

# PACO Pumps

Grundfos CBS Inc.

2009 PAST Training Seminar

February 22-25, 2009

## PAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Sunday, February 22, 2009</b>					
7:00 AM	7:45 AM	45 mins	Breakfast Buffet	Atrium	
7:45 AM	8:45 AM	60 mins	Bus Departure for Brookshire	Bus	Team
8:45 AM	11:45 AM	180 mins	Plant Tour & Hands on pumps	Factory	Team
11:45 AM	12:00 PM	15 mins	Clean up	Factory	Team
12:00 PM	1:00 PM	60 mins	Lunch	Factory	
1:00 PM	2:00 PM	60 mins	Bus Return to Houston Hotel	Bus	Team
<b>Monday, February 23, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Bayou Foyer	
7:30 AM	8:30 AM	60 mins	Introductions	Ballroom	Chris Zelenka
8:30 AM	9:00 AM	30 mins	Product Knowledge Survey	Bayou Brm	Chris Cummings
9:00 AM	9:10 AM	10 mins	Break	Bayou Foyer	
9:10 AM	10:10 AM	60 mins	Pump 101 and Performance Curves	Bayou Brm	C.Cummings,R.Howse
10:10 AM	11:00 AM	50 mins	System Curves and Pump Interaction	Bayou Brm	C.Cummings,R.Howse
11:00 AM	11:10 AM	10 mins	Break	Bayou Foyer	
11:10 AM	12:00 PM	50 mins	Cost of Pumping & Life Cycle Cost	Bayou Brm	Chris Cummings
12:00 PM	1:00 PM	60 mins	Lunch	Bayou Foyer	
1:00 PM	1:45 PM	45 mins	Product Overview & Design Philosophy	Bayou Brm	Chris Cummings
1:45 PM	2:05 PM	20 mins	PACO Product Names/Codes	Bayou Brm	Chris Cummings
2:05 PM	2:35 PM	30 mins	End Suction Products	Bayou Brm	Ryan Howse
2:35 PM	3:05 PM	30 mins	End Suction- Key Points (Group)	Bayou Brm	Ryan Howse
3:05 PM	3:20 PM	15 mins	Break	Bayou Foyer	
3:20 PM	3:50 PM	30 mins	Website	Bayou Brm	Ryan Howse
3:50 PM	4:20 PM	30 mins	Channel Partners	Bayou Brm	Susan Ruske
4:20 PM	4:40 PM	20 mins	Vertical Inline Products	Bayou Brm	Ryan Howse
4:40 PM	5:00 PM	20 mins	Vertical Inline- Key Points (Group)	Bayou Brm	Ryan Howse
5:00 PM	6:00 PM	60 mins	Free Time		
6:00 PM	9:00 PM	180 mins	Dinner at Hotel	Atrium	

## PAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Tuesday, February 24, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Bayou Foyer	
7:30 AM	8:05 AM	35 mins	Horizontal Split Case Products	Bayou Brm	Chris Cummings
8:05 AM	8:35 AM	30 mins	Horiz Split Case- Key Points (Group)	Bayou Brm	Chris Cummings
8:35 AM	8:45 AM	10 mins	Break	Bayou Foyer	
8:45 AM	9:00 AM	15 mins	OL, OLN, Condensate Return	Bayou Brm	Ryan Howse
9:00 AM	9:45 AM	45 mins	Wastewater pumps	Bayou Brm	Myles Cavanagh
9:45 AM	10:05 AM	20 mins	Hydronic Accessories	Bayou Brm	Chris Cummings
10:05 AM	10:15 AM	10 mins	Break	Bayou Foyer	
10:15 AM	11:00 AM	45 mins	PACO Express Selector	Bayou Brm	R.Howse,J.Finn
11:00 AM	12:00 PM	60 mins	PACO Express Configurator	Bayou Brm	R.Howse,J.Finn
12:00 PM	1:00 PM	60 mins	Lunch	Bayou Foyer	
1:00 PM	1:30 PM	30 mins	Vertical Spacemiser Products	Bayou Brm	Chris Zelenka
1:30 PM	2:00 PM	30 mins	Vertical Spacemiser- Key Points (Group)	Bayou Brm	Chris Zelenka
2:00 PM	2:20 PM	20 mins	Customer Service	Bayou Brm	J.Zalewski, M.Chowdhury
2:20 PM	2:50 PM	30 mins	Draft of Order, SPA, CPA and specials	Bayou Brm	J.Zalewski, M.Chowdhury
2:50 PM	3:05 PM	15 mins	Break	Bayou Foyer	
3:05 PM	3:25 PM	20 mins	Parts Inquiries	Bayou Brm	Jody Krpec
3:25 PM	3:45 PM	20 mins	Field Service, Warranty	Bayou Brm	Tracy Mulryan
3:45 PM	4:00 PM	15 mins	Overflow/Parking Lot Discussion	Bayou Brm	Chris Cummings
4:00 PM	7:30 PM	210 mins	Pump User's Symposium Activity		
7:30 PM	10:30 PM	180 mins	Basketball & Dinner at Toyota Center		
<b>Houston Rockets -vs- Portland Trailerblazers</b>					

## PAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Wednesday, February 25, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Bayou Foyer	
7:30 AM	8:00 AM	30 mins	Project Business- People & Process	Bayou Brm	Chris Cummings
8:00 AM	9:00 AM	60 mins	Market Breakout 1		All
	Choose One		1) HVAC	Bayou Brm	Chris Zelenka
			2) Industrial	Bluebonnet A	Monty Scott
			3) Municipal	Cougar Room	Myles Cavanagh
9:00 AM	9:15 AM	15 mins	Break	Bayou Foyer	
9:15 AM	10:15 AM	60 mins	Market Breakout 2		All
	Choose One		1) HVAC	Bayou Brm	Chris Zelenka
			2) Industrial	Bluebonnet A	Monty Scott
			3) Municipal	Cougar Room	Myles Cavanagh
10:15 AM	10:30 AM	15 mins	Break	Bayou Foyer	
10:30 AM	11:10 AM	40 mins	Overflow/Parking Lot Discussion	Bayou Brm	Chris Cummings
11:10 AM	11:30 AM	20 mins	Relationships and Community	Bayou Foyer	Chris Cummings
11:30 AM	12:00 PM	30 mins	Certification Test & Course Evaluation	Bayou Brm	Chris Cummings
<b>PAST GROUP ENDS AT 12:00PM</b>					

# PACO Pumps

Grundfos CBS Inc.

2009 ADPAST Training Seminar

February 22-26, 2009

## ADPAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Sunday, February 22, 2009</b>					
7:00 AM	7:45 AM	45 mins	Breakfast Buffet	Atrium	
7:45 AM	8:45 AM	60 mins	Bus Departure for Brookshire	Bus	Team
8:45 AM	11:45 AM	180 mins	Plant Tour & Hands on pumps	Factory	Team
11:45 AM	12:00 PM	15 mins	Clean up	Factory	Team
12:00 PM	1:00 PM	60 mins	Lunch	Factory	
1:00 PM	2:00 PM	60 mins	Bus Return to Houston Hotel	Bus	Team
<b>Monday, February 23, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Whitehall Room	
7:30 AM	8:15 AM	45 mins	Introductions	Bayou Ballroom	Chris Zelenka
8:15 AM	9:15 AM	60 mins	Product Knowledge Survey	Whitehall Room	Chris Zelenka
9:15 AM	9:30 AM	15 mins	Break	Whitehall Room	
9:30 AM	10:15 AM	45 mins	Pumps and Product Basics	Whitehall Room	Chris Zelenka
10:15 AM	10:45 AM	30 mins	Affinity Laws & Variable Speed Pumping	Whitehall Room	Chris Zelenka
10:45 AM	11:00 AM	15 mins	Break	Whitehall Room	
11:00 AM	12:00 PM	60 mins	PACO Express Selector	Whitehall Room	Ryan Howse
12:00 PM	1:00 PM	60 mins	Lunch	Whitehall Room	
1:00 PM	2:30 PM	90 mins	PACO Express Suite	Whitehall Room	Jim Finn
2:30 PM	2:40 PM	10 mins	Break	Whitehall Room	
2:40 PM	3:40 PM	60 mins	Common Pump Selection Pitfalls	Whitehall Room	Chris Zelenka
3:40 PM	3:50 PM	10 mins	Break	Whitehall Room	
3:50 PM	4:20 PM	30 mins	Product Review (Teams)	Whitehall Room	Chris Zelenka
4:20 PM	5:20 PM	60 mins	Product Presentations (Teams)	Whitehall Room	Chris Zelenka
5:20 PM	6:00 PM	40 mins	Free Time		
6:00 PM	9:00 PM	180 mins	Dinner at Hotel		

## ADPAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Tuesday, February 24, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Whitehall Room	
7:30 AM	8:30 AM	60 mins	Team Assignment	Whitehall Room	Chris Zelenka
8:30 AM	8:45 AM	15 mins	Break	Whitehall Room	
8:45 AM	9:45 AM	60 mins	Cavitation and NPSH	Whitehall Room	Chris Zelenka
9:45 AM	10:25 AM	40 mins	Seals, Bearings	Whitehall Room	Mark Klepacz/ Chris Zelenka
10:25 AM	10:40 AM	15 mins	Break	Whitehall Room	
10:40 AM	11:00 AM	20 mins	Bases, Alignment, Pipe Stress	Whitehall Room	Chris Zelenka
11:00 AM	11:15 AM	15 mins	Field Calls	Whitehall Room	Chris Zelenka
11:15 AM	11:25 AM	10 mins	Pump Installation and Start-up	Whitehall Room	George Smith
11:25 AM	11:45 AM	20 mins	Pump Troubleshooting	Whitehall Room	George Smith
11:45 AM	12:00 PM	15 mins	Field Service & Warranty	Whitehall Room	George Smith
12:00 PM	1:00 PM	60 mins	Lunch	Whitehall Room	
1:00 PM	2:00 PM	60 mins	Motors & VFDs	Whitehall Room	Chris Cummings
2:00 PM	2:20 PM	20 mins	Vibration & Noise	Whitehall Room	Chris Cummings
2:20 PM	2:40 PM	20 mins	Couplings	Whitehall Room	Chris Zelenka
2:40 PM	3:00 PM	20 mins	Overflow/Parking Lot Discussion	Whitehall Room	Chris Zelenka
3:00 PM	4:00 PM	30 mins	Free Tme		
4:00 PM	7:00 PM	210 mins	Pump User's Symposium Activity		
7:30 PM	10:30 PM	180 mins	Basketball & Dinner at Toyota Center		
Houston Rockets -vs- Portland Trailerblazers					

## ADPAST SCHEDULE

Start	End		Subject	Location	Facilitator
<b>Wednesday, February 25, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast		
7:30 AM	7:50 AM	20 mins	Team Assignments- Review and Updates	Whitehall Room	Chris Zelenka
7:50 AM	10:15 AM	145 mins	Team Assignments	Whitehall Room	Teams
10:15 AM	10:30 AM	15 mins	Break	Whitehall Room	Chris Zelenka
10:30 AM	12:00 PM	90 mins	Commercial HVAC Systems & Applications	Whitehall Room	Chris Zelenka
12:00 AM	1:00 AM	60 mins	Lunch	Whitehall Room	
1:00 AM	1:30 AM	30 mins	Commercial Contracts	Whitehall Room	George Smith
1:30 AM	2:30 AM	60 mins	Competitor's Product Specifications	Whitehall Room	Chris Zelenka
2:30 AM	2:45 AM	15 mins	Break	Whitehall Room	
2:45 AM	3:25 AM	40 mins	Customer Requirements & Expectations	Whitehall Room	Chris Zelenka
3:25 AM	4:05 AM	40 mins	The Role of the Sales Engineer	Whitehall Room	Chris Zelenka
4:05 AM	4:20 AM	15 mins	Break	Whitehall Room	
4:20 AM	5:00 AM	40 mins	Differentiation in Modern Business	Whitehall Room	Chris Zelenka
5:00 AM	6:00 AM	60 mins	Free Tme		
6:00 AM	7:00 AM	60 mins	Dinner at Local Restaurant		
<b>Thursday, February 26, 2009</b>					
7:00 AM	7:30 AM	30 mins	Continental Breakfast	Whitehall Room	
7:30 AM	9:35 AM	125 mins	Closing the Sale- Groups 1,2	Whitehall Room	Group
9:35 AM	9:55 AM	20 mins	Break	Whitehall Room	
9:55 AM	12:00 PM	125 mins	Closing the Sale- Groups 3,4	Whitehall Room	Group
12:00 PM	1:00 PM	60 mins	Lunch	Whitehall Room	
1:00 PM	2:30 PM	90 mins	Closing the Sale- Evaluation & Take Aways	Whitehall Room	Ryan Howse
2:30 PM	2:50 PM	20 mins	Break	Whitehall Room	
2:50 PM	3:20 PM	30 mins	Certification Test & Course Evaluation	Whitehall Room	Susan Ruske
3:20 PM	4:00 PM	40 mins	Relationships and Community	Whitehall Room	Chris Zelenka
4:00 PM	5:00 PM	60 mins	Market Discussion	Whitehall Room	All
<b>ADPAST GROUP ENDS AT 5:00PM</b>					