



# SKANDIA ACADEMY

FREE TWO-DAY COURSE IN ARENTORP



# MAKE YOUR CUSTOMERS HAPPIER AND INCREASE PROFITABILITY

## – BECOME A CERTIFIED DEALER WITH SKANDIA ACADEMY.

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*The more familiar your company is with our products and systems, the easier your job will be. Skandia Academy is a completely free, two-day training course where staff from your company can become experts on Skandia Elevator conveying systems.*



After completing this course, participants will have gained knowledge that will make their day-to-day work easier, faster and more correct, leading in turn to happier end-customers. Skandia Academy gives you a firm foundation of knowledge from which you can increase your profitability.

There are three different specialisations for this course: one for sales managers, one for project designers and one for assembly technicians. All training takes place on site at our plant in Arentorp and includes both theoretical and practical elements. Courses are held in English or Swedish, depending on course participants. Any dealers who have put forward at least one representative for each specialisation becomes a Certified Dealer of Skandia Elevator. This certification guarantees to customers that you are familiar with Skandia Elevator ranges and systems. This is a quality hallmark that inspires trust and confidence.

**So invest in a ticket to Arentorp and Skandia Academy – we look forward to welcoming you!**

Handwritten signatures of Jonas Larsson and Joakim Larsson, separated by an ampersand.

Jonas Larsson

Joakim Larsson



*If you and your staff do not have the opportunity to visit us in Arentorp, we can organise on-site training at your site. Contact [academy@skandiaelevator.com](mailto:academy@skandiaelevator.com) for more information.*



# TRAINING FOR SALES MANAGERS

AS A SALES MANAGER, YOU HAVE TO HAVE A CONSIDERABLE INSIGHT INTO MANY DIFFERENT AREAS AND BE ABLE TO FIND THE BEST, MOST AFFORDABLE SOLUTION FOR THE FACILITIES OF EACH AND EVERY CUSTOMER. OUR TRAINERS WILL LOOK AT AREAS SUCH AS PRODUCT KNOWLEDGE, SELLING POINTS AND PRICING.

## ABOUT SKANDIA ELEVATOR

A brief look at the history of Skandia Elevator, how we work and why. We look at various customer references and take a tour of the factory.

## PRODUCT KNOWLEDGE

Presentations and demonstrations of machinery and accessories. Review of the entire range and the possible solutions that the different product lines offer. All so that you can get to know our products.

## SYSTEM KNOWLEDGE

We review details relating to functionality and how various machines are connected to one another. After this training course, sales managers should be able to help each and every customer to choose machines that meet their needs. We also provide general information on ATEX classification of machinery. Sales managers learn what information they need from end-customers so that Skandia Elevator can supply machines with the right ATEX classification. Brief review of which tools we provide for design and planning work.

## SELLING POINTS

This is where we provide the tools that sales managers need when talking to customers. What makes Skandia Elevator products stand out from competing products? Thorough review of When Quality Counts and the 7 reasons as to why customers should choose Skandia Elevator systems, such as dependability, service life and delivery reliability. We develop our reasoning around the importance of the conveying system in an efficient facility, and how the quality label Moving Parts from Skandia Elevator should help dealers to make this known to their customers. We also run through Skandia Elevator's sales information, including brochures, product sheets and the website.

## PRICING

Sales managers must be able to offer the right products at the right prices. We look through the price list and our Quote Configurator tool carefully. This is done step-by-step, with sample exercises. We practise calculating engine sizes using our Design Calculator.

## SAFETY AND DELIVERY

Basic safety knowledge and information on how deliveries from Skandia Elevator are packaged and what can be found where.





## TRAINING FOR PROJECT DESIGNERS

MOST EMPHASIS WILL BE PLACED ON PRODUCT AND SYSTEM KNOWLEDGE. PARTICIPANTS WILL LEARN HOW OUR VARIOUS PRODUCTS CAN BE COMBINED WITH ONE ANOTHER AND ABOUT THE TOOLS WE HAVE TO HELP WITH PROJECT DESIGN WORK, SUCH AS PRICE LISTS AND CAD BLOCKS.

### ABOUT SKANDIA ELEVATOR

A brief look at the history of Skandia Elevator, how we work and why. We develop our reasoning around the importance of the conveying system in an efficient facility. We look at various customer references and take a tour of the factory.

### PRODUCT KNOWLEDGE

Presentations and demonstrations of machinery and accessories. Review of the entire range and the possible solutions that the different product lines offer. All so that you can put together a cost-effective system.

### SYSTEM KNOWLEDGE


Project designers must have in-depth system knowledge so that they can design and plan facilities using our machines. We look at the basics of how the various machines work and are connected to one another to prevent stoppages. We provide a summary of what various ATEX classifications mean as regards electrical equipment on our machinery.

### PROJECT DESIGN TOOLS

We look at the various tools we have to help with project design work, such as CAD blocks and connection instructions for electronics. We also look at all the technical information available in the pricelist and practise calculating engine sizes using our Design Calculator.

### SAFETY

How our products work in terms of safety and how to design conveying systems offering optimum safety. Review of the system elements necessary to prevent stoppages and injuries.



# TRAINING FOR ASSEMBLY TECHNICIANS

FOR ASSEMBLY TECHNICIANS, THE PRIMARY EMPHASIS IN THIS TRAINING COURSE IS ON ASSEMBLY OF THE MACHINES AND THE CONNECTIONS BETWEEN THEM. THERE ARE A NUMBER OF PRACTICAL EXERCISES SCHEDULED. WE ALSO TAKE A LOOK AT SAFETY, TROUBLESHOOTING AND PRODUCT MAINTENANCE.

## ABOUT SKANDIA ELEVATOR

A brief look at the history of Skandia Elevator, how we work and why. We look at various customer references and take a tour of the factory.

## PRODUCT KNOWLEDGE

Presentations and demonstrations of machinery and accessories. Review of the entire range and the possible solutions that the different product lines offer. All so that you can get to know our products.

## SYSTEM KNOWLEDGE

To give assembly technicians a more in-depth understanding of how our products are to be installed, we run through details relating to functionality and connections and describe more instructive examples of what happens if things are not done correctly. The aim of this is to ensure that our machines are assembled reliably.

## SAFETY

Review of safety. This involves both how to avoid injury and how to prevent stoppages using the inherent safety in the equipment. We look at what the various safety decals mean and where they are located on the machines.

## PLANNING AND DELIVERY

Review of what needs to be prepared prior to assembly work. What extra materials may be needed for correct, safe assembly. Instructions on bracing and lifting. We look at how deliveries from Skandia Elevator are packaged and structured. What can be found where and how goods control is to be carried out.

## ASSEMBLY

We carry out practical exercises involving the assembly of machinery and equipment in our method hall. We run through the crucial elements for quality-assured assembly and how maintenance and troubleshooting are to be carried out.

## ACCOMMODATION AND MEALTIMES

*Skandia Elevator will pay for both your accommodation and your food for the two days of the course. The only thing the participants need to pay for is their travel to Arentorp.*

All participants stay at the comfortable Hotel Lumber & Karle in Kvänum, just over 20 minutes' drive from the Skandia Elevator plant in Arentorp. Lumber & Karle serves breakfast and dinner, and lunch is served on site in Arentorp.

Our training programme is action-packed, but if you so desire the hotel offers access to both a gym and a spa. There is also a bowling alley which is open to the general public.

If you or anyone else in your party suffers from food allergies, please let us know in your application so that we can notify the hotel and catering company. If you have any requests or queries regarding your accommodation, please send an email to [academy@skandiaelevator.com](mailto:academy@skandiaelevator.com)

Transport to and from the hotel will be organised by Skandia Elevator. If you will be arriving in your own car, the address is:

**Hotell Lumber & Karle**  
Götaplatsen 1, 535 30 Kvänum

For more information about the hotel, please see [www.lumberkarle.se](http://www.lumberkarle.se)

## TRAVEL TO ARENTORP

*We recommend that you arrive the night before the first day of your course as the course starts early on day 1. The course ends at around 16:00 on day 2, and the earliest departures should be booked for 19:00 so that you have time to catch flights.*

### FLIGHTS

If you live outside Sweden, the easiest option is to fly to Landvetter Airport (GOT), Gothenburg. Skandia Elevator will organise transport between the airport and your hotel. Therefore, please let us know your flight times by sending an email to [academy@skandiaelevator.com](mailto:academy@skandiaelevator.com) and we will come and collect you.

### CAR

There are plenty of places to park both in Arentorp and at Lumber & Karle. The Skandia Elevator plant can be found on Industrivägen, 534 94 Vara, and its GPS coordinates are latitude: 58.2422137 - longitude: 12.872298699999988. The coordinates for Lumber & Karle are latitude: 58.300318 - longitude: 13.182215

### JEANETTE ÅKESSON *Hospitality Manager*

Practical questions regarding Skandia Academy are answered by Jeanette and she will also be present during the two day course in Arentorp. **E-mail:** [academy@skandiaelevator.com](mailto:academy@skandiaelevator.com) **Phone:** +46 512 797 001



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**REGISTER FOR SKANDIA ACADEMY AND BECOME A CERTIFIED DEALER.**

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*See [www.skandiaelevator.com](http://www.skandiaelevator.com) to view current course dates and register.*

If you have any questions or would like more information, please contact us at

**E-mail:** [academy@skandiaelevator.com](mailto:academy@skandiaelevator.com)

**Phone:** +46 512 797 000

Training takes place at our plant in Arentorp  
Kedumsvägen 14  
S-534 94 Vara, Sweden

WELCOME TO ARENTORP AND SKANDIA ACADEMY

