

2025 Distributor Trainings



2025 Training Dates / Registration



Schroeder Industries Main Office | 580 West Park Road - Leetsdale PA 15056

Basic Distributor Training | March 11-13, 2025 | [Register](#)

NEW: Distributor Sales Training | April 22-23, 2025 | [Register](#)

Advanced Distributor Training | May 20-22, 2025 | [Register](#)

NEW: Distributor Sales Training | July 22-23, 2025 | [Register](#)

Basic Distributor Training | August 12-14, 2025 | [Register](#)

Advanced Distributor Training | September 23-25, 2025 | [Register](#)

To register, add 1 ticket to your order, select continue, and fill out all required fields. Admission to the training is free for all of Schroeder Industries' full line distributors and HYDAC/Schroeder team members. Attendees must register individually. Space is limited.

Additional Information

Lodging & Transportation

- Transportation and lodging costs are the responsibility of the attendee.
- Schroeder Industries will reserve blocks of rooms at the Hilton Garden Inn Pittsburgh Airport for \$125 plus taxes for attendees.
- Confirmation numbers for reservations will be emailed two weeks prior to the training.
- Attendees will be asked to present their credit card at check in.
- The hotel has a shuttle to and from the airport, but does not have a shuttle to the Leetsdale office. Please plan to secure your own transportation.

Meals

- Breakfast at the Hilton Garden Inn Pittsburgh is included in the cost of the room.
- Lunches will be provided on-site in the Leetsdale office, as well as water and coffee.
- Schroeder Industries will host dinners, but they are not mandatory to attend.
- Attendees with special dietary restrictions (vegan, vegetarian, allergies) should contact Jennie Cercone.

If you have any questions regarding your attendance/registration, please contact:

Jennie Cercone

Executive Assistant | Schroeder Industries
jennie.cercone@schroederindustries.com

McKenzie Thorpe

Marketing Supervisor | Schroeder Industries
mckenzie.thorpe@schroederindustries.com

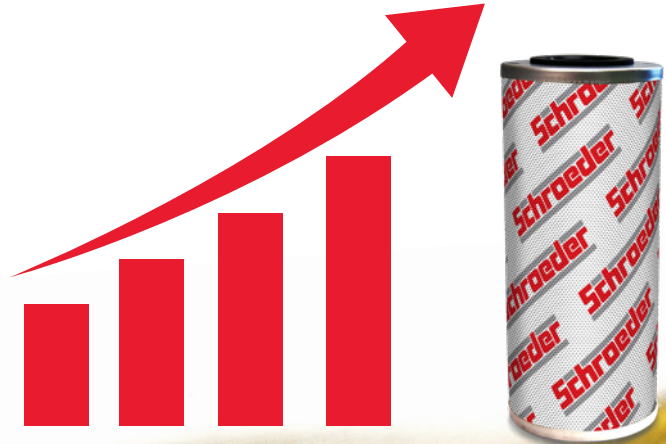
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NEW: Distributor Sales Training

As part of our Distributor Training series, Schroeder Industries is now offering seminars focused on industry-specific sales strategies and scenarios!

Two sessions will be available for interested distributors and HYDAC/Schroeder teammembers.



Over two days of training, Schroeder Industries Director of Sales & Marketing Bernard Brown will cover:

Distributor Sales Training Basic Overview

- Competitive selling techniques
- Sales techniques specific to the filtration market
- Strategies for navigating and overcoming objections
- Methods for identifying customer pain points
- Roleplay demonstrations and exercises
- And more!

We hope you will join us for these new training opportunities!

Sales Training Session 1
April 22-23, 2025 | [Register](#)

Sales Training Session 2
July 22-23, 2025 | [Register](#)

2025 Distributor Trainings



Which Training Should I Attend?

Review the table below to help decide which training better suits your needs:

Basic Training	Advanced Training
Element Technology <ul style="list-style-type: none"> Understanding the characteristics of Filter Elements / Testing Schroeder's Element Technology Media Offerings Quality Protection / Private Labeling / Cross Reference Website 	Element Technology <ul style="list-style-type: none"> Quick review of Schroeder's Element Technology Media Offerings In depth focus on Testing Capabilities / Why our test stands are superior Real Application Successes / ROI examples New & Upcoming Products / Concepts Trip/Tour of Cumberland Manufacturing Facility
Filter Systems <p>Contamination Control</p> <ul style="list-style-type: none"> Includes review of contamination Review of ISO code and determination of target ISO codes <p>Oil Analysis</p> <ul style="list-style-type: none"> How to take bottle samples, read oil report, interpret data to recommend products to help customer solve contamination issues <p>Contamination Monitoring Devices</p> <ul style="list-style-type: none"> Overview of inline and portable particulate counting units Overview of water saturation and water saturation sensors Overview of metallic contamination sensors <p>Fluid Contamination Monitoring</p> <ul style="list-style-type: none"> Portable & stationary offline filtration systems Application and sizing overview Water removal systems - Positive Pressure vs. Vacuum Dehydration Units 	Filter Systems <p>Oil Analysis</p> <ul style="list-style-type: none"> How to take bottle samples, read oil report, interpret data to recommend products to help customer solve contamination issues <p>Contamination Monitoring Devices</p> <ul style="list-style-type: none"> Review of inline and portable particulate counting units as well as water saturation sensors Electronic Sensors (pressure, temperature, flow, etc.) Contamination Sensor Interface - CSI-C-11 CTU - Contamination Test Modules Application Success <p>Fluid Contamination Monitoring</p> <ul style="list-style-type: none"> Review of portable and stationary offline filtration systems SMART filter carts with IoT included Review of water removal systems and how to size for customer applications Varnish Mitigation Units - includes what is varnish, how to test for varnish Application Successes
Hydraulic & Lube <ul style="list-style-type: none"> Filter & Accessories products overview Basic Specification understanding Basic Introduction to Filter Sizing Basic Understanding of Tank Optimization 	Hydraulic & Lube <ul style="list-style-type: none"> Further understanding filters and properly sizing them for an application Further understanding of Next Generation Filtration and how it applies to tank optimization New & upcoming products Success stories
Process Filtration <ul style="list-style-type: none"> Overview of Process products and markets Water filtration Emulsions & Coolants Compressed Gas FDA products Cooling Towers & Heat Exchangers Fuels and Lubrication Filters 	Process Filtration <ul style="list-style-type: none"> Automatic Backwash filters backwash differentiation Choosing the correct filter for the application High Dirt Loading Applications Gas Filtration Competition Market-Specific Applications
Fuel Filtration <ul style="list-style-type: none"> The need for advanced fuel filtration Schroeder Industries fuel filtration technology overview On-Board and Bulk Fuel Filtration - Key Products & Applications New Product Highlights - Fuel Polishing, BestFit, FBO Elements, Compressed Gas Filtration 	Fuel Filtration <ul style="list-style-type: none"> The need for innovation in fuel filtration - "Filters for the Future" Latest industry trends and target markets <p>New product development and focus, including</p> <ul style="list-style-type: none"> High-flow onboard filtration for diesel engines Power Generation Alternative energy applications & more...