

WEST

February 26–29, 2020

Hyatt Regency Lake Washington

Seattle, Washington

EAST

March 18–21, 2020

Cleveland Marriott Downtown

Cleveland, Ohio

Categories

Sales **S**

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

Fundamentals and Applications **F**

Water Treatment **Wt**

Wastewater Treatment **W**

AWT2020 Training Seminars

Whether you're new to the water treatment industry or are a more seasoned professional, AWT's in-depth training seminars are designed to provide you with a better understanding of the industry so that you can perform at a higher level in your career.



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

Courses Available

S 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 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.

Pm 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.

F 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 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.

Wt 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.

W Wastewater Treatment Training (Seattle Only)

This comprehensive three-day course, only offered in Seattle, Washington, will cover all aspects of wastewater treatment, including influent and effluent clarification, solids removal and dewatering, chemical application, and how to screen 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 expertise and expand your business potential!

The Certified Water Technologist (CWT) Exam

The CWT exam is no longer offered at the conclusion of the AWT training seminars. A computer-based exam is available through Pearson Vue; exam centers are located throughout the world. Visit <http://www.pearsonvue.com/awt/> for more information.

For questions or concerns, contact Angela Pike at (240) 404-6477 or apike@awt.org.

Speakers

Fundamentals and Applications

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.

W.E. “Bill” Pearson II, CWT
*BPEARSON Consulting LLC /
Arthur Freedman Associates, Inc.*

Jon Shaw
Advantage Controls, Inc.

Wastewater Treatment

Rick Brust
Clear2O, Inc.

Kevin Cope
Brenntag North America

David Ritz
Condor Technologies, Inc.

Steve Winter
EnviroTech Water Treatment



Schedule-at-a-Glance

Pm Polymeric-Membrane Separation Technologies RO/Ultrafiltration Training

COLIN FRAYNE, CWT—AQUASSURANCE, INC.

Wednesday, February 26, 2020—Seattle, WA
Wednesday, March 18, 2020—Cleveland, OH

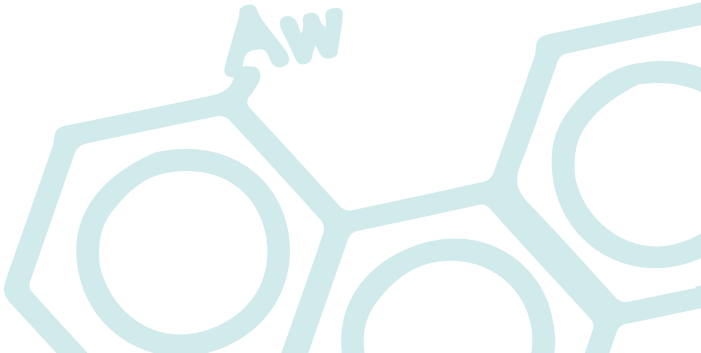
7:30 am–8:00 am	Registration/Continental Breakfast
8:00 am–10:00 am	Overview of Semi-Permeable Membranes <ul style="list-style-type: none">• Application• Osmosis• Process Flow• Membrane Limitations
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Membrane Technology Comparisons <ul style="list-style-type: none">• Pressure-Driven MF/UF/NF/RO• Concentration Driven Membranes• Traditional Competing Technologies
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
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
5:00 pm–5:30 pm	Questions and Answers

s Sales Training

RUSSELL M. BASKIN, CWT—TOWER WATER MANAGEMENT

Wednesday, February 26, 2020—Seattle, WA
Wednesday, March 18, 2020—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
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
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
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
5:00 pm–5:30 pm	Questions and Answers



Technical Training: Day 1

Thursday, February 27, 2020—Seattle, WA

Thursday, March 19, 2020—Cleveland, OH

F Fundamentals and Applications Training

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–11:15 am	Water Treatment—What and Why (continued)
11:15 am–Noon	Time Management
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Testing Training and Workshop
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–4:30 pm	Testing Workshop
4:30 pm–5:30 pm	Safety
5:30 pm–6:00 pm	Questions and Answers

Wt 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)

W Wastewater Treatment Training (Seattle Only)

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



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

Technical Training: Day 2

Friday, February 28, 2020—Seattle, WA
Friday, March 20, 2020—Cleveland, OH

F Fundamentals and Applications Training

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 (continued)
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 Treatment
5:00 pm–6:00 pm	Questions and Answers

Wt 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	Pretreatment/Filtration/ Ultrafiltration/RO
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Treatment
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Boiler Treatment (continued)
5:00 pm–6:00 pm	Advances in Feed Equipment

W Wastewater Treatment Training (Seattle 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 (continued)
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:30 pm	Jar Testing and Product Selection (continued)

“They did a great job of breaking it down for newer folks.”



Technical Training: Day 3

Saturday, February 29, 2020—Seattle, WA
Saturday, March 21, 2020—Cleveland, OH

F Fundamentals and Applications Training

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
Noon–1:00 pm	Lunch
1:00 pm–1:30 pm	Equipment Workshop (continued)
1:30 pm–2:30 pm	Writing a Service Report
2:30 pm–3:00 pm	Tips and Tricks of the Trade
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–4:00 pm	Bringing It All Together
4:00 pm–6:00 pm	Legionella Training and Update (Optional; held in the Water Treatment Training classroom)

Wt Water Treatment Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Cooling Water Systems and Principles
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Cooling Water Chemistry Scale and Corrosion Control
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Cooling Water Microbiology
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–4:00 pm	Cooling Water Microbiology (continued)
4:00 pm–6:00 pm	Legionella Training and Update

W Wastewater Treatment Training (Seattle 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	Questions and Answers
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Review

Hotel/Travel

West

February 26–29
Hyatt Regency Lake
Washington
Seattle, WA

Training Seminars—Seattle, WA

Wednesday, February 26, 2020

 **S Sales Training***

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

(*Additional registration fee)

Thursday, February 27–Saturday, February 29, 2020

 **F Fundamentals and Applications Training**

 **Water Treatment Training**

 **Wastewater Treatment Training**

Hotel Information



Hyatt Regency Lake Washington

1053 Lake Washington Boulevard North
Seattle, WA 98056
(425) 203-1234

Book Online: Group Rate Reservation Link Coming Soon

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

Reservation Deadline: February 4, 2020

Hotel reservations are on a first-come, first-served basis until 5:00 pm EDT on Tuesday, February 4, 2020, or until the block has sold out. AWT cannot guarantee the group rate if rooms are still available in the AWT block after Tuesday, February 4.

Travel Information



Airport

Attendees should fly into Seattle-Tacoma International Airport.
The hotel is located 9 miles (20 minutes) from the airport.

Training Seminars—Cleveland, OH

Wednesday, March 18, 2020

 **Sales Training***

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

(*Additional registration fee)

Thursday, March 19–Saturday, March 21, 2020

 **Fundamentals and Applications Training**

 **Water Treatment Training**

Hotel Information



Cleveland Marriott Downtown

1360 West Mall Drive
Cleveland, OH 44114

Reservations: (216) 696-9200

Book Online: <https://www.marriott.com/event-reservations/reservation-link.mi?id=1562626989280&key=GRP&app=resvlink>

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

Reservation Deadline: Monday, February 24, 2020

Hotel reservations are on a first-come, first-served basis, or until the block has sold out. Please mention “2020 AWT Training Seminar” to obtain the group discounted rate. AWT cannot guarantee the group rate if rooms are still available in the AWT block after Monday, February 24, 2020.

Travel Information

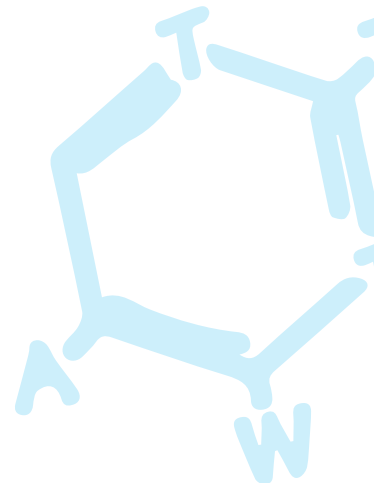


Airport

Attendees should fly into Cleveland Hopkins International Airport (CLE).
The hotel is located 12 miles (25 minutes) from the airport.

East

March 18–March 21
Cleveland Marriott Downtown
Cleveland, OH



Registration

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		

- ☐ Seattle, WA
☐ Cleveland, OH

		Sales Training	Polymeric-Membrane Separation Technologies RO/ Ultrafiltration Training	Fundamentals and Applications Training	Water Treatment Training	Wastewater Treatment Training (Seattle Only)
Early Registration By 2/4/20 Seattle, WA By 2/24/20 Cleveland, OH	Member 1 st Attendee	<input type="checkbox"/> \$295	<input type="checkbox"/> \$295	<input type="checkbox"/> \$670	<input type="checkbox"/> \$670	<input type="checkbox"/> \$670
	Member Add'l Attendee(s)			<input type="checkbox"/> \$620	<input type="checkbox"/> \$620	<input type="checkbox"/> \$620
	Nonmember Attendee			<input type="checkbox"/> \$925	<input type="checkbox"/> \$925	<input type="checkbox"/> \$925
Regular Registration After 2/4/20 Seattle, WA After 2/24/20 Cleveland, OH	Member 1 st Attendee	<input type="checkbox"/> \$295	<input type="checkbox"/> \$295	<input type="checkbox"/> \$770	<input type="checkbox"/> \$770	<input type="checkbox"/> \$770
	Member Add'l Attendee(s)			<input type="checkbox"/> \$750	<input type="checkbox"/> \$750	<input type="checkbox"/> \$750
	Nonmember Attendee			<input type="checkbox"/> \$995	<input type="checkbox"/> \$995	<input type="checkbox"/> \$995

AWT Training Seminars 2020

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
1300 Piccard Drive, Suite LL 14
Rockville, MD 20850

Cancellation Policy

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

Questions

Registration/Course Content: Angela Pike—(240) 404-6477, apike@awt.org

Logistics/Accommodations: Lynette Randazzo—(240) 404-6489, lrando@msp-amc.com



1300 Piccard Drive, Suite LL 14
Rockville MD 20850

P (301) 740-1421

F (301) 990-9771

www.awt.org

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AWT2020 **Training** **Seminars**

