

Training Catalog – 2018

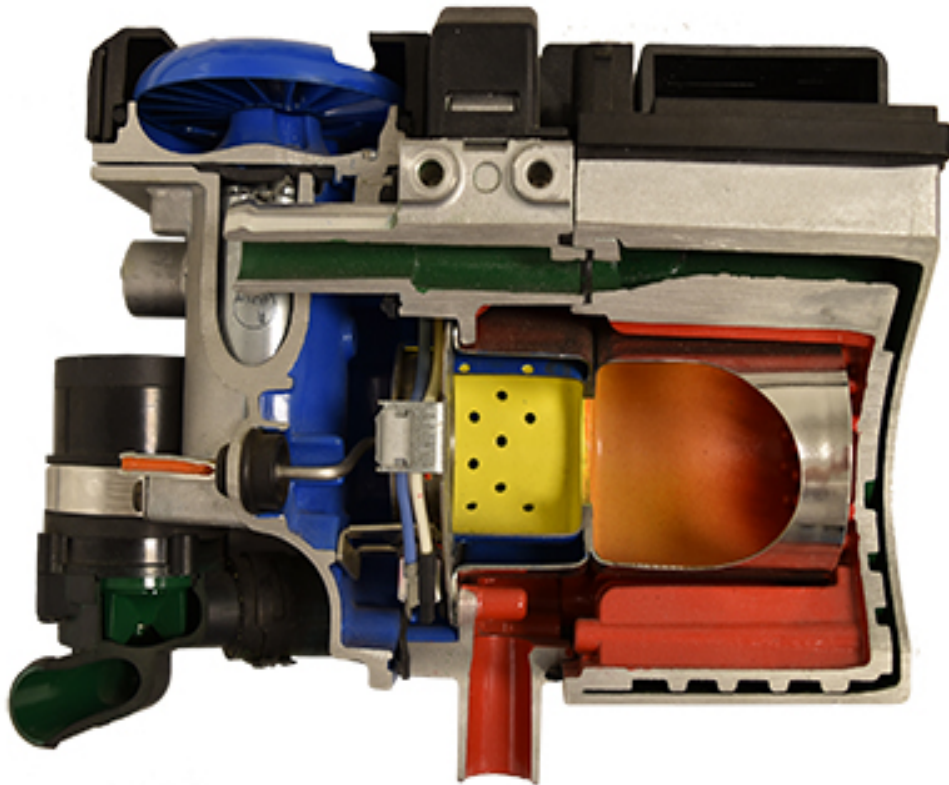


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Air Top Series – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install Webasto air heaters
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Identify install locations / positions for heaters

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Complete heater disassembly and reassembly
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 4

Training Duration:

- 2-3 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Air Top Series – Heater Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto air heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Navigate Webasto’s technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 10

Training Duration:

- 1 day. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

DBW Series – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install Webasto coolant heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify engine coolant flow
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Identify install locations for heaters
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Working knowledge of engine cooling systems
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 4

Training Duration:

- 2-3 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

DBW Series – Heater Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto DBW Series coolant heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Working knowledge of engine cooling systems
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 10

Training Duration:

- 1 day. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Thermo Series – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto Thermo Series coolant heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Identify install locations for heaters
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Working knowledge of engine cooling systems
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) — max number of attendees— 4 (2 per vehicle per trainer)

Training Duration:

- 2-3 days. This can change depending on circumstances.

Thermo Series – Heater Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto Thermo Series coolant heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Basic electrical or equivalent experience
- Working knowledge of engine cooling systems
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 10

Training Duration:

- 1-2 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

DualTop – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the Webasto DualTop heater
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Identify install locations / positions for heaters
 - Identify proper heated air outlet and return air inlet positions
 - Identify proper water line routing

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$2,500.00 (US) —max number of attendees— 4

Training Duration:

- 2 – 3 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

DualTop – Heater Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto air heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Adjust CO2 for high altitude conditions (where necessary)
 - Properly diagnose and repair the heater
 - Navigate Webasto’s technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$2,500.00 (US) —max number of attendees— 10

Training Duration:

- 1 day. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Diesel Cooktop – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the Webasto DualTop heater
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Properly diagnose and repair the heater
 - Identify install locations / positions for heaters

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$2,500.00 (US) —max number of attendees— 4

Training Duration:

- 1 - 2 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Diesel Cooktop – Heater Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly diagnose and repair Webasto air heaters
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Properly diagnose and repair the heater
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Hands on diagnosis and troubleshooting
- Complete heater disassembly and reassembly

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$2,500.00 (US) —max number of attendees— 10

Training Duration:

- 1 day. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Polar Cab ES – Installation and Service Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the Webasto Polar Cab ES system
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all kit components
 - Identify proper electrical connection sources
 - Properly diagnose and repair the system and its components
 - Identify install locations / positions for the system components

Prerequisites:

Basic knowledge of electrical and air conditioning systems

Clean Air Act 609 certification for technicians being trained

Training Methods:

Classroom theory and presentations

Hands on complete installation of 1 Polar Cab ES system on a piece of off-highway equipment

Training Dates and Locations:

Upon request at customers location

As scheduled in Fenton MI (WTNA)

Regional Locations (TBD)

Training Fees:

2,000.00 (US) per 2 to 4 day training session, with a maximum of 4 attendees per installation

Special Note:

Trainings of more than 4 people require a 2nd piece of equipment for installation to maximize productivity during the training and eliminate technicians missing information. The installation location must have a way to safely lift the main unit onto the piece of equipment being used for the installation (< 100 lbs.).

EPA regulations stipulate that all vehicles requiring the removal of refrigerants be serviced by a certified technician under section 609 of the Clean Air Act and that all refrigerant be reclaimed and recycled. Due to this, A/C recovery equipment and Burgaflex crimping tools (Webasto P/N 5012954) are required for completion of the training.

Polar Cab ES – Service Update Training

- This is an update training intended for technicians that have attended the installation and service training and are currently qualified to service mobile air conditioning equipment (Clean Air Act Section 609)
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all kit components
 - Identify proper electrical connection sources
 - Identify proper operating characteristics
 - Properly diagnose and repair the system and its components
 - Identify install locations / positions for the system components

Prerequisites:

Must have attended the Polar Cab ES installation and service training
Technician(s) to be trained must be Clean Air Act section 609 certified

Training Methods:

WebEx-based training

Training Dates and Locations:

The presenter will be based in Michigan, attendees can be anywhere

Training Fees:

No Charge – no limit on attendees

Special Note:

This training is not a replacement for service training. Attendees must have attended and participated in the installation and service training prior to this training.

Marine Heater – Heater Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install Webasto air heaters in marine applications
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all heater kit components
 - Identify proper electrical connection sources
 - Identify and program timers (where applicable)
 - Identify codes and understand troubleshooting using the PC diagnostic interface kit
 - Properly diagnose and repair the heater
 - Identify install locations / positions for heaters

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one heater on a vehicle
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 4

Training Duration:

- 2 - 3 days This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Marine Air Conditioning – Air Conditioning Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install Webasto air conditioning systems
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all air conditioning kit components
 - Identify proper electrical connection sources
 - Identify and program various display/control devices (where applicable)
 - Identify codes and understand troubleshooting using the Blue Cool Expert tool (where applicable)
 - Properly diagnose and repair the system
 - Identify install locations / positions

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one system
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees— 4

Training Duration:

- 2-3 days. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Medium Duty HVAC Training

Training Goal:

- Prepare each attendee with the knowledge to properly install Webasto HVAC systems
 - Navigate Webasto's technical website (www.techwebasto.com) for information pertaining to all Webasto products and contact information for WTNA technical support hotline
 - Identify all HVAC kit components
 - Identify proper electrical connection sources
 - Properly diagnose and repair the system
 - Identify install locations / positions

Prerequisites:

- Complete Webasto online introduction training (where applicable)
- EPA 609 certification
- Basic electrical or equivalent experience
- Familiarity with common hand and power tools

Training Methods:

- Classroom theory and presentation
- Complete installation of at least one system
- Hands on diagnosis and troubleshooting

Training Dates and Locations:

- Upon request at customers location
- As scheduled in Fenton MI at WTNA

Training Fees (where applicable):

- \$1,500.00 (US) —max number of attendees— 4

Training Duration:

- 2 days – vehicle tie-in kits. This can change depending on circumstances.
- 3-4 days – extreme climate kits. This can change depending on circumstances.

Special Note:

All attendees must pre-register to attend (max class size as specified). All attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Web Based Training – eLearning Courses

Training Goals:

- Provide our dealer network with eLearning courses designed to help technicians improve existing skills and to prepare for future classroom training courses and industry certification tests

Training Methods:

- Web-based

Training Dates and Locations:

- Available to Webasto installers and technicians 24/7 through the Webasto Academy

Training Fees:

- TBD

Prerequisites:

- None

Course Names:

- Fundamentals of Electricity
- Advanced Automotive Electrical (Global)
- Electronic and Electronic System (ASE A6 Test)
- Fundamentals of Automotive Air Conditioning
- H900 Introduction

Special Note:

Webasto Dealers and Authorized Installer's please visit www.techwebasto.com for access to the eLearning center under the Webasto Academy link.

Inbuilt Sunroof Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the full line of Webasto inbuilt sunroofs

Prerequisites:

- Basic knowledge of electrical systems or equivalent
- Prior inbuilt and spoiler sunroof installation experience
- Working knowledge of automotive interior systems

Training Methods:

- Classroom theory and presentations
- Hands on complete installation of an inbuilt sunroof

Training Dates and Locations:

- As scheduled in Fenton MI (WTNA)
- As scheduled in Santa Fe Springs, CA (WTNA)
- As scheduled at locations to be announced
- Upon request at customers location

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees: 2 attendees per vehicle and a maximum of two (2) vehicles per day.

Training Duration:

- 4 - 5 days. This can change depending on circumstances.

Special Note:

For all training completed attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Spoiler Sunroof Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the full line of Webasto spoiler sunroofs

Prerequisites:

- Basic knowledge of electrical systems or equivalent
- Prior inbuilt and spoiler sunroof installation experience
- Working knowledge of automotive interior systems

Training Methods:

- Classroom theory and presentations
- Hands on complete installation of a spoiler sunroof

Training Dates and Locations:

- As scheduled in Fenton MI (WTNA)
- As scheduled in Santa Fe Springs, CA (WTNA)
- As scheduled at locations to be announced
- Upon request at customers location

Training Fees (where applicable):

- \$1,000.00 (US) —max number of attendees: 2 attendees per vehicle and a maximum of two (2) vehicles per day.

Training Duration:

- 2-3 days. This can change depending on circumstances.

Special Note:

For all training completed attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Large Moveable Surface Installation Training

Training Goal:

- Prepare each attendee with the knowledge to properly install the full line of Webasto moveable surface products

Prerequisites:

- Basic knowledge of electrical systems or equivalent
- Prior marine service experience
- Working knowledge of marine interior systems

Training Methods:

- Classroom theory and presentations
- Hands on complete installation of an inbuilt sunroof

Training Dates and Locations:

- As scheduled in Fenton MI (WTNA)
- As scheduled in Santa Fe Springs, CA (WTNA)
- As scheduled at locations to be announced
- Upon request at customers location

Training Fees (where applicable):

- \$1,500.00 (US) —max number of attendees: 2 attendees per vehicle and a maximum of two (2) vehicles per day.

Training Duration:

- 3-4 days. This can change depending on circumstances.

Special Note:

For all training completed attendees are responsible for their own travel, lodging and meals unless specified otherwise.

Online Warranty Training (Required training for all dealers)

Training Goal:

- Prepare each attendee with the knowledge to properly handle warranty issues.
- Gain familiarization with Webasto warranty policies and procedures.

Training Methods:

- Web-Ex meeting

Training Dates and Locations:

- Per request

Training Fees (where applicable):

- Included in product training.

Training Duration:

- 2 hours. This can change depending on circumstances.

Special Note:

A reliable internet connection is needed for this training.

Additional warranty claim information can be obtained in our “Product Warranty” section of www.techwebasto.com or by calling our warranty department at 800-860-7866

Procedures to Register or Request Training

- Customers should contact their local sales representative to request training
- Sales representative acquires all relevant information from the customer regarding the necessary training
- Sales representative completes and submits a training request, for the customer, to the training manager at Webasto Product North America
- Training manager approves, schedules and assigns a trainer to complete the training
- Trainers contact the customer to confirm dates, times, location and training content
- Trainers perform the training at the specified location, submit a training report and send certificates to all participants that complete the training

Pre-scheduled trainings have classroom limits. Attendees must register according to instructions given on the invitations. Invitations are mailed and sent via email. Sales Representatives may also contact customers directly to provide registration information.



Webasto Product N.A., Inc.
Technical Assistance Hotline
USA: (800) 555-4518
Canada: (800) 667-8900

www.webasto.us
www.techwebasto.com

Original: 6/2018

Rev: N/A