



# Seminar Program 2016



# BOGE Compressed Air Academy

## Seminar Program

## Index of contents

Content	Abbr.	Page
Seminar Program Boge Compressed Air Academy.....	.....	1
<b>Basic service seminars</b>		
Basic service seminar compressor controls.....	1EC.....	3
Basic service seminar screw compressors with oil-injection cooling.....	1ES.....	5
Basic service seminar compressed air treatment.....	1ET.....	7
Basic service seminar oil-free screw compressors.....	1EP.....	9
Basic service seminar oil-free scroll compressors.....	1EO1.....	11
<b>Professional service seminars</b>		
Professional service seminar controls.....	2EC.....	13
Professional service seminar screw compressors with oil-injection cooling.....	2ES.....	16
Professional service seminar compressed air treatment.....	2ET.....	19
Professional service seminar oil-free screw compressors.....	2EP.....	22
Professional service seminar BOGE-Service.....	2EE1.....	25
Examination certified BOGE service technician.....	2EE2.....	28
<b>Sales seminars</b>		
Basic sales seminar oil-Injected screw compressors.....	6DS.....	30
Sales seminar value selling - preparation for sales talks.....	6DV1.....	32
Sales seminar value selling - communication and selling.....	6DV2.....	34
Sales seminar value selling - presentation skills.....	6DV3.....	36

# BOGE Compressed Air Academy

**Seminar Program**

**Index of contents**

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<b>General Terms and Conditions of Registration and Participation....</b>	<b>.....</b>	<b>38</b>
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# BOGE Compressed Air Academy

## BOGE Compressed Air Academy

Do you want to expand your knowledge on compressors and compressed air supply? Steered by the motto “Gained from practice, for use in practice”, our experienced trainers use practical examples and exercises to present and explain specialised, sector-specific content.

### Effective compressed air management

This training course will provide instruction on the basics of compressed air technology as well as inform about the latest developments. A further focal point will be energy-saving options and the efficient operation of a compressed air station. We will take a look at the entire compressed air system and give numerous useful tips and tricks. This seminar is also particularly suitable for people who have little or no experience of compressed air technology.

### BOGE Technical Seminars

These seminars will teach you how to operate BOGE compressors and compressor stations in a safe and economically efficient way. They are aimed at the service employees of our partners, retailers and customers. We organise seminars on topics including (but not limited to) piston compressors, refrigerant dryers, oil-lubricated screw compressors, adsorption dryers, service management or the BOGE service. Participants can choose a basic or professional seminar depending on their level of prior knowledge.

#### Basic service seminars (1 day)

We provide you with basic knowledge. Among other things, you'll learn how to optimally adjust the system pressure, how to eliminate leaks quickly and what to look out for during maintenance intervals. Such knowledge has a high potential for development at a later stage. Ultimately, the overwhelming majority of unscheduled machine downtime occurs as a result of simple issues. We teach those responsible for the machines how to recognise these issues in a timely fashion and prevent failures or malfunctions.

#### Professional service seminars (2 days)

This advanced seminar teaches how to approach troubleshooting in a systematic way. As well as technical knowledge on complex compressed air systems and higher-level control, successful systematic troubleshooting requires a comprehensive range of methodological skills. Step one requires you to understand the processes taking place within the system or plant. In step two, you'll identify the affected function. In step three, you'll investigate which components are linked to this function and could therefore be the source of the issue. This seminar is aimed at

# BOGE Compressed Air Academy

## Boge Compressed Air Academy

## Seminar Program

servicing and repairs professionals wishing to acquire a detailed understanding of complex systems as well as of troubleshooting and error rectification.

### Sales Seminars

Successful BOGE sellers must not only know our products well – they must also know how to sell effectively or give a positive pitch. This requires them to know a number of essential mechanisms and techniques. Our BOGE sales seminars address topics such as the “Professional Presentation of Pitches”, “Communication”, “Negotiating and Selling”, “From Preparation to closing a Deal” and “Presentation Technique”.

#### Basic sales seminars (1 day)

The participants will learn about the design and structure of the BOGE products, its important components and its functions as well as how to argue its advantages and the customer benefits. Moreover we compare the most important competitors.

### [www.boge.de](http://www.boge.de)

We regularly adapt our program to suit your needs. Visit [www.boge.de](http://www.boge.de) to find out about our current program of seminars. You will not only discover useful information about dates and the content of our training seminars, but will also be able to sign up for courses quickly and easily online.

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Description</b>	<b>Compressor controls (1EC)</b>
<b>Learning opportunity</b>	The participants of this seminar will be taught all the knowledge necessary to understand the functions of the BOGE compressor controls and handling by using the available technical documentation.
<b>Target group</b>	Service technicians, administrative service and product support personnel of our key partners and distributors who deal with customers in the aftermarket.
<b>Content</b>	<ul style="list-style-type: none"><li>• Functions and tasks of BOGE compressor controls</li><li>• Naming and usage in different compressor types</li><li>• Design of different controls</li><li>• Functions of different controls</li><li>• based on the products<ul style="list-style-type: none"><li>– <b>base</b> control (BASIC) / RATIO</li><li>– FOCUS</li><li>– <b>focus</b> control 2.0</li><li>– Auto- / Ratio- / Supertronic</li></ul></li></ul>
<b>Requirements</b>	Basic knowledge of design and function of compressors
<b>Duration</b>	1 day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

Agenda	Compressor controls (1EC)
09:00 hrs	Welcome and introduction to the course agenda Introduction of participants
09:15 hrs	Design, functions and options of BOGE compressor controls
10:30 hrs	Break
11:00 hrs	Design and functions and handling of controls <b>base</b> control (BASIC) and RATIO
12:45 hrs	Lunch-Break
13:30 hrs	Design, functions and handling of controls FOCUS and <b>focus</b> control 2.0
15:00 hrs	Break
15:30 hrs	Design, functions and handling of controls FOCUS and <b>focus</b> control 2.0
16:00 hrs	Break
16:15 hrs	Design, functions and handling of controls Autotronic, Ratiotronic and Supertronic
17:00 hrs	End of seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Description</b>	<b>Screw compressors with oil-injection cooling (1ES)</b>
<b>Learning opportunity</b>	The participants of this seminar will get all necessary skills using the available technical documentations, in order to maintenance oil injected BOGE screw compressors on their own.
<b>Target group</b>	Service technicians, administrative service and product support personnel of our key partners and distributors who have to maintain BOGE screw compressors with oil-injection cooling.
<b>Content</b>	<ul style="list-style-type: none"><li>• Fundamentals of compressed air</li><li>• Design and Function of BOGE screw compressors with oil-injection cooling</li><li>• Basics of compressor controls<ul style="list-style-type: none"><li>– <b>base</b> control (BASIC) / RATIO</li><li>– FOCUS</li><li>– <b>focus</b> control 2.0</li></ul></li><li>• Maintenance work on BOGE screw compressors with oil-injection cooling (S and C series)</li></ul>
<b>Requirements</b>	Technical understanding of machines, and knowledge of the operation of machines and work on machines.
<b>Duration</b>	1 day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment



# BOGE Compressed Air Academy

## Basic Service Seminar (English)

Agenda	Screw compressors with oil-injection cooling (1ES)
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:20 hrs</b>	Product range overview and type code of BOGE screw compressors with oil-injection cooling
<b>09:40 hrs</b>	Fundamentals of compressed air
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Design and function of single components BOGE screw compressors with oil-injection cooling (S and C series)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Compressor controls: <b>base</b> control/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• Design</li><li>• Function</li><li>• Handling</li></ul>
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	Maintenance work on BOGE screw compressors with oil-injection cooling (Practical part in the trainings centre)
<b>17:30 hrs</b>	End of the seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Description</b>	<b>Compressed Air Treatment (1ET)</b>
<b>Learning opportunity</b>	The participants of this seminar will get all necessary skills using the available technical documentations, in order to service and complete maintain for all kinds of BOGE air treatment solutions on their own.
<b>Target group</b>	Service technicians, administrative service and product support personnel of our key partners and distributors that have to maintenance BOGE air treatment equipment.
<b>Content</b>	<ul style="list-style-type: none"><li>• Why is it necessary to do air treatment?</li><li>• Design and function of adsorption dryers</li><li>• Design and function of refrigerant dryers</li><li>• Design and function of further components of air treatment (Filtration, condensate drains, condensate separators)</li><li>• Maintenance jobs at BOGE compressed air treatment components</li></ul>
<b>Requirements</b>	Technical understanding of machines, and knowledge of the operation of machines and work on machines.
<b>Duration</b>	1 day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Agenda</b>	<b>Compressed Air Treatment (1ET)</b>
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	Why compressed air must be treated?
<b>10:00 hrs</b>	Design and function of adsorption dryers
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Design and function of refrigerant dryers
<b>11:45 hrs</b>	Design and function of further components of air treatment (Filtration, condensate drains, condensate separators)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Regular maintenance work on BOGE compressed air components
<b>15:00 hrs</b>	Break
<b>15:30</b>	Regular maintenance work on BOGE compressed air components (Practical part in the trainings centre)
<b>17:30</b>	End of the seminar

**In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.**

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Description</b>	<b>Piston compressors (1EP)</b>
<b>Learning opportunity</b>	The participants of this seminar will get all necessary skills using the available technical documentations, in order to maintain BOGE oil lubricated and oil-free piston compressors.
<b>Target group</b>	Service technicians, administrative service and product support personnel of our key partners and distributors who have to maintain oil injected BOGE screw compressors.
<b>Content</b>	<ul style="list-style-type: none"><li>• Fundamentals of compressed air</li><li>• Design and Function of BOGE oil lubricated piston compressors</li><li>• Design and Function of BOGE oil-free piston compressors</li><li>• Basics of compressor controls<ul style="list-style-type: none"><li>– <b>base</b> control (BASIC) / RATIO</li><li>– FOCUS</li><li>– <b>focus</b> control 2.0</li></ul></li><li>• Maintenance work on BOGE piston (SC and PO...L series)</li></ul>
<b>Requirements</b>	Technical understanding of machines, and knowledge of the operation of machines and work on machines.
<b>Duration</b>	1 day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

Agenda	Piston compressors (1EP)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:20 hrs	Overview of product range and type code of BOGE piston compressors
09:35 hrs	Fundamentals of compressed air
10:30 hrs	Break
11:00 hrs	Design and function of single components BOGE oil lubricated and oil-free piston compressors (SC and PO...L series)
12:45 hrs	Lunch-Break
13:30 hrs	Piston compressor controls: <b>base</b> control/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• Design</li><li>• Function</li><li>• Handling</li></ul>
14:30 hrs	Maintenance work on BOGE piston compressors (Practical part in the trainings centre)
15:00 hrs	Break
15:30 hrs	Maintenance work on BOGE piston compressors (Practical part in the trainings centre)
17:00 hrs	End of the seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

<b>Description</b>	<b>Oil-free scroll compressors (1EO1)</b>
<b>Learning opportunity</b>	The participants of this seminar will get all necessary skills using the available technical documentations, in order to maintain oil-free BOGE scroll compressors.
<b>Target group</b>	Service technicians, administrative service and product support personnel of our key partners and distributors who have to maintain oil-free BOGE scroll compressors.
<b>Content</b>	<ul style="list-style-type: none"><li>• Fundamentals of compressed air</li><li>• Design and Function of BOGE oil-free scroll compressors</li><li>• Basics of compressor controls<ul style="list-style-type: none"><li>– <b>focus</b> control 2.0</li></ul></li><li>• Regular maintenance work on BOGE oil-free scroll compressors (EO series)</li><li>• Maintenance work on BOGE oil-free scroll compressors (practical part)</li></ul>
<b>Requirements</b>	Technical understanding of machines, and knowledge of the operation of machines and work on machines.
<b>Duration</b>	1 day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Basic Service Seminar (English)

Agenda	Oil-free scroll compressors (1EO1)
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:20 hrs</b>	Product range overview and type code of BOGE oil-free scroll compressors
<b>09:35 hrs</b>	Fundamentals of compressed air
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Design and function of single components BOGE oil-free scroll compressors
<b>12:00 hrs</b>	Compressor control of oil-free scroll compressors <b>focus</b> control 2.0
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Regular maintenance work on BOGE oil-free scroll compressors (EO series)
<b>14:30 hrs</b>	Break
<b>15:00 hrs</b>	Maintenance work on BOGE oil-free scroll compressors (Practical part in the trainings centre)
<b>16:30 hrs</b>	End of the seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>Controls (2EC)</b>
<b>Learning opportunity</b>	The participants in this seminar will get all necessary skills, to do a systematic commissioning and optimizing on BOGE compressed air management systems.
<b>Target group</b>	Experienced service technician of our partners, distributors and customers, who will be tasked to commission and/or optimizing a BOGE compressor air management system.
<b>Content</b>	<ul style="list-style-type: none"><li>• Systematic commissioning of compressor management systems</li><li>• Comprehensive knowledge of compressor control parameterization, to connect compressor management systems.</li><li>• Software update</li><li>• How to built an efficient compressed air station</li></ul>
<b>Requirements</b>	Technical knowledge on machines as well as knowledge about function and operation on machines.
<b>Duration</b>	2 days
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment



# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Controls (2EC)
<b>Tag 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	FOCUS ( <b>focus</b> control 2.0) compressor control <ul style="list-style-type: none"><li>• structure</li><li>• Function</li></ul>
<b>10:30 hrs</b>	Coffee break
<b>11:00 hrs</b>	FOCUS ( <b>focus</b> control 2.0) compressor control <ul style="list-style-type: none"><li>• Function</li><li>• Software update</li></ul>
<b>12:45 hrs</b>	Lunch break
<b>13:30 hrs</b>	FOCUS ( <b>focus</b> control 2.0) compressor control <ul style="list-style-type: none"><li>• Base load switch over (BLS)</li><li>• Function</li><li>• Commissioning</li></ul>
<b>15:00 hrs</b>	Coffee break
<b>15:30 hrs</b>	BOGE Compressor management control <b>airtelligence plus</b> <ul style="list-style-type: none"><li>• Modbus Interface Module</li><li>• Bus connection / Network</li></ul>
<b>17:00 hrs</b>	End of seminar day 1

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Controls (2EC)
Tag 2	
09:00 hrs	BOGE Compressor management control <b>airtelligence provis 2.0</b> <ul style="list-style-type: none"><li>• structure</li><li>• Function</li></ul>
09:45 hrs	<b>airtelligence provis 2.0 – Commissioning</b> <ul style="list-style-type: none"><li>• Connection and parameterization of compressor controls and there interfaces</li><li>• Connection and parameterization of BOGE compressed air management controls</li></ul>
10:30 hrs	Coffe break
11:00 hrs	<b>airtelligence provis 2.0 – Commissioning</b> <ul style="list-style-type: none"><li>• Troubleshooting on compressor management controls</li></ul>
12:45 hrs	Lunch break
13:30 hrs	<b>airtelligence provis 2.0 – Commissioning</b> <ul style="list-style-type: none"><li>• Installation of visualization</li><li>• Software update</li></ul>
15:00 hrs	Coffee break
15:30 hrs	Remote compressor monitoring system – <b>airstatus</b> <ul style="list-style-type: none"><li>• Function</li><li>• Operation</li></ul>
16:00 hrs	How to built an efficient compressed air station
16:30 hrs	BOGE controls from customer and user perspective- we are interested in your opinion.
17:00 hrs	End of seminar

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>Screw compressors with oil-injection cooling (2ES)</b>
<b>Learning opportunity</b>	<p>The participants of this seminar will get all the necessary skills for the systematic approach to doing troubleshooting and fault correction.</p> <p>This includes extensive methodological skills as well as detailed understanding of complex machines and controls.</p>
<b>Target group</b>	<p>Experienced service technicians, BOGE administrative service and product support personnel of key partners and distributors who are involved in the maintenance of oil injected BOGE screw compressors.</p>
<b>Content</b>	<ul style="list-style-type: none"><li>• Commissioning of oil injected screw compressors</li><li>• Fault analysis of oil injected screw compressors</li><li>• Configuration of oil injected screw compressor controls (<b>base</b> control (BASIC), FOCUS and <b>focus</b> control 2.0)</li><li>• Troubleshooting and repair of screw compressors with oil-injection cooling</li></ul>
<b>Requirements</b>	<p>Technical understanding of screw compressors with oil-injection cooling, and knowledge of the operation of machines and work on machines.</p>
<b>Duration</b>	2 days
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Screw compressors with oil-injection cooling (2ES)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:20 hrs	Fundamentals of compressed air and product overview BOGE screw compressors with oil-injection cooling
10:30 hrs	Break
11:00 hrs	Compressor controls for screw compressors with oil-injection cooling: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Design, function and handling)</li></ul>
12:45 hrs	Lunch-Break
13:30 hrs	Compressor controls for screw compressors with oil-injection cooling: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Function and setup of base load switch)</li></ul>
15:00 hrs	Break
15:30 hrs	Compressor controls: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Setup of a base load switch and Software flashing)</li></ul>
17:00 hrs	End of the seminar day

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Agenda</b>	<b>Screw compressors with oil-injection cooling (2ES)</b>
<b>Day 2</b>	
<b>09:00 hrs</b>	Options of BOGE screw compressors with oil-injection cooling (Frequency control, BLUEKAT, heat recovery)
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Options of BOGE screw compressors with oil-injection cooling (Handling of frequency inverter)
<b>11:45 hrs</b>	Installation and commissioning of screw compressors with oil-injection cooling
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>17:00 hrs</b>	End of the seminar

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>Compressed Air Treatment (2ET)</b>
<b>Learning opportunity</b>	<p>The participants in this seminar will get all necessary knowledge imparted that are necessary for a systematic troubleshooting at BOGE refrigeration dryers, adsorption dryers, DAV and BOGE converters.</p> <p>This includes a detailed understanding of complex machines and controls and extensive methodically skills.</p>
<b>Target group</b>	<p>Service technicians, administrative service and product support personnel of our key partners and distributors which are entrusted with the troubleshooting at BOGE air-treatment components.</p>
<b>Content</b>	<ul style="list-style-type: none"><li>• Function of refrigeration dryer and control technology parts</li><li>• Function and structure of dryer controls</li><li>• Function and structure of DAV dryer</li><li>• Function and structure of DAV controls</li><li>• Maintenance, recognize of faults and troubleshooting</li><li>• Function and structure of BOGE converter<ul style="list-style-type: none"><li>- Maintenance, recognize of faults and troubleshooting</li></ul></li></ul>
<b>Requirements</b>	<p>Knowledge about the structure and function of refrigeration and adsorption dryers, as well as knowledge of operation and maintenance of such equipment.</p>
<b>Duration</b>	2 days
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Agenda</b>	<b>Compressed Air Treatment (2ET)</b>
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	Function of main components inside refrigeration circuit
<b>10:00 hrs</b>	Regulating components of refrigeration dryer (the function and possible factors may course faults)
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Regulating components of refrigeration dryer (function and possible factors may course faults)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Refrigeration dryer controls type DB, DR, DX and DS (Fault lists, indications and their meaning)
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	DAV Adsorption dryer (Design and function)
<b>17:00 hrs</b>	End of the seminar day

**In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.**

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

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<b>Agenda</b>	<b>Compressed Air Treatment (2ET)</b>
<b>Day 2</b>	
<b>09:00 hrs</b>	Fundamentals of compressed air and the compressor room
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	DAV dryer (Faults, troubleshooting and maintenance)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	BOGE converter (Design and function)
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	BOGE converter (Faults, troubleshooting and maintenance)
<b>16:30 hrs</b>	BOGE air- treatment from customer and user perspective- we are interested in your opinion.
<b>17:00 hrs</b>	End of the seminar



# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>Piston compressors (2EP)</b>
<b>Learning opportunity</b>	<p>The participants of this seminar will get all the necessary skills for the systematic approach to doing troubleshooting and fault correction.</p> <p>This includes extensive methodological skills as well as detailed understanding of complex machines and controls.</p>
<b>Target group</b>	<p>Experienced service technicians, BOGE administrative service and product support personnel of key partners and distributors who are involved in the maintenance of oil injected BOGE screw compressors.</p>
<b>Content</b>	<ul style="list-style-type: none"><li>• Fault analysis of oil-lubricated and oil-free piston compressors</li><li>• Configuration of oil injected screw compressor controls (<b>base</b> control (BASIC), FOSUC and <b>focus</b> control 2.0)</li><li>• Troubleshooting and repair of screw compressors with oil-injection cooling</li><li>• Commissioning of piston compressors</li></ul>
<b>Requirements</b>	<p>Technical understanding of oil-lubricated and oil-free piston compressors, and knowledge of the operation of machines and work on machines.</p>
<b>Duration</b>	2 days
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Piston compressors (2EP)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:20 hrs	Fundamentals of compressed air and product overview of BOGE piston compressors
10:30 hrs	Break
11:00 hrs	Compressor controls for BOGE piston compressors: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Design, function and handling)</li></ul>
12:45 hrs	Lunch-Break
13:30 hrs	Compressor controls for BOGE piston compressors: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Function and setup of base load switch)</li></ul>
15:00 hrs	Break
15:30 hrs	Compressor controls for BOGE piston compressors: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Setup of a base load switch and Software flashing)</li></ul>
17:00 hrs	End of the seminar day

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Piston compressors (2EP)
<b>Day 2</b>	
<b>09:00 hrs</b>	Installation and commissioning of oil-luricated and oil-free piston compressors
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Options of BOGE piston compressors (Booster, Flex <b>PET</b> )
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>17:00 hrs</b>	End of the seminar

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>BOGE-Service (2EE1)</b>
<b>Learning opportunity</b>	<p>The participants in this seminar will be taught all the knowledge necessary to do a systematic troubleshooting and - recovery at BOGE compressors.</p> <p>Furthermore to do an independent commissioning is obtained after the defaults which were necessary for the best<sup>cair</sup> warranty extension program. (not available in all countries)</p> <p>The seminar prepares for the examination to the certified BOGE service technician. (necessary for best<sup>cair</sup>)</p>
<b>Target group</b>	<p>Service technicians, administrative service and product support personnel of our key partners and distributors that deal with compressor servicing.</p>
<b>Content</b>	<ul style="list-style-type: none"><li>• Commissioning of BOGE compressors</li><li>• Introduction of best<sup>cair</sup> warranty program</li><li>• Design, function, application, layout and maintenance on compressed air preparation components</li><li>• Design, functions, handling and options of BOGE compressor controls</li><li>• Systematically troubleshooting at BOGE compressors</li></ul>
<b>Requirements</b>	<p>Technical understanding of screw compressors with oil-injection cooling, and knowledge of the operation of machines and work on machines.</p>
<b>Duration</b>	2 days
<b>Charge</b>	-
<b>Dates and locations</b>	April            19 – 20/2016            Bielefeld September    19 – 20/2016            Bielefeld

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	BOGE servicing (2EE1)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:20 hrs	Requirements according maintenance on screw compressors and introduction of BOGE best <i>cair</i> warranty program
10:30 hrs	Break
11:00 hrs	Compressed air treatment <ul style="list-style-type: none"><li>• (Design, function, application, layout criteria)</li></ul>
12:45 hrs	Lunch-Break
13:30 hrs	Compressor controls for screw compressors with oil-injection cooling: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Design, function and handling)</li></ul>
15:00 hrs	Break
15:30 hrs	Compressor controls: <b>base</b> control (BASIC)/RATIO, FOCUS and <b>focus</b> control 2.0 <ul style="list-style-type: none"><li>• (Setup of a base load switch and Software flashing)</li></ul>
17:00 hrs	End of the seminar day

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

Agenda	Compressor servicing (2EE1)
<b>Day 2</b>	
<b>09:00 hrs</b>	Fundamentals of compressed air and the compressor room
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Installation and commissioning of screw compressors with oil-injection cooling according best <i>cair</i>
<b>12:00 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>15:00 hrs</b>	Break
<b>15:30 hrs</b>	Fault determination and localisation on BOGE compressors (electrical and mechanical)
<b>17:00 hrs</b>	End of the seminar

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

<b>Description</b>	<b>Examination “Certified BOGE technician” (2EE2)</b>
<b>Learning opportunity</b>	Certification of a service technician of our key partners or distributors as requirement for attendance with best <b>cair</b> extended warranty program and obtaining the service qualification.
<b>Target group</b>	Experienced service technicians of our key partners and distributors.
<b>Content</b>	<ul style="list-style-type: none"><li>• Basics of compressed air</li><li>• Expanded knowledge of design, function, commissioning and maintenance of oil lubricated and oil free piston compressors</li><li>• Expanded knowledge of design, function, commissioning and maintenance of oil injected screw compressors</li><li>• Expanded knowledge of design, function, options and software-flashing of compressor controller</li><li>• Design, function, application and layout of compressed air treatment</li><li>• Commissioning and maintenance guide lines of best<b>cair</b> extended warranty program</li></ul>
<b>Requirements</b>	<ul style="list-style-type: none"><li>• Technical knowledge of design, function, application of piston compressors and screw compressors with associated controller and compressed air treatment</li><li>• Guide lines of best<b>cair</b> extended warranty program (attendance with “professional seminar service“)</li></ul>
<b>Duration</b>	1 days
<b>Charge</b>	-
<b>Dates and locations</b>	April 21/2016 Bielefeld September 21/2016 Bielefeld

# BOGE Compressed Air Academy

## Professional Service Seminar (English)

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<b>Agenda</b>	<b>Examination “Certified BOGE technician” (2EE2)</b>
<b>09:00</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:30</b>	Written examination
<b>10:30</b>	Break
<b>11:00</b>	Practical examination (per participant approx. 20 - 30 min) Settings and troubleshooting at different compressors
<b>12:45</b>	Lunch-Break
<b>13:30</b>	Practical examination (per participant approx. 20 - 30 min) Settings and troubleshooting at different compressors
<b>15:45</b>	Break
<b>16:30</b>	Announcement of examination results and grant certification
<b>17:00</b>	End of the seminar

**In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.**



# BOGE Compressed Air Academy

## Basic Sales Seminar (English)

<b>Description</b>	<b>Screw compressors with oil-injection cooling (6ES)</b>
<b>Learning opportunity</b>	The participants will learn about the design and structure of the C series and S series, its important components and its functions as well as how to argue its advantages and the customer benefits. Moreover we compare the most important competitors.
<b>Target group</b>	Sales representatives and indoor sales staff with customer contacts and all interested staff members.
<b>Content</b>	<ul style="list-style-type: none"><li>• Structure and function of oil injection-cooled screw compressors of the C range</li><li>• Structure and function oil injection-cooled screw compressors of the S range</li><li>• How to argue advantages and benefits of C and S range</li><li>• Comparisons with the competition</li></ul>
<b>Requirements</b>	Technical understanding of machines.
<b>Duration</b>	1 Day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Basic Sales Seminar (English)

<b>Agenda</b>	<b>Screw compressors with oil-injection cooling (6ES)</b>
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	Overview of the C range, structure of the C range and function of essential components, Argumentation of Advantages and benefits
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Design and function of single components BOGE screw compressors with oil-injection cooling (S and C series)
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Advantage and benefit argumentation of C and S series
<b>15:00 hrs</b>	Break
<b>15:15 hrs</b>	Information about competition and comparisons to C and S range
<b>17:30 hrs</b>	End of the seminar

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# BOGE Compressed Air Academy

## Sales Seminar (English)

<b>Description</b>	<b>Professional preparation for sales talks (6EV1)</b>
<b>Learning opportunity</b>	<p>This seminar is for inexperienced sales people or indoor sales people, as well as for experienced ones who want to brush-up their sales skills.</p> <p>Participants of this seminar will learn about basics of sales and will learn the mechanisms and techniques of successful sales talks. Exercises and work shops will support this goal.</p>
<b>Target group</b>	Sales people and indoor sales people with intensive customer contacts to our dealer partners and customers.
<b>Content</b>	<ul style="list-style-type: none"><li>• Communication and selling</li><li>• Sales talks: from opening to closing a deal</li><li>• Elements of preparation</li><li>• Basics of negotiation</li><li>• The 4 corner posts of negotiation</li><li>• How to deal with objections</li></ul>
<b>Requirements</b>	sales orientation
<b>Duration</b>	1 Day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Sales Seminar (English)

Agenda	Professional preparation for Sales Talks (6EV1)
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	Basics of communication <ul style="list-style-type: none"><li>• active listening</li><li>• body language</li></ul>
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	Communication <ul style="list-style-type: none"><li>• leading a conversation</li><li>• Elements of communication</li><li>• exercises</li></ul>
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	The sales talk: from preparation to closing the deal <ul style="list-style-type: none"><li>• The preparation</li><li>• The customer</li><li>• The planning</li></ul>
<b>15:00 hrs</b>	Break
<b>15:15 hrs</b>	The sales talk: from preparation to closing the deal <ul style="list-style-type: none"><li>• The negotiation</li><li>• Dealing with objections</li><li>• Closing the deal</li></ul>
<b>17:30 hrs</b>	End of the seminar

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# BOGE Compressed Air Academy

## Sales Seminar (English)

<b>Description</b>	<b>Communication, negotiating and selling (6EV2)</b>
<b>Learning opportunity</b>	<p>This seminar is for inexperienced sales people, indoor sales people with intensive customer contacts and those who want to brush-up their selling skills.</p> <p>The participants will learn the basics of communication, negotiation and selling techniques. Exercises and workshops will support this goal.</p>
<b>Target group</b>	Sales people and indoor sales people with intensive customer contacts to our dealer partners and customers.
<b>Content</b>	<ul style="list-style-type: none"><li>• Basics of communication</li><li>• The price negotiation</li><li>• The four corner posts of negotiation</li><li>• Conflict management and dealing with objections</li><li>• The phone call</li><li>• Techniques of asking questions and argumentation</li></ul>
<b>Requirements</b>	Sales orientation and basic understanding of compressors.
<b>Duration</b>	1 Day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Sales Seminar (English)

<b>Agenda</b>	<b>Communication, negotiating and selling (6EV2)</b>
<b>Day 1</b>	
<b>09:00 hrs</b>	Welcome and introduction to the course agenda, Introduction of participants
<b>09:15 hrs</b>	Basics of communication <ul style="list-style-type: none"><li>• active listening</li><li>• body language</li></ul>
<b>10:30 hrs</b>	Break
<b>11:00 hrs</b>	The Negotiation <ul style="list-style-type: none"><li>• The price negotiation</li><li>• exercises</li></ul>
<b>12:45 hrs</b>	Lunch-Break
<b>13:30 hrs</b>	Conflict management and dealing with objections <ul style="list-style-type: none"><li>• The phone call</li></ul>
<b>15:00 hrs</b>	Break
<b>15:15 hrs</b>	Techniques to ask questions and argumentation <ul style="list-style-type: none"><li>• exercises</li></ul>
<b>17:00 hrs</b>	End of the seminar

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# BOGE Compressed Air Academy

## Sales Seminar (English)

<b>Description</b>	<b>Presentation Skills – or the Art to be kept in Memory (6EV3)</b>
<b>Learning opportunity</b>	Participants of this seminar will learn how to systematically prepare and professionally conduct presentations. Group works and role plays will deepen their presentation and public speaking skills.
<b>Target group</b>	Sales people and all those who want to conduct presentations or hold speeches.
<b>Content</b>	<ul style="list-style-type: none"><li>• Basics of a successful presentation</li><li>• Preparation of a presentation</li><li>• Structure of a presentation</li><li>• Technical tools</li><li>• How to present with PPP (Beamer, etc. )</li><li>• Tips and Tricks</li><li>• How to deal with questions</li><li>• Exercises</li></ul>
<b>Requirements</b>	Basic knowledge of Power-Point-Presentation (MS) desirable
<b>Duration</b>	1 Day
<b>Charge</b>	-
<b>Dates and locations</b>	on appointment

# BOGE Compressed Air Academy

## Sales Seminar (English)

Agenda	Presentation Skills – or the Art to be kept in Memory (6EV3)
Day 1	
09:00 hrs	Welcome and introduction to the course agenda, Introduction of participants
09:15 hrs	Presenting in front of a group – It's show time! <ul style="list-style-type: none"><li>• basic rules of a presentation</li><li>• interaction and body language</li><li>• rhetorical tools</li></ul>
10:30 hrs	Break
11:00 hrs	Preparing a presentation <ul style="list-style-type: none"><li>• elements of a presentation</li><li>• structure of a presentation</li><li>• exercises</li></ul>
12:45 hrs	Lunch-Break
13:30 hrs	How to conduct a presentation <ul style="list-style-type: none"><li>• tips und tricks</li><li>• questions after the presentation</li><li>• technical tools (media and how to use them)</li></ul>
15:00 hrs	Break
15:15 hrs	How to conduct a presentation <ul style="list-style-type: none"><li>• exercises</li></ul>
17:00 hrs	End of the seminar

In case the seminar will take place at BOGE headquarters, and if time-wise possible we will make a factory tour for those who are interested.



# BOGE Compressed Air Academy

## General Information

## Boge Compressed Air Academy

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### General Terms and Conditions of Registration and Participation

Our aim is to provide excellent professional seminars to attain the maximum benefit for course participants. The following information describes the procedure we adopt:

#### Advice and registration

Secure your place on the seminar by booking early. Places are restricted and bookings will be accepted on a first-come basis. In the event of over-subscription, however, we will make every effort to find you a suitable alternative date.

#### Confirmation of registration

We will confirm your registration by email to complete your files.

#### Cancellation

We reserve the right to postpone courses or hold them at a different venue, or to cancel them entirely.

#### Right to cancel

If there are any changes in your plans, you are entitled to nominate a substitute to participate in your place. Cancellations received up to three weeks before the start of the seminar will not be subject to any costs; after this date, 50% of the course fee will be payable. If cancellation is made in the last week before the seminar begins, or if participants fail to show up, the course fee will be payable in full.

#### Course fees

Seminar prices are subject to statutory value added tax and, unless otherwise indicated, cover the course fee, the seminar documentation as well as lunch and soft drinks in the breaks during the event. Invoices will be issued after the seminar has taken place. The invoiced amount will be due in full upon receipt of the invoice. We regret that we are unable to make any refund for only partially used services.

#### Liability

We accept liability for damages caused by our staff only if these are caused by wilful intent or gross negligence. Any further liability for damages is excluded.

# BOGE Compressed Air Academy

## General Information

## Boge Compressed Air Academy

### Instructors

Our experienced BOGE trainers are in constant touch with everyday working practice since besides holding seminars they also assist in international support in their capacity as experts in their field.

### Seminar documentation

The detailed course material will become an indispensable reference tool during day-to-day work.

### Certificate

A certificate will be issued to document that participants have successfully completed their seminar.

### Accommodation/recommended hotels

#### **Park Inn Bielefeld**

Am Johannisberg 5

33615 Bielefeld

Tel: 0521/92380

mail: [info.bielefeld@eventhotels.com](mailto:info.bielefeld@eventhotels.com)

Internet: <http://www.bielefeld.parkinn.de>

Please book rooms yourselves.

### Registration

You can also register for your seminar quickly and easily at our website:

[www.boge.com/en/artikel/en/Domino/Druckluftkolleg.jsp?msf=100%252C400%252C150&switchlang=en](http://www.boge.com/en/artikel/en/Domino/Druckluftkolleg.jsp?msf=100%252C400%252C150&switchlang=en)

### **BOGE Druckluftsysteme**

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