

## **THE DUTCHMAN MECHANIC TRAINER PROGRAM**

### UCSA Dealership #

Qualified trainer candidates who have had extensive experience as auto mechanics, may submit a resume to be accepted into the trainer certification program. This resume must be faxed to (973) 208-7699 or e-mailed to [dutchmantechsupport@gmail.com](mailto:dutchmantechsupport@gmail.com) with a request for acceptance into this training program. All trainer candidates must be sponsored by a UCSA dealer. That dealer will work with the certified trainer, who has successfully completed the program, to set up a local training program to train mechanics for a fee. The fee for training (charged to mechanics who attend that local training) will be \$250 per day. The local mechanic training program will be a two day long, hands on, training. The certified trainer will be expected to train a dozen or more mechanics each week. There is no quota, but we feel like a class of 6 mechanics with one certified trainer or 12 mechanics (with a helper that the certified trainer can train) can be handled. Of course, on a six day week, there could be as many as three two day long training classes.

The training for ALL Certified Trainers happens at the Dutchman Trainer Program. Trainers can train mechanics, but cannot train other trainers. Trainers are ONLY trained and certified by Dutchman. Those four day classes are currently being held in the state of New Jersey. The accepted trainer candidate MUST attend. The trainer candidate must cover his own lodging and meals (except lunch) for the four days. There is a fee of \$1,000 for the three day instruction and the trainer will be certified after taking an examination at the end of the fourth day. Whether the trainer or the UCSA dealer pays the fee, it must be paid prior to the beginning of the class, unless the candidate wishes to sample the first day of the course. We will allow a candidate, who clarifies his desire to sample the training upon applying for the program, to attend the first day and either pay the \$1,000 fee at the end of the day, or not come back for the remaining two days of instruction. Of course this candidate will be excluded from the Certified Trainer program.

The trainer and the UCSA dealer may work out any arrangement between themselves that is mutually satisfactory to them. We suggest that arrangement be in writing. Whether the UCSA dealer hires the Certified Trainer to set up a local training program; they become equal partners in setting one up; or the dealer just allows the Certified Trainer to be on his own in doing so (possibly with a royalty paid to the dealer on all fees collected), the arrangement is entirely between the two of them. A Certified Trainer cannot quit that relationship and work outside the sponsoring dealer, unless there has been a violation of the terms of that agreement. By the way, oral agreements are no better than the paper they are written on. Dutchman will review disagreements and rule on whether or not a Trainer is allowed to change dealers. Of course, with the written consent of the original dealer, the Certified Trainer can transfer to another sponsor dealer.

Dutchman will promote the classes through all of its associates and do all it can to help fill the classes with mechanics who wish to be trained. They may come from far and wide. The only fee for recruiting mechanics is that the Trainer/Dealer operation MUST pay a fee of \$25 per mechanic trained to Dutchman to pass on to recruiters. There is an additional charge of \$50 per mechanic trained to offset the expenses that Dutchman has incurred in maintaining a data base and referral service for trained and certified

mechanics. We will also keep back-up files and test copies on record. There is also a place for customers to report back their experiences with our certified mechanics and where they can file complaints. We will keep track of the progress of trained mechanics. Our customers will be seeking the closest certified mechanic to do their install. Dutchman will also provide the Certificate of Training for all those who graduate the course.

The Trainer/Dealer shall be responsible for providing all their own materials for the local classes. That will include the training manuals, the class handout sheets, all the tools and materials for the installs, and the HAFCs and proper O2ptimizers. The dealer may purchase these; the Trainer may purchase them; or the cost for class materials may be covered up front from money collected for the class. The Trainer/Dealer who is going to modify two cars as a class project may charge those who provide cars for the class the usual \$1,000 for the HAFC kits and \$500 for the professional installs. When he gets the hang of it, mechanic should be able to do two installs a day. Each class (in addition to the training fees charged to attending mechanics) might earn \$3,000 doing the two class projects. If these two customers pay for their HAFCs it could easily provide all the class materials needed for the class. See the UCSA dealer for details on how and why this can happen. If there is a proper facility available for the training class, the training program could be set up with little or no capital investment on the part of the Trainer/Dealer. Of course after a couple of classes have gone by, there should be plenty of capital earned to class up the act. We anticipate that somewhere between 12 and 20 mechanics could be trained weekly. At a cost to the mechanics of \$500 each for training, that means from \$6,000 and \$10,000 a week to cover the training costs and make a profit.

When a Certified Trainer graduates the Dutchman Training Program, we wish to get that trainer into action as soon as possible. A time for the first class can be established and Dutchman will promote the availability of local training through its associates. This consists of other dealers and their sales reps and customers... all of which are anxious to see certified mechanics trained for professional installs in their areas as soon as possible.

Of course the most important consideration for an experienced mechanic getting involved in this project to consider is whether or not the technology is sound. The first two hours of the training are geared around addressing the manner in which Detroit has set us all up to waste fuel and break engines. We will show the Trainers several devices that we have that go far beyond our current Hydro-Assist Fuel Cell kit and even go beyond the pre-Ignition Catalytic Converter (PICC) technology. We will discuss and show the class proven devices that can run engines on bio-mass (corn, bird seed, or even McDonald's French fries) or the Tornado Engine, or the Hummingbird permanent magnet motor so they can be assured that it can get a lot crazier than just these first two solutions. This is not anything we will show the local mechanics, but we want our training staff to realize that we are prepared to force change in the industry. Our focus will be on the HAFC first until about the end of 2007 and then we intend to kick it up a notch. At our official kick off training class, we took an F-150 pick up (1995) and a 4 cylinder Plymouth Breeze as class projects. The class modified these two vehicles. The Ford pickup before modification got 12.7 mpg. The Plymouth, before modification, got just under 38 mpg. After the class modified the Ford pickup, it got 33 mpg! That's a 159% increase in fuel

economy. The Plymouth got over 77mpg, for an increase of over 100% in fuel economy. Of course, when you have experiences like these you will be glad to be a part of this project, and, when the mechanics you train locally experience it they will also be excited!

As for the PICC, we have, in the past modified vehicles and gotten a hundred miles per gallon so we knew that was possible, but we were not prepared for what our researchers in the Detroit region witnessed. We own a brand new state of the art engine dynamometer complete with an explosion and sound proof research cell and computerized flow bench. We first modified a 318 hp Chrysler V-8 engine on the stand. We can run it stock or modified. In our last run on the dyno, it used 18 pounds of fuel per hour running stock at 3,000 RPM under a 50% load. We, then, diverted the injection to the PICC installed on the exhaust of that engine, and in the modified mode, it ran for an hour at 3,000 RPM under the same 50% load. Modified, it used TWO pounds (one liter) of fuel. That is 9X efficiency! We put that brand new engine in the Dodge van it came out of and rebuilt the transmission. That was to be our first street demo of the PICC. The lead scientist on the PICC project left the Detroit area and got ran over on the Ohio Freeway at 2 AM when a drunk crashed into the rear of the van at 120mph! We do still have the van to show the class the installation of that PICC. We are totally convinced that by the end of the year we will put out a PICC modification that will get better mileage with ANY and ALL vehicles (including pick ups and SUVs) than Hybrids on the little four cylinder vehicles are currently getting. Tell me that will not revolutionize the automobile industry!

We are using the HAFC kit for now to make some money for our mechanics and to achieve some savings for our consumers. When we have mechanics in place and lots of HAFC customers, we will put the PICC technology out and let the customers upgrade to it and the mechanics will get paid again to remodify the modification. That means that all the mechanics who are trained and certified on the HAFC will come back for retraining on the PICC. We are also starting a nationwide media blitz with TV commercials telling viewers to go to our web site and watch a FREE DVD on the PICC and sign up for a FREE quote on getting a PICC when they are ready. We also have salespeople who work for our 2,000 dealers in North America (USA and Canada) who call all the respondents back and invite them to get a HAFC while they wait for the PICC. The customers will be allowed to trade the HAFC for the PICC with 100% credit for the price of the kit toward their PICC. All of those kits (we hope hundreds of thousands of them) will have to be installed. When the PICC is ready for market the Trainers will come back for two more days of training (at no additional charge.) The PICC will have its own "stand alone" computer that is used to control our injection process. That will be approved by the EPA as an authorized Catalytic Converter replacement prior to putting it on the market. As for the HAFC kit, and tampering, we do NOT "disassemble or assemble any components of the emission control systems for the purpose of repair or replacement." We do not disassemble those components, we leave them right in place as they are. We do add our O2optimizer to the process. We are also going for testing in California for the CARB certification for the HAFC. We are preparing the protocol for testing and approval now. Since our hydrocarbon test on a 2007 Honda (which is getting 75 mpg) that we modified was 11HCs (rather than the 100 HC standard) it is doubtful we will have trouble passing the CARB tests. The official CARB tester that is helping us prepare the protocol told us

they will love it if we do that there. We got absolutely NO carbon monoxide on our New Jersey test. As for the possibility of “tampering” charges for those who install our unit, we do NOT change or remove any component of the emissions control system. This legislation relates to tampering with by disassembling or reassembling after repair any of the components of the exhaust system. We leave everything in place as it is and it continues to function as the manufacturer put it in place to. All we do is plug into that system and our Optimizer computer system teaches their computer to allow our system to function as we have designed it to. Since we do not disassemble or reassemble any component of their system, we are not tampering. Also, since the system after we are done with it is far less polluting, it qualifies as far more acceptable. We are in conference with a CARB testing facility to submit our testing protocol to CARB soon for testing and they tell us that if we can get zero carbon monoxide and 11 hydrocarbons rather than the acceptable 100, as we have tests to prove we can, California will be thrilled.

Some of the comments we have gotten from the classmates so far...

“My head hurt at the end of the training. I learned so much of what I only thought I already knew because by the end of the first day I began to realize I had it all wrong. Then, actually participating in doing it and watching it work blew me away!”

“I was under the impression that I knew most of what there was to know about fuel injection and emissions systems. I now know I did not know nearly as much as I thought I did.”

“It is incredible to discover what you did not know. Dennis says, “People do not know what they do not know, and they do not know that they do not know it... Well, that shoe fit me.”

“I don’t know where you found these instructors, but they are top notch”

“I learned so much more than I ever imagined I would learn. It was worth every penny.”

“I was concerned about the “tampering” laws when I first got here. I have worked on exhaust systems and catalytic converters for a lot of years. I am always willing to learn new things, but I have to admit that bothered me. Not any longer. This is slick!”

“I am ready to make some money with this training. I want to get started. When can we get the optimizers and get going?”

“I literally could not sleep when I got home and had a hard time while I was there.” This is so revolutionary it is beyond words.”

It is really neat to have everything you were taught about this challenged, but by the end of the day I knew they were right. That was what was so incredible to me. Then to see it work over a class project where we did it ourselves. I am changed.”

## **MORE COMMENTS ON THE TRAINING FROM STUDENTS...**

“I am totally pumped up!”

“Mike was excellent, Dennis was informative, Rickey was a great help, everyone was positive and supportive. It was great!”

“The trainers are incredibly well informed. The honesty and integrity of all involved was stellar, and will keep this project believable.”

“The trainers were easy to talk to and to exchange ideas with. The ‘hands on’ was an especially good source of info and learning.”

“I felt it was a very knowledgeable class with a personal touch with the instructors.”

“It was over-all, very inspiring. The teachers and fellow students are very good willed and well educated people driven by the best intentions. I would like to see more emphasis on each student participating with installs of each component. Class time was much appreciated as well as willingness to answer questions. I appreciate the professionalism and respect.”

“Hands on with vehicles and classroom instruction was very good. I will be able to tell my first class that I have witness the technology double mileage.”

“My class had more students than normal, but we needed more room to work on the class projects. I was especially impressed with the quality of the teachers’ knowledge.”

“I was very impressed with the instructor qualifications and involvement. Format very well done. On the whole, considering this is only the second class, I thought it was very well done. I will leave happy.”

“The class was great...period! A technician’s paradise. I had no idea this kind of technology was out there! It was great getting to work with experienced and capable people. Everyone was on the ball. Thanks for the opportunity.”

“It is better one time to see, than 100 times to hear about it. It is real and it works!”

“Overall, it was good and full of good knowledge and tips. I would like to spend more time just on the HAFC, though.”

“This is a very viable source of income for this industry. It was very informative, well led, and well organized even though it was the first class ever. Pace was good, but tools could be better laid out for both teams in the future.”

“Good class! Good people! I felt Dennis’ demo of project history was very helpful, especially of the water gas. I cannot say that anything about the class was bad. It was a good learning experience. Perhaps a little less noise in the shop are during the class would be good.”

“It was the first class. No comments at this stage. I was able to make some helpful suggestions to help improve the system. I realize this is just the beginning class We will see where it goes from here on.”

“ I was in the first class. I wish I was a dealer rather than a trainer. Good class, but room for improvement. You should install one item on the class project at a time and then test the efficiency before installing the next item so we can see what each item does to improve efficiency.”

“Class could have been better organized, which could have increased efficiency. However, this was the first class. Suggest more time spent on the HAFC technology and less time on the other stuff.”

“It was the first class. I suggest lengthening the class time. I know a lot of improvements are already in the works, along with the input of others as well as myself. This has the potential to go like wildfire!”

“I recommend an earlier start time for the first day. 9 AM is too late. The training was great. I just recommend that all students stay at the same hotel.”

“The only thing I did not like was people talking in class while I was trying to concentrate.”

“It was good. Trainers were great!”

“Very Good!”

“Although everything has room for improvement, the class was thoroughly impressive and all teachers and techs were helpful, had great attitudes, and were very knowledgeable about autos-components, trouble-shooting, and answering our questions.”

“It is getting to be more exciting since the optimizer is becoming better and easier for trained mechanics to work with. I can see that the most important thing in the system is the optimizer. The fuel cell and vaporizer are very easy to install.”

“I used to do things the conventional way. Now I found something I want to do different. I am going home with great expectations of what is coming and glad to be a part of it.”

“Everything was good, but I suggest making sure all the tools to do the job are handier. I do not like to waste time looking for tools.”

“The class was excellent and the staff was extremely helpful and knowledgeable. I was very pleased with everything. The only thing that could make it better would be if we could spend more time in the classroom, since it was so informative, but I fully understand the constraints involved. I really see no need for improvement, other than possibly having more pictures and illustrations in the training manual.”

“Outstanding class! Great instructor and helpers! The people in class are also exceptional! I was pumped up before, and even more so now!”

“I know that, with more experience, I can set myself up to provide higher miles per gallon to most any car. This was a great experience!”

“We installed the HAFC on the van we brought and we want to thank you for letting us work with one of the trainers to remodify it as our class project. Knowledge makes a big difference. Even though we have an old van with almost 300,000 km on the engine, we are extremely excited about the result. We had only gotten a 12% increase in economy no matter what we did, but, with your training and help, we are now getting well over the 50% increase you promise. It was great!”

“ The class was great, but needs a way that every team player can install each of the components and stay focused on the HAFC rather than other ideas. That is very good information and can be stressed to us on the class videos, but focus on the HAFC for the class. But, I am very pleased with what I have learned. I know more today than I did yesterday and that is called growth.”

“It has made me understand the importance and uniqueness of the electronic controllers and the optimizer. It is a LOT of information for only three days. I would like to see a focus on the HAFC.”

“It has given me a new direction to think about entering. I thought the tech assistance was great... a super bunch and very knowledgeable to boot. I think a class project size of no more than four students to a car would be better.”

“It is exciting to be working toward a better America with more freedom from the elitists who are running things. The chase was great even for us old farts who struggle to remember numbers and all the details about new technologies.”

“No Comment at this time”