

NAHAD

HOSE SAFETY INSTITUTE

2020 REGIONAL TRAINING PROGRAM SESSION DESCRIPTIONS

Consultative Sales Approach – Partnering with your End User (Brent Lilly)

Grow your business by providing value to your end-users. In this session you learn the best ways to develop your own unique blueprint and inventory of value-added services. Brent will cover the following areas in his presentation:

- Inspection Programs – training the end-user teams; helping them survey their site.
- Safety Culture – what a safety culture looks like and how it can be implemented.
- Predictive Maintenance - identifying the history of a specific assembly; developing in-service/out-service programs that includes hose maintenance.

How to Sell in Tough Times (Paul Reilly)

This tone-setting program introduces participants to the inspirational and practical message of hanging tough mentally and hanging on to profit in tough times. You fight this battle on two fronts. One, you fight it on the streets with your knowledge and skills. Two, you fight it in your mind—your thinking and your attitude.

In tough times, some companies survive, some fail, and some thrive. The theme of this presentation is that you can thrive and gain traction in tough times. Here are the topics covered in this training:

- Identifying three mistakes salespeople make in tough times
- Embracing the tough times attitude
- Supporting and selling strategies for tough times

HSI Best Practices & Guidelines (Titus Jumper)

NAHAD's Hose Safety Institute supports and promotes hose assembly safety, quality and reliability through education, research, and collaboration through end-user forums. In this session you will be introduced to the history behind the development as well as the relevance of each to ensure the safety of both the fabricator and end user. Titus will provide a comprehensive overview of the most significant best practices in hose basics, fabrication, and post fabrication.

Hydraulic Circuit Training (Jyotsna Phadke)

Easton has a reputation for providing customers products and services in the area of power supply, power quality, electrical controllers and industrial automation. In this session will provide a comprehensive overview of a Hydraulic circuit: its components and the role each part plays in the circuit. You will also be introduced to the difference between Industrial and mobile hydraulics, applications and design.

Sales Growth through Operational Excellence and Lean Leadership (Brad Hoffman & Julio Cardoza)

Lean manufacturing has emerged as a successful way for organizations to focus on the customer and increasing competitiveness and customer satisfaction. In this session, learn how Lean and Kaizen in particular removes and/or minimizes non-value work activity from the process. Learn how to apply the four main reasons to implement Lean with your team:

- Streamline processes
- Remove waste
- Build team commitment
- Daily accountability

S.T.A.M.P.E.D. (Tim Hampton)

S.T.A.M.P.E.D. is a corner stone best practice of HSI. In this session, you will learn more about how S.T.A.M.P.E.D. can play a critical role in the success of your sales and fabrication operation. This process provides a roadmap for consistent, reliable, and safe hose fabrication. It was built on industry collaboration and consensus of the minimum performance standards for hose assembly design, fabrication, and overall management.