

Metso  
ACADEMY

## Distributor Academy

We responsible for developing training programs that allow our distributors to increase their product knowledge (equipment and services) that we currently sell and support.

We have defined a distributor development program for the three service areas: Capital, Aftermarket and Service with face-to-face and virtual trainings available during the year.

With this development model, we will be able to ensure that our distributors represent our brand with the same quality that we would do with our own resources.

This learning model strategy aims to develop the dealer network to a point where dealers function practically as if they were agents of our company, offering technical support and customized solutions to the needs of each customer with a Tier 1 level.

## 2024 Distributor Training Schedule

### GLOBAL EVENTS for all regions

#### Crushing and Screening Fundamentals

**January 30**

Virtual Training - English  
Area: Capital Sales

#### Introduction to Bruno

**January 31**

Virtual Training - English  
Area: Capital Sales

#### NW – How to sell a plant **CANCELED**

Classroom Training - English  
Alwar, India  
Area: Capital Sales

#### NW – How to set up a plant **CANCELED**

Classroom Training - English  
Alwar, India  
Area: Service

#### HRC – Operation & Maintenance training

**February 12 - 14**

Classroom Training - English  
Alwar, India  
Area: Service

#### Machine Selection

**February 20 - 21**

Virtual Training – English  
Area: Capital Sales

#### Machine Selection

**March 26 - 27**

Virtual Training – English  
Area: Capital Sales

#### Crushing and Screening Process Design

**May 28 - 30**

Classroom Training - English  
Tampere, Finland  
Area: Capital Sales

#### Machine Selection

**September 3 - 4**

Classroom Training – English  
Tampere, Finland  
Area: Capital Sales

#### Machine Selection

**October 8 - 9**

Virtual Training – English

#### Crushing and Screening Process Design

**Nov 12 - 14**

Classroom Training - English  
Macon, France

#### Certified Inspector Program On demand

Virtual Training + Practice  
Area: Service

For subscribing to this certification  
please contact:

[distributor.academy@metso.com](mailto:distributor.academy@metso.com)

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Note: The subscription procedure to participate in these global events is done through the eLearning platform. Once you are on the platform, search for the name of the event and follow the instructions on the platform.

# 2024 Distributor Training Schedule

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## Program Information

This course calendar shows the events scheduled globally for all regions: America, EMEA and APAC.

The courses are divided by specialty, with courses for equipment sales personnel (Capital), post-sale support personnel (Aftermarket) and Service personnel.

The courses are planned regionally or globally in different languages (Spanish, English and French).

Some course dates are yet to be defined and will be updated in this digital file as the definition time progresses, so you can periodically download this file to have the most recent version.

If you wish to have a specific course for your area or your staff, please contact your local Metso distribution manager directly to request it.

## NORTH AMERICA - Regional Events

### **Nordtrack training**

**March 19 - 21**

Classroom Training – English  
Location: USA WEST  
Area: Service

### **Lokotrack LT/ST**

**April 16 - 18**

Classroom Training - English  
Location: USA EAST  
Area: Service

### **Machine Selection**

**April 23 - 24**

Virtual Training - English  
Area: Capital Sales

### **Aftermarket Services Training**

**April 15 - 16**

Virtual Training - English  
Area: Aftermarket

### **Lokotrack HYD & ELE**

**May 8 - 9**

Classroom Training - English  
Location: USA EAST  
Area: Service

### **Applications Training**

**May 28 - 30**

Classroom Training – English  
Location: USA EAST  
Area: Capital Sales

### **PSSR Training**

**June 4 - 6**

Classroom Training - English  
Location: USA WEST  
Area: Aftermarket

### **HP Technical Training**

**June 18 - 20**

Classroom Training - English  
Location: TBD  
Area: Service

### **Nordtrack training**

**July 16 - 18**

Classroom Training – English  
Location: USA EAST  
Area: Service

### **Applications Training**

**August 13 - 15**

Classroom Training - English  
Location: USA WEST  
Area: Capital Sales

### **Crusher Wears Training**

**September 2 – 3 (New date)**

Virtual Training - English  
Area: Aftermarket

### **Lokotrack LT/ST**

**September 10 - 12**

Classroom Training - English  
Location: USA WEST  
Area: Service

### **PSSR Training**

**October 8 - 10**

Classroom Training - English  
Location: USA EAST  
Area: Aftermarket

### **Lokotrack HYD & ELE**

**November 6 - 7**

Classroom Training - English  
Location: USA WEST  
Area: Service

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**It is our  
expertise to  
help our  
customers  
transform  
the  
industry.**



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## Who should attend a Metso training seminar?

Metso distributor training is categorized into two categories: technical training and sales support training. Machine training (for HP, LT, MX, etc.) is geared toward service personnel, but salespersons may also benefit from attending.

Applications training is more for crushing specialists responsible for selling machinery and designing plants.

PSSR training focuses on knowledge base for those supporting parts and service of Metso machinery.

## 2024 Distributor Training Schedule

### SOUTH AMERICA - Regional Events

#### Crushing & Screening

**February 12 - 13**

Virtual Training - Spanish  
Area: Capital Sales

#### Lokotrack LT/ST

**March 4 - 8**

Classroom Training - Spanish  
Location: Mexico City  
Area: Service

#### Lokotrack LT/ST

**March 25 - 29**

Classroom Training - Spanish  
Location: Uruguay  
Area: Service

#### HRC – Technical Training

**April 2 - 4**

Classroom Training - Spanish  
Location: Brazil Factory  
Area: Service

#### Process Design

**April 10 - 11**

Classroom Training – Spanish  
Area: Capital Sales

#### Aftermarket Services Training

**April 15 - 16**

Virtual Training - English  
Area: Aftermarket

#### PSSR Training

**April 23 - 25**

Classroom Training - Spanish  
Location: Dominican Republic  
Area: Aftermarket

#### Nordtrack training

**August 5 - 9**

Classroom Training – Spanish  
Location: Colombia  
Area: Service

#### Crusher Wears Training

**September 9 – 10 (new date)**

Virtual Training - Spanish  
Area: Aftermarket

#### Screen Check Training

**September 24 - 26**

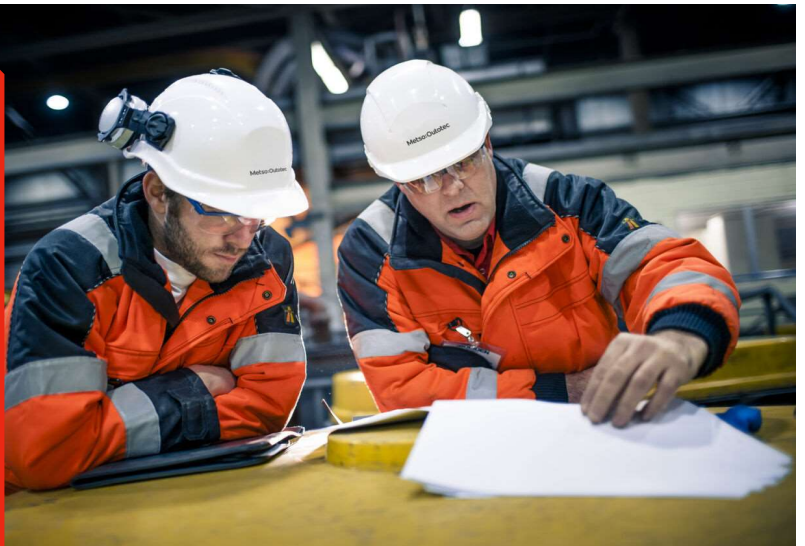
Classroom Training - Spanish  
Location: TBD  
Area: Service

#### Sales Seminar

**October 14 - 18**

Classroom Training - Spanish  
Location: TBD  
Area: Capital Sales & Aftermarket

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# 2024 Distributor Training Schedule

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## Can my end customers attend?

No, all events on this schedule are for Metso distributor internal employees ONLY. Metso offers customer trainings on a variety of subjects that are held independently of distributor trainings.

## EMEA - Regional Events

### Screens Training

**March 12 - 14**

Virtual Training - English

Area: Capital Sales & Aftermarket

### Applications Training

**May 14 - 16**

Virtual Training - English

Area: Capital Sales

### Aftermarket Services Training

**April 8 - 9**

Virtual Training - English

Area: Aftermarket

### PSSR Aftermarket Training

**June 4 - 5**

Virtual Training - English

Area: Aftermarket

### Machine Selection

**April 10 - 11**

Virtual Training - French

Area: Capital Sales

### Crusher Wears Training

**June 26 - 27**

Virtual Training - English

Area: Aftermarket

### Lokotrack LT/ST

**April 16 - 18**

Virtual Training - English

Area: Service



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# 2024 Distributor Training Schedule

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## How do I sign up?

Metso will be using an online self-registration system. Distributor will receive each course information. Instructions will accompany the course reminders, which are typically emailed about a month prior to an event.

For classroom trainings you will receive a confirmation with all training details, including location, times, and hotel recommendations. Never book travel until a final confirmation is received.

## APAC - Regional Events

### Machine Selection

**February 5 - 7**

Classroom Training - English  
Location: Jakarta, Indonesia  
Area: Capital Sales

### PSSR Aftermarket Training

**July 9 - 10**

Virtual Training - English  
Area: Aftermarket

### Aftermarket Services Training

**May 6 - 7**

Virtual Training - English  
Area: Aftermarket

### Crusher Wears Training

**September 4 - 5**

Virtual Training - English  
Area: Aftermarket

### Lokotrack LT/ST

**June 11 - 13**

Virtual Training - English  
Area: Service

### Screen Check Training

**October 22 - 24**

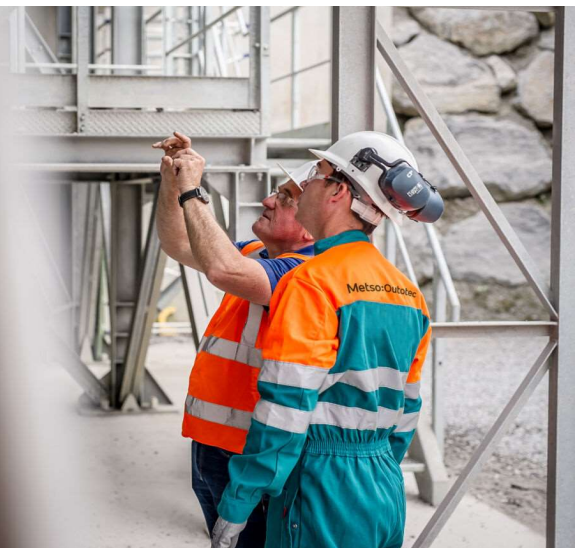
Classroom Training – English  
Location: TBD  
Area: Service

### Applications Training

**June 18 - 20**

Virtual Training - English  
Area: Capital Sales

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## Can my company host an event?

Yes, so long as certain criteria are met. All courses need a quiet room designed for training and equipped for presentations.

Some courses also require specific Metso equipment to be on site, or to have a local quarry willing to allow a class visit of 16 persons approximately. Please contact Metso to inquire further.



# 2024 Distributor Training Schedule

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## Course descriptions and content

### What can you expect to learn at a Metso training?

The agendas that we follow are designed to provide topic-specific information to the target audience. We do our best to ensure that we are filling your classtime with valuable information applicable to everyone in attendance. Occasionally, there may be an item covered that does not apply to your specific role at your organization. The information is still valuable and can be passed on to others when you return. Course content may be modified based on attendee feedback as well as new products or procedures.

### Unit Crusher Operations and Maintenance: MX, HP, and Symons

Topics covered are parts identification, lubrication system, operating guidelines, maintenance, liners, hydraulic, and safety.

### LT/ST Operations and Maintenance

Metso's 21/2-day LT/ST course is designed to provide distributor service personnel with the knowledge needed to service, operate, and maintain the Metso Lokotrack® series of mobile crushers and screens. Topics include: safety, setup and operation, crusher application, IC controls, electrical and hydraulic schematics and troubleshooting, and maintenance. Course includes machine-side training.

### LT/ST Electrical and Hydraulic

This 3-day workshop is designed with the intent to increase knowledge of the hydraulic and electrical systems of the Metso Lokotrack® series. Topics include classroom explanation and navigation of schematics as well as machine-side activities, including parts identification and troubleshooting scenarios.

### Applications

This 3-day course will include classroom instruction, case study analysis, quarry exercises, and group problem-solving activities designed to increase applications knowledge. Topics include common rock tests, equipment selection, wear parts selection, crusher optimization, vibrating screen optimization, screening media selection, introduction to Bruno software, and a customer site visit.

### PSSR

This 21/2-day course is designed to build upon the knowledge gained from Metso's eLearning curriculum. Topics include plant flow, wear parts selection, wear profile analysis, screening media selection, PSSR's guide to Lokotrack®, cone crusher parts identification, distributor/customer relationship, why to buy OEM, aftermarket sales techniques, and a customer site visit.

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## Private training available

Let our Metso trainer come to you! A private training can be tailored to your specific needs. Training can be classroom-style, machine-side, or a mix of both. A qualified Metso instructor can address your individual operation and maintenance concerns, and concentrate on your machine in a private setting.

This is a billed training option, but if you have several employees needing training, this option may be a cost-effective way to bring a Metso instructor to you! Please email Alejandro Garza at [alejandro.garza@metso.com](mailto:alejandro.garza@metso.com) for details.