

ABSDA TRAINING PROGRAMS

Plumbing Fundamentals for Retail Sales

Thursday, May 29, 2025

NSCC Community Learning Centre
147 South Albion St, Amherst, NS B4H 2X2



COURSE OBJECTIVE

Empower your sales team with the essential knowledge of plumbing products. Designed for professionals in the building supply industry, this hands-on course covers the basics of plumbing systems, fixtures, and materials. Participants will learn about key products, such as pipes, fittings, valves, and products, as well as common installation and troubleshooting techniques. With this foundational understanding, your sales team will be able to confidently guide customers to the right solutions, improving both customer satisfaction and sales performance in the plumbing category.

Duration
Thursday: 8:30 am - 4:30 pm

LEARNING TOPICS

- Overview of Plumbing Systems and Components
- Types of Pipes and Fittings: Materials and Applications
- Common Plumbing Fixtures: Sinks, Faucets, Toilets, and Tubs
- Valves, Pumps, and Water Heaters: Functions and Selection
- Basics of Drainage and Venting Systems
- Troubleshooting Common Plumbing Issues
- Key Tools and Supplies for Plumbing Projects
- Hand-on installation of multiple fixtures and components



Seminar Fees

(including course materials and lunch)
+ HST per person

ABSDA Members

15 participants or more **\$349**
15 participants or less **\$399**

Non-Members

15 participants or more **\$549**
15 participants or less **\$599**

Cancellation/Substitution Policy:

Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.

Contact Patrick Goguen
goguen@absda.ca

REGISTRATION FORM – PLUMBING FUNDAMENTALS FOR RETAIL SALES

Company Name: _____

Street: _____ City: _____ Province: _____ Postal Code: _____

Company Contact: _____ Telephone: _____ Email: _____

Number of Participants _____

Method of Payment: Bill our Company Visa/MasterCard Card # _____ CVV _____ Expiry _____

Return Form To: ABSDA, 70 Englehart Street, Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST
HST #R106736168

PARTICIPANTS FORM – FOLLOWING PAGE

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PARTICIPANTS FORM – PLUMBING FUNDAMENTALS FOR RETAIL SALES

Participant Name: _____

Home Address: _____ City: _____ Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Date of Birth: _____

Previously attended NSCC (Y/N) _____

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Home Address: _____ City: _____ Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Date of Birth: _____

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