

2026 Training

Power of Partnership: For Channel Partners (Distributors)

Class Training Details

This is an introductory class to the best of Walter products. At the end of the class, the attendees will be able to understand the most impactful product families including milling, drilling, threading, turning, and grooving. This class is for Walter Channel Partners (distributors). There will be local Walter Sales Reps and Walter Channel Partner managers in the class.

How is this class different from Product Foundations for CP? The technical content of this class is similar to the Product Foundations class, however, this class is focused towards one channel partner at a time. This allows for more open interactions and specific Q/As with Walter Channel Managers, Walter Inside Sales, Customer Service or Training teams in a one-on-one environment.

Target Audience: Outside Sales, Territory Managers, On-site Reps, Metal Working Specialists, Purchasing, etc.

Skill Level: Participants are expected to have basic understanding of machining processes and cutting tool products. Experience with machining, tool design, CNC programming or other cutting tool related disciplines will be a plus.

Class Format

In person instruction. This is a very interactive class with live Q&A sessions and discussions during the presentation. Additionally, there will be interactive workshops, machine demonstrations, GPS demonstrations, and a Plant Tour.



Class Details

Power of Partnership - CP(Channel Partner)

Location: Greer, SC

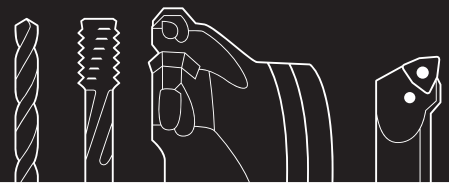
Duration: 1.5 working days (Flexible up to 2 working days)

Tuesday 8 am- 4pm

Wednesday 8am- 12pm

Level: 2

Prerequisite: None



Class Training Schedule

Tuesday

Arrive @ Walter USA Technology Center
Welcome, Greeting / Introductions
Indexable Milling Product
Solid Carbide End Milling
Machine demonstration – Dynamic Milling
Lunch
Tour of Production
Drilling Product
Tapping & Thread-milling Product
Machine demonstration –Drilling and Threading
Evening Event/ Dinner

Wednesday

Arrive @ Walter USA Technology Center
Turning Product
Grooving Product
Machine demonstration- Turning Chip Control
Class specific training (Topics such as Reconditioning, Xpress/ Engineering Specials etc.)
Wrap up
Boxed Lunch to Go
Optional extended day to cover any specific topics beyond product details



Registration Details



Joining us in South Carolina is quick and easy. Scan the QR code or visit: [Walter Training Calendar](#) to find your class and get registered.



More classes from Walter



Walter is the first name for expert training and providing the most advanced tools in the industry. We are here to take your projects and processes to the next level. Follow the QR code for our training sessions and join us to learn how to take your business higher.

You can also email us at walteracademy@walter-tools.com for information or any questions.

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