Cummins Filtration is bringing its practical & informative Fleetguard product training to a city near you in 2016.

Our new training roadshow combines the key aspects of Fleetschool and FACTS and delivers the vital information you need in a face-to-face environment for maximum exposure and retention.

Our 2016 timetable enables customers to pick and choose the training that’s right for them, offering greater flexibility and less time away from work. Course durations range from three – four hours and will provide customers with the knowledge and skills they need to increase productivity and generate more revenue by choosing the right filtration products for their needs.

WHO SHOULD ATTEND THESE COURSES:
Parts Managers, Service Managers, Parts Counter Sales Personnel, Workshop and Service Technicians, and Customer Field Sales Representatives.

PRE-REQUISITIES FOR ATTENDANCE:
Attendees should have basic knowledge of engine systems and a familiarity with the heavy duty vehicle industry.
Our training roadshow kicks off in **Melbourne in February 2016** and will roll out across all major states as the year progresses. To register your attendance simply follow this link to our website: [www.fleetguard.com.au/trainingroadshow](http://www.fleetguard.com.au/trainingroadshow) and select the course(s) you’d like to attend.

You are welcome to register for as many courses as you like – courses are **FREE** but as attendance is capped at 25 people per session we do ask that you only register to attend if you are able to commit to the dates and times prescribed.

In the event that you are not able to attend please notify us straight away via email to: [fgsouthpacmarketing@cummins.com](mailto:fgsouthpacmarketing@cummins.com).

Registration is on a first come, first serve basis and every customer who attends a course will receive a **FREE gift on the day** – a Fleetguard cooler bag!

### AVAILABLE COURSES

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<th>COURSE</th>
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<td>3 February 2016</td>
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<td>4 February 2016</td>
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<td><strong>Air Filtration</strong> - 4 hours</td>
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<td>- Application and Maintenance</td>
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<td>- The Importance of Fuel Cleanliness (combined)</td>
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<td><strong>Lube Filtration</strong> - 3.5 hours</td>
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<td><strong>Centrifuge Filtration</strong></td>
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<td>- Longer Lube System Service Intervals (combined)</td>
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<td><strong>System Solutions</strong> - 3 hours</td>
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<tr>
<td>- Beyond Fitting a Filter</td>
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### Course Overviews

#### COOLING SYSTEM FUNDAMENTALS

Coolant plays a critical role in the effective and efficient performance of a diesel engine. To help the participant understand the technology of coolant and the cooling system, this topic will deal with:

- Explaining the components of engine coolant
- Understanding system function together with the interaction of components involved in the cooling system
- How coolant works in engines
- Identifying common cooling system problems and their causes
- Servicing engine coolant through explanation, demonstration and practice

#### AIR FILTRATION - APPLICATION AND MAINTENANCE

Air filtration is critical to the life of a diesel engine. Understanding its design and application will provide insight into the reasons why it’s important to use the right products to provide maximum protection and acceptable service life. This course covers:

- Components used in air filtration systems
- The importance of quality air filtration
- Current media technologies
- Systems issues
- Filter sizing and selection
- The benefits of using air pre-cleaners
- How to select an appropriate air pre-cleaner
- How to appropriately change an air filter
- Common system issues
- Information resources
- **This course runs in conjunction with the Fuel Filtration course**
LUBE FILTRATION - DEALING WITH ENGINE WEAR

Engine wear is the major critical factor impacting the life of an engine. Matters concerning the types of contaminant and filtration used to remove harmful wear particles are discussed in this course by:

- Identifying the types of available media and their effectiveness
- Understanding the importance of micron ratings and their applications
- How to get the most out of engine oil
- Full flow and bypass filtration
- Current and new media technology
- This course runs in conjunction with the Centrifuge Filtration course

FUEL FILTRATION - THE IMPORTANCE OF FUEL CLEANLINESS

Fuel systems are high technology systems within a diesel engine and contamination is the major cause of system failure. This course deals with:

- The types of contamination found in fuel systems and how to select appropriate filters to deal with the demanding needs of sophisticated fuel system equipment
- The importance of fuel cleanliness, including media technology, micron ratings and efficiency Beta ratios and ISO cleanliness codes
- How Fuel Pro® filters are employed to further enhance fuel quality and selection and maintenance
- This course runs in conjunction with the Air Filtration course

CENTRIFUGE FILTRATION - LONGER LUBE SYSTEM SERVICE INTERVALS

Supplementary oil filtration is the key to engine oil life extension and reduced engine wear. Centrifugal (or spinner type) filters play an important role in addition to existing, on engine filtration. This course explains:

- Centrifuge filter design and operation
- The correct selection methods and installation requirements
- This course runs in conjunction with the Lube Filtration course

SYSTEM SOLUTIONS - BEYOND FITTING A FILTER

The importance of addressing a customer’s business goals goes beyond the cost of a filter. System solutions delves into how the functions and performance of a filter effects the business costs of the owner. This course:

- Identifies how to extend service intervals and reduce service costs through better selection of filters and maintenance practices
- Provides practical tools to evaluate and demonstrate how to improve revenue through process auditing and improvement
- Additional attendance pre-requisite:
  Attendees must complete Lube, Fuel, Coolant, and Air courses prior to attending this course.

Places are limited so register today for our FREE training courses. Get the skills and knowledge you need to benefit your business and your customers! Visit www.fleetguard.com.au/trainingroadshow now to register.
Course Outcomes

**COOLING SYSTEM FUNDAMENTALS**
After completion of the cooling system fundamentals course, attendees will be able to:
- Identify cooling system components
- Understand what goes wrong in a cooling system
- Know the function of the coolant within the cooling system
- Be capable of testing and servicing Fleetguard coolant in an engine cooling system
- Select an appropriate coolant filter for servicing Fleetguard coolant

**AIR FILTRATION - APPLICATION AND MAINTENANCE**
After completion of the air filtration course, attendees will be able to:
- Equip sales and service personnel with the skills to identify engine air intake system componentry
- Be conversant with new media technology being used and understand its importance in modern engines
- Have the ability to calculate air flow to correctly size and select a Fleetguard air filter
- Understand how centrifugal air pre-cleaners work and how to correctly size them
- Be capable of changing an air filter effectively

**LUBE FILTRATION - DEALING WITH ENGINE WEAR**
After completion of the lube filtration course, attendees will be able to:
- Have an understanding of the types of contamination found in diesel engines
- Be able to differentiate between full flow and bypass filtration
- Understand what a micron is
- Know the importance of quality oil filtration

**FUEL FILTRATION - THE IMPORTANCE OF FUEL CLEANLINESS**
After completion of the fuel filtration course, attendees will be able to:
- Understand what an ISO cleanliness code is and how it is measured
- Understand what a micron rating is and how it relates to a filter’s efficiency and effectiveness
- Know how to deal with the types of contaminants found in fuel systems
- Understand common systems issues caused by contamination
- Know the difference between media technologies and their importance in modern filtration
- Be able to select a Pro Series fuel system filter

**CENTRIFUGE FILTRATION - LONGER LUBE SYSTEM SERVICE INTERVALS**
After completion of the centrifuge filtration course, attendees will be able to:
- Know how a centrifuge filter works
- Know the various types of centrifuge filters used in engine lube oil systems
- Be capable of selecting a centrifuge filter for use on a diesel engine
- Know how to service a Fleetguard centrifuge filter

**SYSTEM SOLUTIONS - BEYOND FITTING A FILTER**
After completion of the system solutions course, attendees will be able to:
- Understand the importance of filter upgrades and their impact on process improvement
- Possess the skills to evaluate a system process to identify where improvement opportunities exist
- Know how to identify what products to use for system process improvements
- Learn how to use the tools provided to do cost analysis and demonstrate business revenue improvements

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