

March 4-8, 2015
DoubleTree San Diego Mission Valley
San Diego, CA

AWTtraining.org

April 8-12, 2015
Cleveland Marriott Downtown
Cleveland, OH

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Service Technician

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Sales

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Wastewater

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CWT Exam

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Wt
Water Treatment

Sales Training
Service Technician Training
Water Treatment Training
Wastewater Treatment Training (Cleveland Only)
CWT Exam

2015 AWT Training Seminars

"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."

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Wt

Water Treatment

An Investment in Yourself, Your Staff, Your Company

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.

Training Available

Sales Training

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.

Service Technician Training

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 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.

Wastewater Treatment Training

This comprehensive three-day course, only offered in Cleveland, 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 this knowledge and expand your business potential!

Speakers

Service Technician Training

Jay Farmerie, CWT
Cyrus Rice Water Consultants, Inc.
Colin Frayne, CWT
Aquassurance, Inc.
Chris Golden, CWT
Taylor Technologies, Inc.
Peter E. Greenlimb, Ph.D., CWT
Chemagineering Corporation
Bruce T. Ketrick Sr., CWT
Guardian CSC
Daniel S. Krack, CWT
Jaytech, Inc.
Stephen Lowe, CWT
Cascade Water Services, Inc.
Chris Morris
Advantage Controls, Inc.
Thomas J. Tinney
Lakewood Instruments LLC

Water Treatment 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
Frank Locrone III
AquaPhoenix Scientific Inc.
Jim Lukanich, CWT
U.S. Water Services, Inc.
Greg Powell
Advantage Controls, Inc.
Dick Youmans, CWT
David H. Paul, Inc.

Wastewater Treatment Training

Rick Brust
Clear2O, Inc.
Kevin Cope
Brenntag North America
David Ritz
Eastern Technologies, Inc.
Steve Winter
EnviroTech Water Treatment

Schedule-At-A-Glance

Sales Training

Wednesday, March 4, 2015—San Diego, CA
Wednesday, April 8, 2015—Cleveland, OH

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



Technical Training—Day 1

Thursday, March 5, 2015—San Diego, CA
Thursday, April 9, 2015—Cleveland, OH

Service Technician 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	Why We Use Water
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Safety Issues
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Feed Equipment Training
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Feed Equipment Workshop
5:00 pm–6:00 pm	Workshop

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	Pretreatment/Filtration
Noon–1:00 pm	Lunch
1:00 pm–2:00 pm	Ultrafiltration
2:00 pm–3:00 pm	Reverse Osmosis
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–4:00 pm	Reverse Osmosis (continued)
4:00 pm–6:00 pm	Regulatory and Safety Issues

Wastewater Treatment Training (Cleveland 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	Discussion and Evaluation of Wastewater Treatment Approaches
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Wastewater Treatment Process Flows, Equipment, and Chemical Treatment Application

Technical Training—Day 2

Friday, March 6, 2015—San Diego, CA
Friday, April 10, 2015—Cleveland, OH

Service Technician Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Time & Relationship Management
9:00 am–10:00 am	Filtration & Pretreatment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Boiler Types & Operation
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Treatment Programs
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:00 pm	Testing
5:00 pm–6:00 pm	Testing Workshop

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	Calculations (continued)
11:00 am–Noon	Boiler Design
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Boiler Water Treatment
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Boiler Water Treatment (continued)

Wastewater Treatment Training
(Cleveland Only)

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Effluent Discharge Parameters and Their Impact on Wastewater Treatment
9:00 am–10:00 am	Wastewater Treatment Plant Survey
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Wastewater Treatment Jar Testing and Product Selection
Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Wastewater Treatment Jar Testing and Product Selection (continued)
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–5:30 pm	Wastewater Treatment Jar Testing and Product Selection (continued)

Technical Training—Day 3

Saturday, March 7, 2015—San Diego, CA
Saturday, April 11, 2015—Cleveland, OH

Service Technician Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–10:00 am	Cooling Tower Design
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Cooling Water Treatment Programs
Noon–1:00 pm	Lunch
1:00 pm–2:00 pm	Cooling Water Treatment Programs (continued)
2:00 pm–3:00 pm	Closed Loop Systems & Treatment
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

Water Treatment Training

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Water Testing
9:00 am–10:00 am	Feed & Control Equipment
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Cooling Water Chemistry and Corrosion & Scale
12 Noon–1:00 pm	Lunch
1:00 pm–3:00 pm	Cooling Water Microbiology & Biofilm
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–6:00 pm	Cooling Water Microbiology & Biofilm (continued)

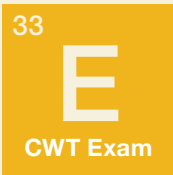
Wastewater Treatment Training
(Cleveland Only)

7:30 am–8:00 am	Continental Breakfast
8:00 am–9:00 am	Virtual Tour of a Local Industrial Wastewater Treatment Facility
9:00 am–10:00 am	Biological Treatment: Using Bacteria and Enzymes for Contaminant Removal
10:00 am–10:15 am	Refreshment Break
10:15 am–Noon	Ancillary Applications in Wastewater Treatment: Controlling Foam and Odor
Noon–1:00 pm	Lunch
1:00 pm–2:00 pm	Selling Value-Added in the Wastewater Treatment Market
2:00 pm–3:00 pm	General Discussion: Question and Answer Period
3:00 pm–3:15 pm	Refreshment Break
3:15 pm–4:00 pm	General Discussion: Question and Answer Period (continued)

CWT Exam

Sunday, March 8, 2015—San Diego, CA
Sunday, April 12, 2015—Cleveland, OH

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 possess a core body of knowledge in all aspects of water treatment.

Continuing Education Units (CEUs)

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

Hotel and Travel

Training Seminars—San Diego, CA

Wednesday, March 4, 2015

Sales Training

Thursday, March 5 – Saturday, March 7, 2015

Service Technician Training

Water Treatment Training

Sunday, March 8, 2015

CWT Exam

DoubleTree San Diego Mission Valley

7450 Hazard Center Drive
San Diego, CA 92108

Reservations	(619) 297-5466
Room Rate	\$139 single/double
Reservation Deadline	Friday, January 30, 2015

Please mention “2015 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 Friday, January 30, 2015.

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

Training Seminars—Cleveland, OH

Wednesday, April 8, 2015

Sales Training

Thursday, April 9 – Saturday, April 11, 2015

Service Technician Training

Water Treatment Training

Wastewater Treatment Training

Sunday, April 12, 2015

CWT Exam

Cleveland Marriott Downtown

127 Public Square
Cleveland, OH 44114

Reservations	(216) 696-9200
Room Rate	\$129 single/double
Reservation Deadline	Friday, March 13, 2015

Please mention “2015 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 Friday, March 13, 2015.

Airport: Attendees should fly into Cleveland Hopkins International Airport (CLE). The Cleveland Marriott Downtown is located 12 miles (20 minutes) from the airport.

Registration

Please complete one registration form for each attendee.

Please check one: ☐ Member ☐ Non-Member

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

- ☐ San Diego, CA
- ☐ Cleveland, OH

		Sales Training	Service Technician Training	Water Treatment Training	Wastewater Treatment Training	CWT Exam
Early Registration By 1/30/15 San Diego, CA By 3/13/15 Cleveland, OH	Member 1 st Attendee	<input type="checkbox"/> \$445	<input type="checkbox"/> \$570	<input type="checkbox"/> \$570	<input type="checkbox"/> \$570	Member <input type="checkbox"/> \$385 Non-Member <input type="checkbox"/> \$485 Registration Deadlines* By 1/30/15 San Diego, CA By 3/13/15 Cleveland, OH
	Member Add'l Attendee(s)		<input type="checkbox"/> \$520	<input type="checkbox"/> \$520	<input type="checkbox"/> \$520	
	Non-Member Attendee		<input type="checkbox"/> \$805	<input type="checkbox"/> \$805	<input type="checkbox"/> \$805	
Regular Registration After 1/30/15 San Diego, CA After 3/13/15 Cleveland, OH	Member 1 st Attendee	<input type="checkbox"/> \$445	<input type="checkbox"/> \$620	<input type="checkbox"/> \$620	<input type="checkbox"/> \$620	*CWT Exam No registrations will be accepted after this date for the respective location chosen.
	Member Add'l Attendee(s)		<input type="checkbox"/> \$570	<input type="checkbox"/> \$570	<input type="checkbox"/> \$570	
	Non-Member Attendee		<input type="checkbox"/> \$855	<input type="checkbox"/> \$855	<input type="checkbox"/> \$855	
		Skill Level <input type="checkbox"/> Beginner <input type="checkbox"/> Intermediate <input type="checkbox"/> Advanced				

2015 AWT Training Seminars

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:** AWT (301) 990-9771
- Mail:** Association of Water Technologies
9707 Key West Avenue, Suite 100
Rockville, MD 20850
- Cancellation Policy**
All cancellations must be in writing two weeks prior to the seminar and are subject to a \$50 processing fee. No exceptions.

Questions

RegistrationAngela Pike—(240) 404-6477, apike@awt.org
Course Content and Exam....Angela Pike—(240) 404-6477, apike@awt.org
Logistics/Accommodations....Julie Burgess—(240) 404-6489, jburgess@mgmtsol.com



9707 Key West Avenue, Suite 100
Rockville MD 20850

P (301) 740-1421

F (301) 990-9771

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2015 AWT Training Seminars

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