



1108 N 9th St. Walla Walla, WA. 99362
800-267-8098 509-522-1440
Canada: 877-763-2967 Fax: 509-529-5996

Soda Blast Equipment Sales & Training Outline

Before the sale:

1. Respond to all requests for information in a timely manner.
2. Provide e-mail or printed (or both) literature and information to meet the needs of the potential customer.
3. Follow-up on all requests for information to assess the needs of the potential customer.
4. Offer to provide a product demonstration.
5. Explain the vast markets for Soda Blasting and the opportunities indigenous to their area.
6. Make the potential customer aware that we would be sending, when available, blasting referrals to them for their area.
7. Relay all pertinent information such as dust/noise control, vegetation precautions, hazardous coatings, personal protective equipment (PPE) and after blast surface preparation.

After the sale:

1. Provide up to 1 day of hands-on and verbal training with your new Soda Works equipment owner/operator.
2. Provide any and all information on care and maintenance of the compressor and Soda Works equipment.
3. Provide information regarding lead paint removal and any other potentially hazardous coatings removal.
4. Provide Information on the proper types and use of breathing apparatus.
5. Provide information on the use of HoldTight 102. Why, when and how to use it.
6. Provide a contractor delivery package that contains the following information:
 - a. MSDS for Natrium Soda and Holdtight 102.
 - b. An assortment of before and after pictures for their advertising and literature needs.
 - c. Rotary valve rebuild instructions.
 - d. Contact information for The Soda Works and other distributors in the event of an emergency and they cannot contact their selling dealer.
 - e. Printed copy of equipment operating instructions.