

P.I.T. Partner Intensive Training

Our know how – your advantage!

With our Partner Intensive Training (P.I.T.), we provide you with a tailored and highly effective insight into the products and systems from the leading original equipment manufacturers KS Kolbenschmidt and TRW Engine Components. Find out how you can successfully implement the customer-oriented range of services of MS Motor Service in your market.

Contents

- Introduction to KSPG (Kolbenschmidt Pierburg) and the Motor Service Group
- Overview of product groups:
 - Pistons, piston rings, cylinder liners
 - Crankshafts, connecting rods, engine bearings
 - Valves and valve components
 - Filters, water and oil pumps
- General function
- Design and fields of application
- Product requirements
- Finding products in the online catalogue
- Items to consider for installation
- Assessment of complaints
- Typical damages and their causes
- Installation error
- Handling parts subject to complaints
- Marketing ideas
- Use of service documents



Target group

Foremen and mechanics from workshops and engine reconditioners.

Service staff and sales employees with a technical focus, who are keen to expand their product knowledge.

ADVANCED TRAINING?
NO PROBLEM!



Aims

The participants

- will learn about the opportunities for professionally marketing KS and TRW products.
- will gain good knowledge of the products' operation principles.
- will be aware of possible assembly errors for the products and will know the correct installation method.
- will be aware of possible damages and their causes.



Our know how – your advantage!

We want to make your training as effective as possible.
To help us do this, please complete this form and return it to us.

Participant	Customer group
<input type="checkbox"/> Sales employees	<input type="checkbox"/> Passenger car
<input type="checkbox"/> Workshop personnel	<input type="checkbox"/> Utility vehicles
<input type="checkbox"/> Engine reconditioner	<input type="checkbox"/> IMA (Industrial Marine Agriculture-Programme)

Product training

Our product training covers all important product-specific details, the correct handling of the products, common assembly errors, and finding products in the catalogue. It deals with both technical and sales aspects. Which product groups are particularly interesting for you?

KS / TRW product training	
<input type="checkbox"/> Pistons	<input type="checkbox"/> Engine bearings*
<input type="checkbox"/> Piston rings*	<input type="checkbox"/> Motorised valves
<input type="checkbox"/> Cylinder liners	<input type="checkbox"/> Sintered valve seat inserts
<input type="checkbox"/> Conrods	<input type="checkbox"/> Oil, air and fuel filters

Technical training

Our technical training provides a detailed insight into specific themes. Participants gain a detailed knowledge of processing methods, diagnostic strategies and much more. We also highlight possible solutions for avoiding classic errors.

KS / TRW technical training	
<input type="checkbox"/> Reconditioning of aluminium engine blocks	<input type="checkbox"/> Piston damage diagnosis*
<input type="checkbox"/> Honing of grey cast iron cylinder blocks	<input type="checkbox"/> Piston and engine bearing developments for modern engines
<input type="checkbox"/> Cavitation on cylinder liners	<input type="checkbox"/> Excess oil consumption diagnosis

Special requests and suggestions

* see also the detailed training descriptions on these topics.