



VANAIR®

A Lincoln Electric Company



SALES UNIVERSITY

INFORMATION & ENROLLMENT

Our successful Vanair® Sales University continues to graduate professionals with the most outstanding selling skills and product education available anywhere. Vanair® Sales University is your best source for information and training on Vanair® products through instructor-led classroom training - all geared to provide dealers with the opportunity to learn competitive advantages and necessary standards to successfully sell all Vanair® products, giving you the competitive edge.



PRODUCTS COVERED*

Abovedeck Hydraulic and Engine Driven Systems

Reliant™ Series, ADHD, PRO Series, Contractor Series, Viper™ Series, and Utility Mount Series

Air N Arc®, PowerFlex™, and Goodall®

Air N Arc® 150 Series, Air N Arc® 250 Series, Air N Arc® 300 Series, Air N Arc® I-300 Series, PowerFlex™ Series, Boost•All®, Super Boost-All®, Cap-Start® Series, Start-All® Jump-Pack Series

PTO Underdeck Systems

UDSM PTO Shaft Driven Air Compressor Series, UDHD Hydraulic Driven Air Compressor Series, Genair® PTO Shaft Driven Air Compressor/Generator Combo Series, XCITE® PTO Shaft and Hydraulic Driven Generators, V-TEC® II, V2™, V3™, and UDSM ALL-IN-ONE Power System®

EPEQ® Electrified Power Equipment®

ELiMENT® Battery and Smart Display, EPEQ® Air Compressors, EPEQ® AC Power Inverters, EPEQ® E-PTO, EPEQ® EV Chargers, EPEQ® DC-DC Converters, EPEQ® Shore Power, EPEQ® Kits, EPEQ® EPRO20 Power Skid, and EPEQ® Idle Management (IM)

*Products, features, and specification sare subject to change without notice. We continually develop, improve, and refine our offerings and may introduce new products or discontinue existing ones. Information in this brochure may not always reflect our most current product portfolio.

ITEMS COVERED

- Techniques used to introduce new products in field
- Educate you in the markets we serve
- Illustrate how our products are used
- Discover Vanair's history, future & legacy
- Provide product comparisons
- Inform you on new and upcoming products

YOUR RESPONSIBILITIES

- Arrangement of all your travel
- including accommodations
- Daily transportation to and from Vanair®
- Some meals

MEALS PROVIDED

Vanair® will provide all breakfasts, lunches, and (1) joint dinner.

Please let us know if you have any special food restrictions or allergies so that we can order food accordingly.

TRAINING LOCATION

Training will be held at Vanair® North at **1625 East 2nd Street, Michigan City, IN, 46360.**

COST OF SCHOOL

Because Vanair® supports the education of our Dealers, there is no cost for the class.

TRANSPORTATION

Airports

Chicago O'Hare, Chicago Midway and South Bend, Indiana offer a wide variety of airlines originating from all over the world. Midway is highly recommended due to distance and convenience to Michigan City.

Rental Car

You will need to provide transportation to and from the airport as well as to Vanair® for class each day. A rental car is highly recommended.

NEARBY LODGING

Holiday Inn Express & Suites - 6.1 Miles Away

401 W Kieffer Rd, Michigan City, IN 46360

(219) 243-8300

Mention Vanair® for discounted rate.

Blue Chip Casino - 0.8 Miles Away

777 Blue Chip Dr, Michigan City, IN 46360

(219) 879-7711

Microtel Inn & Suites by Wyndham - 5.0 Miles Away

9834 W 400 N, Michigan City, IN 46360

(219) 561-0018

Country Inn & Suites by Radisson - 5.2 Miles Away

3805 Frontage Rd, Michigan City, IN 46360

(219) 214-4769

Hampton Inn & Suites - 5.5 Miles Away

3674 Frontage Rd, Michigan City, IN 46360

(219) 814-4164

REGISTRATION

To register online, visit: <https://vanair.com/continuing-education/>

CANCELLATION POLICY

Registration deadlines are due 2 weeks prior to first class day. You will be contacted shortly to confirm acceptance for the class days you selected. If there are open seats available after the 2 week deadline, we will still allow enrollment. Vanair® reserves the right to cancel any classes up to 2 weeks prior to the first day of class. Vanair® is not responsible for travel cancellation charges.

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ITINERARY

Tuesday

- 5:00 p.m. - 7:00 p.m. CST | Welcome Reception

Wednesday

- 7:30 a.m. - 8:00 a.m. CST | Breakfast
- 8:00 a.m. - 11:30 a.m. CST | Training
- 11:30 a.m. - 12:30 p.m. CST | Lunch
- 12:30 p.m. - 4:00 p.m. CST | Training
- 5:00 p.m. CST | Dinner

Thursday

- 7:30 a.m. - 8:00 a.m. CST | Breakfast
- 8:00 a.m. - 11:30 a.m. CST | Training
- 11:30 a.m. - 12:30 p.m. CST | Lunch
- 12:30 p.m. - 4:30 p.m. CST | Training

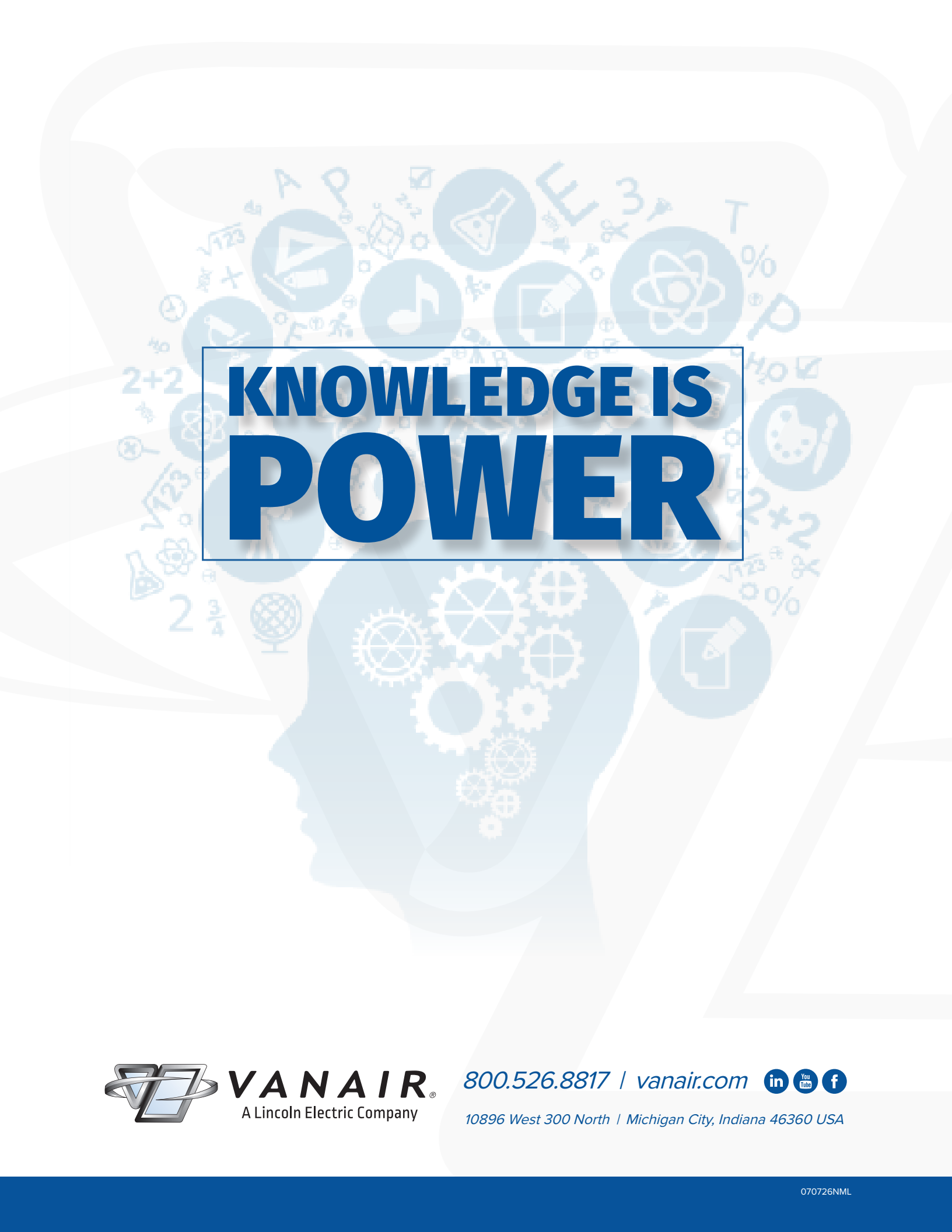
*Vanair® will provide (1) joint dinner following training one night only.

*Plan travel and lodging accordingly.

*This schedule is subject to change.

Please email training@vanair.com or call (800) 526-8817 ext. 317 with any questions.





KNOWLEDGE IS POWER



VANAIR®
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800.526.8817 | vanair.com



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