

"I learned how to deal with different aspects of inventory, and how to apply better strategies in our company to increase overall efficiency."

- Julio Hinojosa
Lift Truck Supply



PARTS PROFESSIONAL

Who should attend?

Anyone involved in the parts business, especially parts clerks and managers

Session 1

Parts Clerk Training

This session is designed to establish knowledge of the different truck classifications and carriage classifications (including forks) by the Industrial Truck Association. Through visual demonstrations and hands on activities attendees will learn to identify areas of trucks along with products and related parts. This session will also include glossary information on the most common parts on truck classes I-V. This session includes several break-out discussion groups and hands-on activities to greater enhance the learning experience.

Session 2

Parts Clerk Training

This session is designed to provide

an understanding of model and serial numbers for major OEMs, and XPaRT (SMH® research tool). Attendees will learn about the different brands of trucks and models for those brands as well as anagrams used in the part numbers. Each attendee will learn step by step how to utilize the XPaRT research feature on IRMN. This session includes several break-out discussion groups and hands on activities to greater enhance the learning experience.

Session 3

Parts Manager Training

This session is designed to give Parts Managers the skills they need to run a successful parts department. The training includes an in-depth review of the parts market as well as the industry history. Attendees will cover a wide range of topics including; inventory management, weekly inventory meetings, inventory turns, gross profit, absorption, pricing, freight,

security, dead inventory and much more. Training will cover strategies on how to improve the parts department and will also include discussion groups as well as multiple activities to promote the learning process. In conclusion, attendees will learn how to use strategies and ideas presented throughout the training in real life situations by creating a strategic plan for improvement specific to their own needs within their parts department. In closing attendees will have the opportunity to present their ideas to the training class.



2011 Training Dates

Mar	8-10	Ontario Canada
Apr	12-14	KS
Jul	12-14	IL
Sep	13-15	KS
Oct	25-27	B.C. Canada

Participants:

Sessions 1-3
Sessions 1&2
Session 3

1

\$550ea
\$450ea
\$350ea

2

\$500ea
\$400ea
\$300ea

3 or more

\$350ea
\$300ea
\$250ea

2011 Spanish Training Dates

Apr	5-7	KS
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REGISTER NOW FOR ONE OF THE SMHU TRAINING SESSIONS:			
Parts Professional Trainings	# of Participants	Price ea.	Fee
☐ Mar 8-10, Ontario Canada Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
☐ Apr 12-14, KS Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
☐ Jul 12-14, IL Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
☐ Sep 13-15, KS Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
☐ Oct 25-27, B.C. Canada Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
Spanish Parts Professional Trainings			
☐ Apr 5-7, KS Session(s) ☐ 1-3 ☐ 1&2 ☐ 3	x	=	
*Classes will be rescheduled if total enrollment does not reach 6 per training.		Grand Total	=
Company Name :			
Account Number :			
Street Address :			
City :		State :	Zip :
Contact Name :			
Contact Title :			
Email Address :			
Phone Number :			
Fax Number :			
COMPLETE FORM & FAX to 913-764-7278 or E-MAIL marketing@smhco.com			



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