

## HOLYOAKE NEW HIRE REP TRAINING

**DATES:** August 21 – 25, 2023

**PURPOSE:** Training

**LOCATION:** Home Run Boardroom

**PRICE HOST:** Gillian Groening

**EVENT COORDINATORS:** Sarah Kirkpatrick

### VISITORS

Nick O'Hagan, Holyoake New Zealand  
Robert Aplin, Holyoake Auckland  
Heshan Williams, Holyoake Wellington  
Chris Maidman, Holyoake Christchurch

### PRICE

Curtis Carrick	James Hohne
Brad Cole	Brian Merner
Chris Dziedzic	Mauricio Salinas
Gillian Groening	Narayan Sridhar

### MEETING LOGISTICS

**Arrival:** Thursday, August 17 at 11:48 am on Flight Delta 2283 – Heshan  
Saturday, August 19 at 11:55 pm on Flight WestJet 360 – Robert & Chris  
Sunday, August 20 at 12:54 pm on Flight Air Canada 299 – Nick

**Departure:** Thursday, August 24 at 10:00 am on Flight Air Canada 297 – Nick  
Saturday, August 26 at 6:45 pm on Flight Air Canada 299 – Robert & Chris  
Friday, September 1 at 6:45 pm on Flight Air Canada 299 – Heshan

**Transportation:** Winnipeg Coach Service

**Hotel:** Inn at the Forks

**Lunch:** Monday – Bagelsmith  
Tuesday – Dug & Betty's  
Wednesday – Stella's  
Thursday – Homers  
Friday – Chachi's

**Dinner:** Monday – The Common at the Forks  
Tuesday – Clay Oven and Goldeyes Game  
Wednesday – Gusto North

### PRICE CONTACTS

Gillian Groening	Mobile: 204-291-0458
Sarah Kirkpatrick	Mobile: 431-777-6239

**AGENDA**

**Saturday, August 19**

Various Arrival Times    Arrival in Winnipeg, Transport to the Hotel for Check In    Winnipeg Coach Service

**Sunday, August 20**

Travel Recovery, at your Leisure

**Monday, August 21**

**Noise Control + Critical Environments**

8:00 am	Meet in the Hotel Lobby to Depart for Price Industries	Winnipeg Coach Service
8:15 am	Arrival at Price Industries, Welcome	Gillian Groening
8:30 am	Antec Controls Sessions	Curtis Carrick
12:00 pm	Lunch	
1:00 pm	Antec Controls Sessions Continued	Curtis Carrick
5:00 pm	Depart PRCN for Inn at the Forks	Winnipeg Coach Service
5:45 pm	Meet in the Hotel Lobby to Walk to Dinner at The Common	Gillian Groening, James Hohne

**Tuesday, August 22**

**Antec Controls**

8:00 am	Meet in the Hotel Lobby to Depart for Price Industries	Winnipeg Coach Service
8:15 am	Arrival at Price Industries	Gillian Groening
8:30 am	Noise Control Product Overview with Samples	Chris Dziedzic
9:30 am	Noise Control PRCN Lab Tour	Mauricio Salinas
10:00 am	AIO & Acoustic Analysis Software Demonstration	Mauricio Salinas
12:00 pm	Lunch and Noise Control Q & A + Selling Strategies	Mauricio Salinas
1:00 pm	Critical Environments Product Overview	James Hohne, Kristjan Czayka
3:45 pm	Critical Environments PRCN Lab Tour	James Hohne
5:00 pm	Depart PRCN for Dinner	Winnipeg Coach Service
5:30 pm	Dinner at Clay Oven	Gillian Groening
7:00 pm	Goldeyes vs Sioux Falls Canaries Game	Gillian Groening

**Wednesday, August 23**

**Critical Environments**

8:00 am	Meet in the Hotel Lobby to Depart for Price Industries	Winnipeg Coach Service
8:15 am	Arrival at Price Industries	Gillian Groening
8:30 am	Diffusers & Air Purification	James Hohne
9:30 am	Critical Environments AOI Selection	James Hohne
11:15 am	Critical Environments Product Exercise	James Hohne

12:00 pm	Lunch	
1:00 pm	Factory Tour	Abdul Amara
2:30 pm	BFC Training	James Hohne
3:15 pm	Critical Environments Selling Strategies & Competitor Comparisons	James Hohne
5:00 pm	Depart Price Industries for Dinner	Winnipeg Coach Service
5:30 pm	Dinner at Gusto North	Brian Merner, James Hohne

<b>Thursday, August 24</b>	<b>Displacement + Price Controls</b>
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8:00 am	Meet in the Hotel Lobby to Depart for PRCN	Winnipeg Coach Service
8:15 am	Arrive at PRCN, Welcome	Gillian Groening
8:30 am	Displacement Product Overview	Narayan Sridhar
9:15 am	Spotting Displacement Opportunities	Narayan Sridhar
10:15 am	VAV Diffusers Overview	Narayan Sridhar
11:00 am	Displacement & VAV Diffuser PRCN Lab Tour	Narayan Sridhar
12:00 pm	Lunch	Narayan Sridhar
1:00 pm	Price Controls Factory Tour	Brad Cole
1:45 pm	Price Controls Product Overview	Brad Cole
2:30 pm	Price Controls Selling Strategies	Brad Cole
3:30 pm	Price Controls Hands on Training	Brad Cole
5:00 pm	Depart PRCN for Inn at the Forks	Winnipeg Coach Service

<b>Friday, August 25</b>	<b>Sales Review</b>
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8:00 am	Meet Winnipeg Coach Service in the Hotel Lobby to Depart for PRCN	Winnipeg Coach Service
8:15 am	Arrive at PRCN, Welcome	Gillian Groening
8:30 am	Presentation Rehearsal	
12:00 pm	Lunch	
1:00 pm	Presentation Rehearsals	
3:15 pm	Jeopardy	Narayan Sridhar, Laura Saj
4:00 pm	Next Steps – Sales & Tools Strategies + Q&A	Gillian Groening
5:00 pm	Depart PRCN for Inn at the Forks	Winnipeg Coach Service

<b>Saturday, August 26</b>	
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4:30 pm	Meet Winnipeg Coach Service in the Hotel Lobby to Depart for the Winnipeg Airport	Winnipeg Coach Service
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