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HEIL ENVIRONMENTAL TRAINING PROGRAMS CAN ADD DOLLARS TO YOUR BOTTOM LINE

Chattanooga, TN. (April 21, 2010) — Customers who purchase a Heil refuse collection vehicle add significant training resources to their business – resources that can improve operating efficiency, reduce maintenance costs, and add dollars to the bottom line.

Heil has invested more \$1 million in training programs, personnel, and facilities in their effort to support their customers' knowledge needs. "We frequently evaluate and enhance our curriculum and techniques," states Johnny Moses, Manager of the Heil Training Institute. "Our goal is to ensure that the training our customers receive will enable them to use Heil equipment as effectively as possible with the lowest total cost of ownership."

Studies have shown that well-trained employees work smarter and are more productive. Every year hundreds of refuse professionals participate in some form of training at the Heil Training Institute. In a business where "time is money," every minute saved is true cost reduction.

"Heil training is designed not only for the mechanics who service our vehicles, but also for the operators who use them every day," says Moses. "When employee turnover and operational changes move personnel from route to route, Heil training can ensure your operators are familiar with all the features of the machine they are using so they can use it correctly." Heil training courses are designed to properly train operators about pre-trip procedures, all feature functions, productivity tips, payload optimization, and important safety measures.

To serve each customer's individual training needs, the Heil Training Institute has developed extensive programs in a variety of formats. Recognizing that every business is different and has varying informational needs, the Heil training Institute offers training specifically tailored to each customer's unique needs and challenges. The training includes classroom work, as well as practical, hands-on experience. Courses can be taken at Heil's training facility in Fort Payne, Alabama or can be scheduled onsite at a customer location. Two Mobile Training Centers, unmatched in the industry, are available to bring training right to the customer location or local Dealer support facility, minimizing customer travel time and cost.



“We take great pride in the fact that Heil has the only training curriculum in the industry that is accredited for Continuing Education College Credit,” says Moses. “We see our course offering as a value-added service that our customers continue to benefit from long after they complete a class.”

To find out more about the Heil Training Institute, call toll-free 866-ASK HEIL (866.275.4345) or 256.845.8370. From outside the United States, call 423.899.9100, extension 554. You can view also view the company’s training schedule online at www.heil.com.

Dover Corporation is a global portfolio of manufacturing companies providing innovative components and equipment, specialty systems, and support services for a variety of applications in the industrial products, engineered systems, fluid management, and electronic technologies markets. For more information, please visit www.dovercorporation.com.

Heil Environmental, established in 1901, is the first ISO 9001:2000 certified manufacturer of refuse collection bodies in the United States. Heil is the industry leader in automated waste collection technology and offers the broadest product line, including front loaders, rear loaders, side loaders, and recyclers. OEM and aftermarket replacement parts are available through Parts Central. Heil is a Dover Company.

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