



CHICAGO ADVANCED SALES & TECHNICAL TRAINING BOOT CAMP



APRIL 6, 2018

EMBASSY SUITES
600 N. STATE STREET,
CHICAGO, IL

8:30 AM - 4:30 PM

INSTRUMENTS COVERED



Time	Instrument	Training	Instructors
8:30 - 9:30 AM	GX-2009 & SDM-2009	Technical sales strategies, competitive analysis, and hands-on service tips	<div></div> <div>Erika Reyes <i>Applications Engineer</i></div> <div>Erika is a member of our front line technical support group responsible for technical applications, troubleshooting portable and fixed systems, quoting projects and she is our corporate trainer for the GX-6000 gas monitor and SDM software.</div>
9:30 - 9:45 AM	Break		
9:45 - 11:30 AM	GX-6000 & SDM-6000	Technical sales strategies, competitive analysis, and hands-on service tips	
11:30 - 12:00 PM	Digester	What is this thing and where can I sell it?	
12:00 - 12:30 PM	Beacon 410A	Wiring a Beacon 410A for channels, power, and 4-20 mA signal	<div></div> <div>John Maslowski <i>Central Great Lakes Regional Sales Manager</i></div> <div>jmaslowski@rkiinstruments.com (262) 271-8956</div>
12:30 - 1:00 PM	Lunch		
1:00 - 2:00 PM	Direct Connect	Difference between Direct Connect and S2 sensor transmitter. How to calibrate O2, toxic, and LEL sensors.	
2:00 - 3:00 PM	M2A	Calibration of M2A, O2, toxic, and LEL	
3:00 - 3:15 PM	Break		
3:15 - 4:30 PM	GD-70D	Calibration of GD-70D, O2, toxic, and LEL. Sensor and pump replacement.	<div>Notes:</div> <div><ul style="list-style-type: none">• Distributors please bring your functioning portable demo equipment.• We will have time to train, service, and calibrate your demo equipment to manufacturer's specifications (including firmware updates).• Please feel free to invite end-users.• All attendees must register with John Maslowski by March 23rd.</div> <div><i>* Only committment required is to attend the entire program</i></div>
4:30 - 5:00 PM	Open discussion and individual hands-on time (Open Gym)		