



# martech

a division of  
martechmedia

## TRAINING SERVICES

### Training Your Next Generation

## About MARTECH

No one offers a more sophisticated menu of workforce training and development programs than Martech. Since 1997, we have served companies representing a number of industries—electrical generation, electrical power transmission & distribution, oil and gas production, public utilities, pulp and paper, and many other process and manufacturing industries. Each year, we deliver training to more than 30,000 employees in 20 different countries, developing competency in everything from facility operations to equipment installation, maintenance, and troubleshooting to assembly-line production to welding and other skilled trades. Our experienced in-house development team carefully tailors each program to meet our clients' specific needs. One call to Martech puts a full menu of resources at your fingertips:

- Cutting-edge technical e-Learning
- On-site classroom and hands-on training
- Instructional design services
- Employee progression planning and apprenticeship programs
- Curriculum design and development
- Development of facility documentation and standard operating procedures
- Train-the-trainer programs
- Knowledge and skill assessments to measure competency
- Training center planning and design
- Unparalleled customer service

When you think of Martech, think of these three words:

***efficiency, convenience, results.***

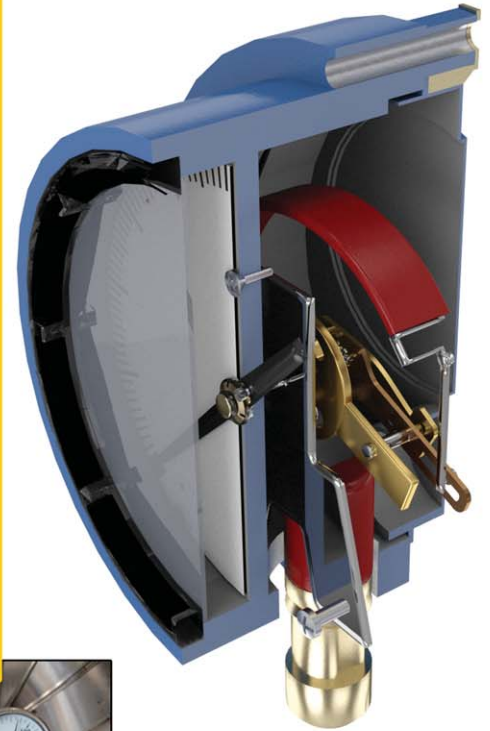




# A Leader in Technical e-Learning

Martech offers a highly animated and interactive library of technical e-Learning which will take your employees through the theoretical portion of their professional development before they experience hands-on training in a learning laboratory or on the job site. The animation and graphic illustrations within this educational software enable us to display processes and complex internal components of equipment at a level of detail that would be impossible in a standard textbook or traditional lecture format. Designed for minimal seat time and minimal staff oversight, Martech e-Learning will make your staff leaner and more productive, offering you the greatest gains in efficiency and competency at the lowest possible cost. Students can learn at a distance and at their own pace. Also, because all students receive the same information throughout the life of the program, training remains consistent over time. With state-of-the-art technology, 3-D animation, and a media library with over 300,000 images and videos, we'll engage and motivate your team as they learn and embrace your processes, procedures, and policies. Through e-Learning, we can provide over 750 hours of customizable industrial training:

- Health, Safety, and Environmental
- Industrial Science and Math
- Mechanical Maintenance
- Instrumentation and Control
- Electrical Maintenance
- Electrical Generation Operations
- Process Systems and Refining Operations
- Machining and Welding
- HVAC Technician
- NERC Regulatory Training



418-05 Grounding and Bonding  
Purpose of Grounding

Stabilization of the voltage potential between the electrical system and earth is another reason for grounding.

When electrical systems are not grounded, an artificial voltage potential to earth is established by induction or capacitance.

martechmedia

711-01 Introduction to Distillation  
Distillation Column and Components

**Condenser**

The condenser is an essential part of a distillation column. It cools and condenses the vapors leaving the column top. The condenser is much like the reboiler; since its function is to cool vapor, not to heat liquid, cooling water or a refrigerant is used instead of steam. The coolant usually flows through the tubes and the vapor from the top of the column flows around the tubes. The vapors condense to liquid on the outside of the tubes and fall to the bottom of the shell. Reboilers and condensers are two kinds of heat transfer equipment called heat exchangers.

martechmedia

613-03 Introduction to Switches  
Float Switches

changes in the level of a liquid to open and close snap action electrical contacts. The construction of float switches varies, but consists of one or more sets of metallic contacts.

A simple mechanical arrangement of a float switch consists of a pivoted arm with the contacts fastened to one end and a float suspended from the other end. As the liquid level rises it lifts the float, thus moving the contact end of the lever downward and making or breaking the contact depending on whether the stationary contact was mounted above or below the arm.

martechmedia



# Training Strategy, Design, and Development



At Martech, we recognize that there is a big difference between “one-stop shopping” and “one size fits all.” Some clients come to us simply for content through e-Learning. Others want curricula for on-site classrooms. But then we have other clients who need a full range of services, from planning and development to implementation and assessment/evaluation. We are so much more than a content provider. In fact, content is just the beginning. We can support you through a host of other services designed to reinforce employee training, evaluate employee competency and performance, and guide key members of your staff down a career path that will maximize their potential and promote retention.

Our goal is to make your facility self-sufficient and highly productive. Services like these will help us get you there:

- Employee progression planning
- Curriculum design and development
- On-the-job (OJT) programs with validated job performance measures (JPMs)
- Instructional design services (including job task and gap analysis)
- Documentation development (system descriptions and operating procedures)
- Knowledge and skill assessments to measure competency
- Training center planning and design

## Instructor Led Training Services

While our e-Learning capabilities are unsurpassed, we are equally adept at bringing personal, on-site training to you. Our expert team has over 100 years of experience in delivering customized training and development programs to a range of industries. All Martech trainers have firsthand knowledge of the processes being taught. Not only do they thoroughly cover the theoretical material also offered through e-Learning, but they can interject their personal experience into the classroom.

Of course, many skills required in industry can only be learned through experimentation and practice. After many years of providing training devices directly to industry, Martech can expertly craft products that have the look and feel of real equipment. Going far beyond individual training products, we can design and create entire laboratories at your facility and “train the trainers” so that your team can continue what we’ve begun together, making your facility self-sufficient and highly productive.

We realize that training programs are typically not satisfied in a few sessions and need to be ongoing during the life cycle of an employee’s career. Let Martech assist you in planning your apprenticeship and employee “training and growth” programs, to help you develop targeted staff and lead them through a step-by-step career path.





# MARTECH and You

We welcome each new client the same way—you talk, and we'll listen. We'll partner with you to assess your needs and customize a program that works for you. No company is too large or too small for a relationship with Martech. And that's what we want—a lasting relationship that you will value and rely upon for many years to come.

## Contact Us

Martech Media, Inc.  
9595 Six Pines Drive  
Suite 6305  
The Woodlands, TX 77380

1-281-465-0625  
[contactus@martechmedia.com](mailto:contactus@martechmedia.com)  
[www.martechmedia.com](http://www.martechmedia.com)



# NERC

NORTH AMERICAN ELECTRIC  
RELIABILITY CORPORATION

We are a Certified NERC CEH Provider.



**You matter to us.**  
**We want to be your company's  
personal trainer.**