

Walter Training Academy 2020 Invitation

Dear Business Partner:

The 2020 Walter Academy distributor partner class schedule is now available. You are invited to attend any of these comprehensive metalcutting programs. In order to participate, you must be an authorized distributor.

The "Innovations" series of classes are focused on an integrated combination of our competence brands Walter, Walter Titex and Walter Prototyp. We concentrate this training on our most innovative products and their most important features, benefits, technical aspects and sales strategies to teach the best value proposition for our customers.

A good candidate for this training would have knowledge and understanding of basic metalcutting processes. The "Innovations" series of training is structured around the machining processes of milling, holmaking and turning inclusive of the appropriate brands. We teach metalcutting theory, as it applies to specific applications, workpiece materials or products. The "Innovations" series is separate from the "Best of Walter" series, which offers a more general overview of our core and focus products.

The class Metal Cutting Concepts truly entails everything metal cutting. We discuss threading applications, dynamic milling, what is it, when to apply it. Understanding when radial and axial chip thinning can increase tool life and productivity. Grooving methods, using the same tool a different way to achieve ultimate chip control.

Here are the classes for the 2020 Distributor Training;

January 21 – Best of Walter

February 18 – Milling Innovations

March 24 – Metal Cutting Concepts

April 28 – Holmaking Innovations

May 12 – Best of Walter

June 16 – Milling Innovations

July 14 – Holmaking Innovations

August 18 – Milling Innovations

November 10 – Best of Walter

TRAINING DURATION IS 2½ Days.

Monday - travel to the hotel in Waukesha

Tuesday and Wednesday - 8 to 8 ½ hours each day.

Thursday - 4 to 4 ½ hours. Training is typically completed by 12:00 noon.

Location:

Walter USA Technology Center

N22W23977 RidgeView Parkway West

Waukesha, WI 53977

Registration is now open. Please register as soon as possible to ensure your choice of dates, as the classes will be filled on a first come, first served basis. Once a class has reached capacity, you will have the opportunity to join a "Wait List" and will be contacted in the event of a cancelation. To register for any of these classes, select the corresponding link on the last page of this document.

Walter USA will provide hotel accommodations, ground transportation between the airport, Walter North America Technology Center and your hotel as well as lunches and one group dinner.

We look forward to your participation.

Sincerely

A handwritten signature in black ink, appearing to read 'Brad Roddy', with a stylized flourish at the end.

Brad Roddy
Technology Center & Training Manager

Walter Training Academy

Our overall learning goals:

The attendee should plan to actively participate in our class discussions and workshops.

The attendee should leave this training with:

1. A good understanding of our products:
 - ✓ Offering
 - ✓ Strategy
 - ✓ Features and benefits
 - ✓ Selection
 - ✓ Application
 - ✓ Optimization
2. An established:
 - ✓ Vocabulary of technical terms, brand names and phrases
 - ✓ Comfort level in the distributor / Walter relationship
 - ✓ Ability to discuss, sell and recommend Walter tooling to end users
3. A network of contacts to foster:
 - ✓ Confidence in the Walter / distributor technical knowledge network
 - ✓ Knowledge of the specific product "customer value proposition"
 - ✓ A collaborative atmosphere designed to facilitate both a formal and informal social network of learning and long-term exchanges of information

2020 Walter Academy's included expenses:

- Transportation from/to the Milwaukee airport and the hotel
- Lodging (as required)
- Snacks and beverages during the training
- Lunch will be provided each day at our facility
- One group dinner
- Expert trainers, machine demonstrations, workshop materials and handouts

2020 Distributor Training Class Description

Milling Innovations

- Walter indexable milling
 - Milling product selection and application
 - Milling calculations
 - New milling product features, benefits, selection and application
 - Milling optimization
- Walter Prototyp, solid end milling
 - Best value end mill selection and application
 - End mill optimization
- Adapters, NCT, ScrewFit and ConeFit
- GPS tool selection, application and optimization software
- Walter Xpress – Complete solutions in 30 minutes or less!

Holemaking Innovation

- Solid drilling
 - Solid carbide drilling
 - High value/performance drilling
 - Xtra deep drilling (XD)
 - Drill selection and application
 - Drilling optimization
- Indexable drilling
 - Drill selection
 - Drill application
 - Drilling optimization
- Threading tools
 - Walter Prototyp tapping
 - Best tap selection and application
 - Walter Prototyp thread milling
- Boring tools
 - Walter rotating boring systems
 - Digital boring systems
- GPS tool selection, application and optimization software
- Walter Xpress – Complete solutions in 30 minutes or less!

Best of Walter

- Walter indexable and Walter Prototyp solid milling
 - Core milling products, features and benefits
- Solid and indexable drilling
 - Solid carbide high value/performance drilling
 - Xtra deep drilling (XD)
- Boring tools
 - Walter rotating boring systems
 - Digital boring systems
- Threading tools
 - Walter Prototyp tapping overview
 - Walter Prototyp thread milling and forming product
- Walter indexable turning
 - New turning product features and benefits
 - Grooving grades and geometries features and benefits
- Includes an overview of our GPS selection, application and optimization software
- Walter Xpress – Complete solutions in 30 minutes or less!

Metal Cutting Concepts

- Milling
 - Axial/radial chip thinning – when to turn up the feed
 - Dynamic milling – the machine, the component, the software.
 - Coolant – the good and the bad
 - Milling optimization
- Turning
 - PVD or CVD coating, the difference and when to use which.
 - Grooving – is chip control possible? Sometimes it's not the tool, it's how you use it.
 - Turning optimization
- Threading
 - Cut, form, thread mill, which makes sense when.
 - Threading tooling features – how a little can have a big effect.
 - Threading applications
- Drilling
 - Xtra deep drilling (XD)
 - Drilling strategies that win opportunities – to pilot or not to pilot
 - Drilling optimization
- Other
 - GPS tool selection, application and optimization software
 - We will also present our focus products within each machining application.
 - Walter Xpress – Complete solutions in 30 minutes or less!

Walter Training Academy

2020 Registration Links

Here are the 2020 Walter Academy distributor partner class registration links. Please select the below link of choice which will take you to the class description and registration.

01/21/2020 Best of Walter [registration](#)

02/18/2020 Milling Innovations [registration](#)

03/24/2020 Metal Cutting Concepts [registration](#)

04/28/2020 Holmaking Innovations [registration](#)

05/12/2020 Best of Walter [registration](#)

06/16/2020 Milling Innovations [registration](#)

07/14/2020 Holmaking Innovations [registration](#)

08/18/2020 Milling Innovations [registration](#)

11/10/2020 Best of Walter [registration](#)

We look forward to your participation.

Sincerely



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Walter competence brands

