



Training Seminar Outline

- I. Introductions, purpose, goals and objectives
- II. Euro felt concept and potential benefits for _____ and its customers
- III. How needled felts are made – critical manufacturing points
- IV. Dust collector design and function (as needed)
- V. Typical dust collector problems
- VI. Design, Media or Maintenance – What is the root cause in item V above?
- VII. Filter media solutions:
 - a. Which type media solves which problems
 - b. Process related problems which influence media performance
 - c. Testori felt designs and solutions (with samples and demonstrations)
- VIII. How to sell upgrades (sales side, lab work, recommendations, pricing, payback analysis and calculations, any warranties if _____ company policy allows)
- IX. Q&A and conclusion