringing It All Together
4:45 pm–5:30 pm	Questions and Answers

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

Wastewater Treatment Training  
(Annapolis Only)

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Biological Treatment: Using Bacteria and Enzymes
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Ancillary Application: Foam and Odor Control
Noon–1:00 pm	Lunch
1:00 pm–2:00 pm	Selling Value-Added in the Wastewater Market
2:00 pm–3:00 pm	General Discussion: Question and Answer Period
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Review

CWT Exam

Sunday, February 26, 2017—San Diego, CA  
Sunday, April 2, 2017—Annapolis, MD

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



# Certified Water Technologist (CWT) Exam

The CWT designation provides professional recognition and indicates that an individual has achieved a high level of experience, knowledge, and education in the industry and possesses a core body of knowledge in all aspects of water treatment.

## Continuing Education Units (CEUs) for CWTs

The Water Treatment and Wastewater Treatment Training Seminars each qualify for 15 CEUs. The Sales Training and LEED Training Seminars each qualify for 3 CEUs.

## Hotel and Travel

### Training Seminars—San Diego, CA

Wednesday, February 22, 2017

[Sales Training](#)  
[LEED Training](#)

Thursday, February 23 – Saturday, February 25, 2017

[Fundamentals & Applications Training](#)  
[Water Treatment Training](#)

Sunday, February 26, 2017

[CWT Exam](#)

#### DoubleTree San Diego Mission Valley

7450 Hazard Center Drive  
San Diego, CA 92108

<b>Reservations</b>	(619) 297-5466
<b>Room Rate</b>	\$146 single/double
<b>Reservation Deadline</b>	Thursday, January 19, 2017

*Please mention “2017 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 if rooms are still available in the AWT block after Thursday, January 19, 2017.

**Airport:** Attendees should fly into San Diego International Airport (SAN). The hotel is located 7 miles (15 minutes) from the airport.

### Training Seminars—Annapolis, MD

Wednesday, March 29, 2017

[Sales Training](#)  
[LEED Training](#)

Thursday, March 30 – Saturday, April 1, 2017

[Fundamentals & Applications Training](#)  
[Water Treatment Training](#)  
[Wastewater Treatment Training](#)

Sunday, April 2, 2017

[CWT Exam](#)

#### Loews Annapolis Hotel

126 West Street  
Annapolis, MD 21401

<b>Reservations</b>	(800) 526-2593
<b>Room Rate</b>	\$139 single/double
<b>Reservation Deadline</b>	Sunday, February 26, 2017

*Please mention “2017 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 if rooms are still available in the AWT block after Sunday, February 26, 2017.

**Airport:** Attendees should fly into Baltimore/Washington International Airport (BWI). The Loews Annapolis Hotel is located 24 miles (31 minutes) from the airport.

Registration

2017AWT Training Seminars

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

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)

**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.*

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

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

<input type="checkbox"/> San Diego, CA <input type="checkbox"/> Annapolis, MD		Sales Training	LEED Training	Fundamentals & Applications Training	Water Treatment Training	Wastewater Treatment Training	CWT Exam
Early Registration By 1/19/17 San Diego, CA By 2/26/17 Annapolis, MD	Member 1 <sup>st</sup> Attendee	<input type="checkbox"/> \$485	<input type="checkbox"/> \$535	<input type="checkbox"/> \$630	<input type="checkbox"/> \$630	<input type="checkbox"/> \$630	Member <input type="checkbox"/> \$385 Non-Member <input type="checkbox"/> \$485  Registration Deadlines* By 1/27/17 San Diego, CA By 3/3/17 Annapolis, MD
	Member Add'l Attendee(s)			<input type="checkbox"/> \$580	<input type="checkbox"/> \$580	<input type="checkbox"/> \$580	
	Nonmember Attendee			<input type="checkbox"/> \$885	<input type="checkbox"/> \$885	<input type="checkbox"/> \$885	
Regular Registration After 1/19/17 San Diego, CA After 2/26/17 Annapolis, MD	Member 1 <sup>st</sup> Attendee	<input type="checkbox"/> \$485	<input type="checkbox"/> \$535	<input type="checkbox"/> \$680	<input type="checkbox"/> \$680	<input type="checkbox"/> \$680	*CWT Exam No registrations will be accepted after this date for the respective location chosen.
	Member Add'l Attendee(s)			<input type="checkbox"/> \$630	<input type="checkbox"/> \$630	<input type="checkbox"/> \$630	
	Nonmember Attendee			<input type="checkbox"/> \$935	<input type="checkbox"/> \$935	<input type="checkbox"/> \$935	



9707 Key West Avenue, Suite 100  
Rockville MD 20850

P (301) 740-1421  
F (301) 990-9771  
[www.awt.org](http://www.awt.org)

Wt

Fa

E

Ww

Le

Sa

# 2017 AWT Training Seminars