

Westlock Controls Selects Fieldbus Center for Sales Training

Fieldbus Center's new "Fieldbus for Sales Professionals" course is the first phase of a program training Westlock sales representatives on sales strategies and implementation of fieldbus-based process valve networking, monitoring, and control solutions.

Designed for inside and outside sales representatives and service personnel of plant automation equipment suppliers, the course requires no previous experience with digital control systems and is part of the Fieldbus Center's digital control technology training curriculum. Fieldbus Foundation certifies the Center's FOUNDATION fieldbus courses.

According to Leo Minervini, Westlocks' vice president of engineering, Fieldbus Center's experience with FOUNDATION fieldbus and its location close to the oil and gas industry on the U.S. Gulf Coast were key to its selection as a training partner.

Attendees study basic fieldbus-related facts and terminology and learn how to resolve common technology issues. Instructors describe the differences between digital control systems and traditional instrumentation, and explain how fieldbus can be cost-effectively integrated into project bid packages.

The course offers a vendor-neutral perspective on key aspects of fieldbus technology, but can be customized to highlight specific supplier solutions or product features.

For more information, [click here](#) to visit the Fieldbus Center's Web site, or call 832-556-4446.

Courtesy of Fieldbus News