NEED VALVE TRAINING?
WE COME TO YOU!

FACT: Experienced personnel are retiring and many newcomers lack basic knowledge about valves and related equipment.

SO: What’s a training manager to do?

YET: Sending numerous staff on out-of-town travel is more expensive than ever. With ever-tightening budgets, it’s hard to find affordable training for your engineers and other employees.

SOLUTION: If you have at least 25 employees who need training on the fundamentals of valves, actuators and controls... We can help through VMA’s new custom basics education program!

TOP 5 REASONS TO BOOK A VALVE ED CUSTOM TRAINING PROGRAM

1. You can save a significant amount of money when we come to you vs. you traveling to us!
2. Unlike other off-the-shelf programs, our course is customized to your industry and needs.
3. With so many newcomers in the industry—and those with decades of experience retiring—training has never been more critical.
4. Many manufacturers offer training but VMA’s Valve Ed course is not brand-specific, providing a well-rounded overview of the products used in our industry.
5. Our high-quality educational program is powered by the Valve Manufacturers Association, a not-for-profit organization. In fact, VMA is the only association that represents U.S. and Canadian valve, actuator and control manufacturers, as well as suppliers and distributors of these and related flow-control products.

Following a 1-day basics course taught to 38 engineers in September 2016...

I want to thank you and all the presenters for your time and effort in putting on the Valve 101 class for our group. The class was well received by everyone who attended. Thanks again to everyone for a job well done!!

—Terry Blackard, ExxonMobil BR Valve Specialist

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vma.org | valuemagazine.com | valvecareers.com
How the Valve Basics program began

With waves of baby-boomers beginning to retire, and subsequent loss of knowledge by these long-time employees, VMA developed the Valve Ed program to provide entry-level training for the many newcomers to the industry—not just manufacturers, but users, distributors, specifiers and end users of valves, actuators and controls.

What began as a 1-day course has now expanded to 3 full days, and more than 2,000 people have taken a Valve Basics course in the last 8 years.

We recognize that sending a large group of employees to one of our regular programs (Valve Basics Seminar & Exhibits) can be too costly for many company’s budgets. But there is a solution. Custom training.

We can modify our Valves, Actuators & Controls 101 and 201 courses for your industry – and teach your course either on-site or at nearby venue... all for less than the cost of the registration fee to attend VMA’s regular course – and with no travel expenses.

How is the program set up?
We suggest a one- or two-day course, with topics selected based on what your employees need to learn. For one large facility with 40 engineers who needed training, we repeated a one-day course so that only half of the group was away from the plant at one time. Most importantly, we can work with you to determine the best structure.

How is the curriculum chosen?
Review the list of topics and select those that seem most relevant. Our Education & Training Committee will then assemble the coursework that best fits your needs.

Are any products shown?
Samples of selected products are displayed to help clarify what is being presented. Plus, we include sufficient breaks so that attendees can examine the products up close and ask questions of our industry experts.

Who teaches the course?
Our Valve Ed instructors are members of the Valve Manufacturers Association or Valve Repair Council. They are all experienced practitioners, who know their subject matter inside and out. In addition, our presenters are committed to presenting a program that is educational and that does not promote any one company’s brand.

Where would our course be taught?
If your company has a designated training facility, we can teach the course on site. However, to avoid distractions, you may wish to gather at another venue. If so, we can find an appropriate location close-by and will make the necessary arrangements.

How do you determine the cost?
Because there are numerous factors to consider, we will provide a quote based on: 1) Where you are located, 2) the length of the course, 3) the number of people taking the course, and 4) other expenses such as facility rental, catering, etc.

Once this has been determined, we will provide a flat fee for the entire program. Generally, the cost for custom training is less per person than the equivalent registration fee our regular Valve Ed program, typically held in the Houston area. And, of course, there are no travel expenses involved for those attending the course.

To preview the course, can we send a representative to your full Valves, Actuators & Controls 101 and 201 courses in Houston?
You are welcome to attend! The next event is Oct. 3-5, 2017 and takes place at the training facility at the Houston Area Safety Council in Pasadena, TX. While we ask you to register at the regular price, if you book and hold a custom training program within one year of this event, we will deduct your registration fee from the final invoice. More information is available on www.vma.org/ValveBasics.

How far in advance should we book our program?
Because our presenters are industry volunteers, we are limited as to the number of programs we can hold annually. To ensure we can accommodate your request, please book your custom program as soon as possible. Generally, we can set up a program with 3 months’ notice, depending on the time of year. We can also book your program as far as 1 year in advance. Once we finalize your dates and you agree to proceed, we require a 20% deposit with the remainder due when the course is presented.

We’re interested in learning more. How do I get started?
Contact Abby Brown, VMA education & training coordinator (abrown@vma.org or call 240.328.3866).

If you’d like to speak to one of our presenters, please contact Greg Johnson, chairman of the VMA Education & Training Committee and president of United Valve in Houston, TX (greg1950@unitedvalve.com) or Paul Souza, vice chairman (paul.souza@auma-usa.com) and training manager for AUMA-USA in Canonsburg, PA.

Q&A

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