




Valspar Training Program

Supporting your
growth and development

valspar AUTOMOTIVE



'Your bridge
between **theory**
and **practice**'



Supporting your growth and development

Training that meets your needs and wishes

In a constantly developing market it is essential to keep your knowledge and skills up to date. Continuous learning is needed to meet the current and future requirements regarding quality, customer satisfaction and productivity. The demand to learn and develop is situational and differs from person to person. That is why we differentiate level and content of training, depending on the needs and wishes. With a modular structure, combining theory and practical exercise our trainers provide the participants with the skills necessary to enhance the quality and productivity of their refinish operations. Training courses take place in Valspar state-of-the-art training centres or at Valspar's local partners.

At your service: Global Technical Advisors

Valspar has a team of professional Technical Advisors located all over the world. The advisors have a broad experience in the field. They combine training with giving advice and support in the field. This means that they are experts in the latest industry developments and keep up-to-date continuously. It enables them to build the bridge between theory and practice. Therefore aspects like safety, efficiency and productivity play a central role in all training sessions.



Training topics based on market requirements

We keep all training modules up-to-date with the latest market developments. Examples are:

- Reduction of rework
- Fast key-to-key times
- More exotic car colours (Mica, Xirallic, Pearl, Colour Shift)
- Matt clear coats and scratch resistant clear coats are becoming popular
- Increase in retail work for SMART repairs
- Health and safety precautions

Valspar's Training program

Currently the Training Program contains the following system training modules:

- A Water based basecoat system training
- B 2K Solvent HS top coat system training
- C Colour training (including Valspar Spectrophotometer)
- D Colour Retrieval system and Management tools (VICCS)
- E Valspar SMART Repair system training (Technical)
- F SMART Repair commercial and administrative training (Office)
- G Valspar SMART Repair system training (Management)

A Water based basecoat system training

Valspar offers you a high-quality water borne basecoat system, developed as a VOC compliant solution with easy and versatile application properties.

Target group:

- Painters
- Technical advisors

Knowledge level:

- Experienced in application of refinish systems
- Basic knowledge of refinish paint systems

What to expect from this course:

All attendees will have ample opportunity to get hands on education to develop their skills as well as expand their knowledge and abilities in the theory room, this will all be done in pleasant environment at pace aligned to the learner.

Content of the training:

The theory and the practical exercises will focus on:

- Application methods
- Techniques on different substrates
- Preparation, priming and treatment
- How to select the correct equipment
- Environmental aspects
- Spot repair
- Blending techniques
- Application of clear coats to achieve desired finish quality
- Optimization and standardization of the application process using standardized procedures (system techniques)

Training methods:

- Theory
- Sharing experiences
- Demonstrations
- Practical exercises
- Short theoretical test

Duration:

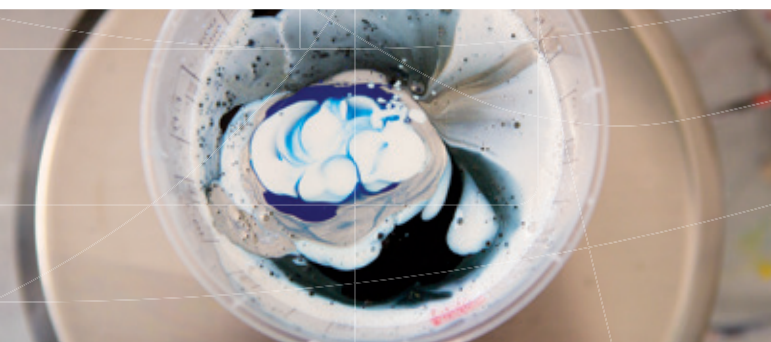
2 days

Maximum number of participants:

8 people

Students completing this course will be able to:

- Select and properly use appropriate safety equipment
- Select and apply primers and sealers
- Select and apply basecoats (colour)
- Select and apply clear coats
- Select and use paint delivery tools such as spray guns, booths and hoses
- Formula retrieval, mixing and spraying of Valspar coatings
- Blend colours effectively
- Clean guns and properly dispose of any waste products
- Apply regulations regarding VOC coatings



B 2K Solvent HS top coat system training

This system is a high quality, high gloss durable 2K acrylic top coat system and is developed as a VOC compliant solution with easy application properties.

Target group:

- Painters
- Technical advisors

Knowledge level:

- Experienced in application of refinish systems
- Basic knowledge of refinish paint systems

What to expect from this course:

All attendees will have ample opportunity to get hands on education to develop their skills as well as expand their knowledge and abilities in the theory room, this will all be done in pleasant environment at pace aligned to the learner.

Content of the training:

The training contains following aspects:

- Application methods and techniques on different substrates
- Preparation, priming and treatment
- Products
- Environmental aspects
- How to select the correct equipment

Training methods:

- Theory
- Sharing experiences
- Demonstrations
- Practical exercises
- Short theoretical test

Duration:

1 day

Maximum number of participants:

8 people

Students completing this course will be able to:

- Select and properly use appropriate safety equipment
- Select and apply primers and sealers
- Select and apply top coat (colour)
- Select and use paint delivery tools such as spray guns, booths and hoses
- Formula retrieval, mixing and spraying of Valspar coatings
- Blend colours effectively
- Clean guns and properly dispose of any waste products
- Apply regulations regarding VOC coatings



Colour Training

(Including Valspar Spectrophotometer)

In this training, trainees will improve know-how and skills in colour tinting techniques to accomplish a fast, impeccable colour match with the latest tools.



Target group:

- Painters
- Technical advisors
- Colour specialists

Knowledge level:

- Experienced in application of refinish systems
- Basic knowledge of refinish paint systems and mixing of colours

What to expect from this course:

After this training students will have theoretical background of colour, why we have to deal with colour variations and all characteristics of every mixing toner to tint a colour.

Content of the training:

Theory and practical exercise will focus on:

- Correct tinting colours without colour differences and metamerism
- The consequences of application differences
- The use of the spectrophotometer in the most efficient way
- Colour theory
- Colour differences of OEM
- Colour tinting techniques
- Characteristics per mixing toner
- Application and colour differences
- Spectrophotometer

Training methods:

- Theory
- Sharing experiences
- Demonstration
- Practical exercises
- Short theoretical test

Duration:

1-2 days

Maximum number of participants:

6 people

Students who have followed this training understand and are able to:

- Where OEM colour variants are coming from
- The most important mixing colour characteristics such as: Metamerism, complementary colours, colour saturation, flop / face tone and light and darkness of colours.
- Adjust colours according to a systematic method
- The correct application method of colours

Colour Retrieval system and Management tools (VICCS)

VICCS is the management tool that helps you guard and improve productivity.

Target group:

- Painters
- Technical advisors
- Colour specialists
- Administrative staff

Knowledge level:

- Basic knowledge of refinish paint systems

What to expect from this course:

Trainees will learn how to retrieve colours using the available tools.

Content of the training:

The main elements in this training are:

- Finding car colours with the help of the colour retrieval system and the spectrophotometer

- Updating colour formula
- Weighing all products with the scale and collecting data
- Use data to increase productivity
- Effective and efficient use of the Valspar Spectrophotometer
- Color Box navigation
- Job and operator search
- Pricing
- VOC ledger
- Management system VICCS

Training methods:

- Theory
- Sharing experiences
- Demonstration
- Practical exercises
- Short theoretical test

Duration:

0.5-1 day

Maximum number of participants:

8 people

Students completing this course will be able to:

- Find all the car finish colours and variants
- To select colours with the Valspar Spectrophotometer
- Manage the data functions (job numbers, operator etc.)
- Work and manage the pricing system in the colour retrieval system
- Add own formulations to the system
- Use the VICCS tool to analyze and optimize the paint use



Valspar SMART Repair system training (Technical)

The focus of this program is the repairing of small cosmetic damage in a short time frame following a standardized procedure. In this training, trainees will learn how to identify and utilise our Smart repair process.

Target group:

- Automotive painters
- Automotive refinish technical advisors
- Automotive colour specialists

Knowledge level:

- Experienced repairers in automotive refinish
- Paint product application knowledge and skills

What to expect from this course:

In this training, trainees optimize their knowledge and skills in preparation and spraying techniques. After the training trainees are able to:

- Select and properly use appropriate safety equipment
- Select and apply primers, sealers and basecoats (colour)
- Select and apply clear coats
- Select and use paint delivery tools such as paint guns, booths and hoses
- Formula retrieval, mixing and spraying of Valspar coatings
- Blend colours effectively to create an invisible repair
- Clean guns and properly dispose of any waste products
- Apply regulations regarding VOC coatings
- Select the specific needed products
- Execute specific smart repair applications

Content of the training:

The SMART Repair system training will go deeper into the main aspects of the process of smart repair like:

- A general introduction to smart repairs
- Identification of smart, fast track or traditional repair
- Smart repair process and space
- Paint and non paint solutions for smart repairs
- Smart repair tools and equipment
- Smart repair preparation
- Colour identification, retrieval and mixing
- Sanding systems
- Polishing systems
- Smart repair application techniques
- Drying methods

Training methods:

In order to create the highest possible effectiveness from this training, it will contain a combination of theory and practical exercises:

- Theory
- Sharing experiences
- Demonstration
- Practical exercises
- Short theoretical test

Duration:

2 days

Maximum number of participants:

6 people

Students completing this course will be able to:

Correctly identify the damage that will fit in the smart repair process and also understand where this can scale up to fast track repair. Students will have the ability to select and use the correct equipment to fit with the smart repair process. Fully understand and have the ability to carry out the smart repair process to a very high standard. Understand the time constraints and parameters to make this process a success in the correct facility.

Valspar SMART Repair commercial and administrative training (Office)

Besides the technical aspects of smart repairs, the administrative part is crucial as well. This training will focus on the total customer related process of smart repair, estimation, and up-selling.



Target group:

- Receptionists
- Office administration
- Estimators

Knowledge level:

- Basic knowledge of repairing
- Microsoft Excel and Word

What to expect from this course:

In this training trainees will optimize their knowledge and skills in the administrative aspects of SMART Repair in order to:

- Increase sales per productive employee
- Improve utilization of the repair facility and equipment
- Increase bottom line profits
- Identify sales opportunities while delivering customer service

Content of the training:

The training will focus on the main administrative aspects of SMART Repair:

- Identification of smart repair damages
- Estimation of smart repairs
- Use the Valspar estimating system
- Understand the progression on to fast track repairs
- A full understanding of the smart repair process
- Up-selling of smart and fast track repairs

Training methods:

- Theory
- Sharing experiences
- Demonstration
- Practical exercises
- Short theoretical test

Duration:

½ day

Maximum number of participants:

8 people

Students completing this course will be able to:

- Correctly identify smart repair damages
- Process the complete estimation of smart repairs
- Understand the separation of Smart and fast track repairs
- Ability to negotiate winning smart and fast track repairs
- Have a full understanding of the smart repair process
- Up-sell the smart repair services of your repair facility

Valspar SMART Repair system training (Management)

Besides the technical and the administrative aspects of smart repairs one of the most important parts is the setting up of the correct area with the right staff and equipment along with loading is crucial to the success on this very lucrative part of the refinish industry. This training will focus on the total customer related process of smart repair, estimation, and up-selling.

Target group:

- Owner of an automotive body repair facility
- General manager of an automotive body repair facility
- Production manager of an automotive body repair facility

Knowledge level:

- A good knowledge of automotive body repairing
- Good organizational and motivation skills
- Basic level Microsoft Excel and Word

What to expect from this course:

In this training trainees will optimize their knowledge and skills building another profit center to automotive repair facility this will include understanding all aspects of SMART Repair in order to:

- Optimize productivity, implement efficient production systems and repair order scheduling
- Organization & production scheduling
- Labour and paint savings by standardizing smart repair process
- Increase sales & bottom line profits per productive employee
- Improve utilization of the repair facility and equipment

Content of the training:

The training will focus on the main administrative aspects of SMART Repair:

- Understand what is smart repair and why smart repair & damage assessment
- Use the Valspar estimating system
- Understand the progression on to fast track repairs
- A full understanding of the smart repair process
- Up-selling of smart and fast track repairs
- Identifying the correct smart repair area, equipment and staff for your facility
- Understand triage and loading the production of smart repair

Training methods:

- Theory
- Sharing experiences
- Demonstration
- Practical exercises
- Short theoretical test

Duration:

1 day

Maximum number of participants:

6 people

Students completing this course will be able to:

- Understand what is and why smart repair & damage assessment
- To negotiate the winning of smart or convert to fast track repairs
- Use the Valspar estimating system
- Fully understand the smart repair process
- Up-sell smart and fast track repairs
- Understand how to set up a smart repair area with the correct tools & equipment
- Select the most appropriate staff to deal with all aspects of smart repairing
- Use triage to load a profitable production area

Valspar. If it matters, we're on it

This approach has led Valspar to become the fifth-largest supplier of coatings in the world, touching the surfaces of goods everywhere. From interior and exterior paints, to products for cars and machinery, Valspar creates solutions for projects of every size solutions that help our customers succeed and that deliver value to our shareholders. As Valspar grows into the next century, concerns for sustainability, continued innovations, and an ongoing commitment to being a great place to work will combine to fulfill our mission: To be the best coatings company in the world.