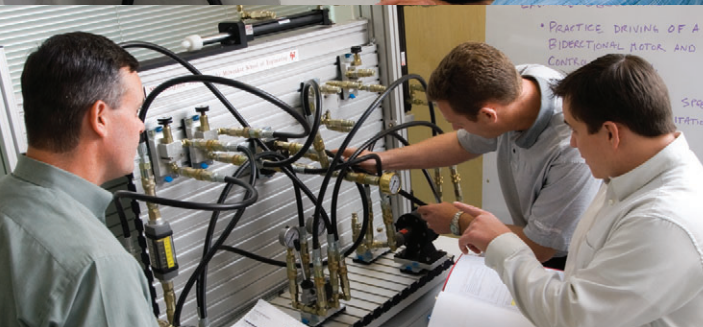




Gates Customer Solutions Center
 Inverness Business Park
 330 Inverness Drive South
 Englewood, CO 80112
 Telephone: 303-744-4914
 Fax: 303-744-5853
www.gates.com/csc



2012 WORKSHOP SCHEDULE

HYDRAULIC

Mar 5-6
 May 17-18
 Sept 17-18
 Nov 12-13

INDUSTRIAL HOSE & COUPLINGS

Mar 7-8
 May 23-24
 Sept 19-20
 Nov 14-15

HYDRAULIC & INDUSTRIAL HOSE & COUPLINGS

Mar 5-8
 May 21-24
 Sept 17-20
 Nov 12-15

GATES FLUID POWER LEVEL 1 CERTIFICATION

Mar 9
 May 24
 Sept 21
 Nov 16

VE/VA

Jun 18-20
 Oct 15-17

CUSTOMER SOLUTIONS CENTER



FLUID POWER WORKSHOPS

POWERING PROGRESS™



2012

THE MORE YOU KNOW, THE FURTHER YOU GO

The Gates Customer Solutions Center (CSC) is a state-of-the-art facility dedicated to leading the industry in customer-focused product development and training in fluid power technology. Staffed by approximately 45 of the top engineers, scientists and technicians in the industry, the facility is headquarters for understanding and meeting customers' fluid power needs.

TRAINING WORKSHOPS FOR SALES ASSOCIATES

Specially designed for sales associates, these workshops are designed to expand knowledge in fluid power technology, Gates product offerings, and key marketing and selling benefits.

HYDRAULIC

The 2-day (Monday/Tuesday) Hydraulic Products Workshop educates associates about fundamental application engineering skills, hose fabrication principles, thread identification, hose routing and installation, and cleanliness standards. Attendees will be engaged in classroom discussions and hands-on training exercises. A comprehensive CSC tour and demonstrations in the technical and test lab areas will be conducted. A written test is given at the end of the workshop.

Prerequisite: Gates Professional Development Series 101-107.

INDUSTRIAL HOSE & COUPLINGS

The 1-1/2 day (Wednesday A.M./Thursday) Industrial Hose Products Workshop includes a comprehensive product review and educates associates about fundamental application engineering skills, key product features and benefits, and provides application and market specific information about each of the products. A tour of the CSC includes the technical and development areas for existing and new industrial hose products. A written test is given at the end of the workshop.

No prerequisite.

HYDRAULIC & INDUSTRIAL HOSE & COUPLINGS

These two workshops are combined to leverage your time spent at the Customer Solutions Center as you gain the full benefits of understanding our complete line of Gates Fluid Power Products.

Prerequisite: Gates Professional Development Series 101-107.

VE/VA - VALUE ENGINEERING/VALUE ANALYSIS

This 2-day workshop is being offered for the more advanced sales associate or Fluid Power Specialist. The core of VE/VA is a comprehensive understanding of the overall functionality of Gates hydraulic products and the value-added benefits to an OE customer. The principles and benefits of VE/VA will be reviewed and an in-depth hands-on training exercise will be completed.

FLUID POWER LEVEL 1 CERTIFICATION

A 2- to 3-hour open book test is completed on Friday morning of the week of the workshop(s). It is a basic comprehension test of the attendee's understanding of the training provided during the week. A grade of 80 percent is required to pass. A Gates Fluid Power Level I Certificate is awarded.

A confirmation of your registration will be sent to your attention. Information on ground transportation, hotel and logistics will be included. Transportation to/from Denver and hotel costs are the responsibility of the attendee.

If you have not participated in the Professional Development Series training, contact your Gates representative and start learning more about fluid power from the industry leader.



GATES CUSTOMER SOLUTIONS CENTER 2012 WORKSHOP REGISTRATION FORM

Name _____

Company _____

Street Address _____

City / State / Zip Code _____

E-mail address _____

Telephone _____

Supervisor _____

To select 2012 Workshop(s), check box:

HYDRAULIC

- Mar 5-6
- May 17-18
- Sept 17-18
- Nov 12-13

Fee: \$300

GATES FLUID POWER LEVEL 1 CERTIFICATION

- Mar 9
- May 24
- Sept 21
- Nov 16

Fee: \$100

INDUSTRIAL HOSE & COUPLINGS

- Mar 7-8
- May 23-24
- Sept 19-20
- Nov 14-15

Fee: \$300

VE/VA

- Jun 18-20
- Oct 15-17

Fee: \$300

HYDRAULIC & INDUSTRIAL HOSE & COUPLINGS

- Mar 5-8
- May 21-24
- Sept 17-20
- Nov 12-15

Fee: \$500

Your P.O. # _____

(A copy of the P.O. must accompany the Registration Form)

Hotel Room Preferences:

- Smoking
- King bed
- Non Smoking
- Double beds

Return Registration Form and P.O. to:

Training Manager
Gates Corporation
1551 Wewatta St
Mail Code 8S-A1
Denver, CO 80202