



*"The Right Control
for your Application"*

May 14, 2008

TO: ALL KB SALES REPRESENTATIVES & DISTRIBUTORS

SUBJECT: KB ANNOUNCES FALL 2008 TRAINING SCHEDULE

We are pleased to announce the availability of training at our Coral Springs factory. Training includes Penta Power and KB Genesis products. Training sessions are held in our on-site classroom. This classroom is equipped with lab benches and offers "hands on" learning of models of our speed controls, complete with metering and motors. Each class accommodates up to eight students.

The two day class includes the basics of AC & DC motor speed controls. The course covers all our models, VFD, SCR, PWM and Battery. An agenda for the class can be found on the following page of this note. A tour of the KB factory is also included.

The \$250.00 tuition charge is payable by company check or purchase order. The tuition covers all class materials, as well as the hotel room for Wednesday and Thursday nights. Students are invited to join Sales Department staff for dinner on Thursday night. Classes are also scheduled next to a weekend, to allow students to stay over a Saturday night, if necessary to get affordable airfares, or for some R&R.

This training is designed for outside and inside distributor sales personnel. The students will learn how to specify and sell all of our products. Extensive discussion of typical applications will be included. Course materials given to students will include distributor binders, along with the KB Essentials software diskette covering all our products.

To reserve a spot, please contact Sales Administrator Doreen Smith (x-132). Classes will be added if these fill up. Take advantage of this opportunity to mix the business of learning about KB controls with the pleasure of South Florida. Please call us if you have any questions.

Sincerely,

Richard Fritts
National Sales Manager



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KB Factory Training Agenda

Distributor Binder, KB Essentials Disk, List Price Guide
Catalog & Data Sheets (new products)
Nomenclature, Product Summary

KB Products:

Genesis AC Motor Speed Controls, Inverters

Chassis, KBVF Series
NEMA-1 Enclosed, KBMA
NEMA-4 Indoor Washdown, KBE2
NEMA-4X Washdown, KBAC, KBDA Series
Programming tools, DownLoad Module, DriveLink

Penta Power SCR "L" Bracket DC Motor Speed Controls

Chassis, Non-reversing, speed controls, torque controls
KBIC, KBTC, KBMM

SCR Relay Reversing

Chassis KBCC, KBPB (cyclor)

SCR Enclosed

NEMA-1, KBWM, KBMD, NEMA-4, KBPC

SCR Solid State Reversing/Regenerative

Mini-regen, KBMG
Full featured, KBRG Series
NEMA-4X, KBRC

PWM, Whisper Drive

Chassis, KBWD, KBWS
NEMA-4X, KBPW

Low Voltage Battery Controls

KBBC

Speed Control Accessories

Signal Isolators, Overload Protector,
Multi-Speed Boards, Switch Kits
CE Filters
Industrial, RF-200, RF-250, RFAC
Residential, RF-300, RF-350

Departments:

Factory Management, TQC, JIT, other manufacturing programs

Quality Control, continuous improvement, double testing

Repair Department, policies, troubleshooting guidelines

Factory Tour

Engineering Lab Tour



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**KB Penta Power & Genesis Training
Fall 2008 Schedule**

September 18 & 19, 2008

Thursday 8:30 am to Friday 2:00 pm

October 16 & 17, 2008

Thursday 8:30 am to Friday 2:00 pm

November 20 & 21, 2008

Thursday 8:30 am to Friday 2:00 pm

December 11 & 12, 2008

Thursday 8:30 am to Friday 2:00 pm