



Sanding Sense Seminar

OF WIDEBELT SANDERS ARE IMPROPERLY SET UP AND USED. AND IT'S COSTING YOUR CUSTOMERS MONEY.

Host a SANDING SENSE seminar.

LEARN MORE ABOUT THESE SANDING HOT SPOTS

- Application Guidelines
- Infeed Pattern Analysis
- Set-Up Guidelines
- Maximizing Width Utilization
- Dust Extraction
- Thickness Adjustment
- Feed Speeds
- Minimum Part Sizes
- Sanding Head Variations
- Belt Problems
- Contact Drums
- Surface Imperfections Sanding
- Polishing Platens
- Finishing Problems

Help them improve product quality, increase finish consistency, and reduce operating costs. There's no better way to build a strong business relationship.



Howard Grivna, President of Sanding Systems Solutions, can provide you with an opportunity to be a hero to your customers. With this one-day seminar he will show them how to improve

their widebelt sanding operations and have a positive impact on their overall production expenses. As a host distributor, in addition to strengthening your customer relationships, you will have a chance to demonstrate the power and the ease-of-use of your wide belt sander line.

His credentials include:

- More than 47 years in the widebelt sanding and abrasives industries.
- Analyzing the sanding process of over 800 machines at over 350 companies and discovering numerous areas for improvement.
- Author of Modern Woodworking magazine bi-monthly articles "Sanding Sense".
- Ten U.S. Patents on sanding innovations

Attendees Will Learn:

Basic Principles:

- Sanding head variations
- Fixed or yielding orifice
- Contact drum applications
- Bottom machines
- Guidelines on durometer drums
- Abrasive grit choices

Set-up Guidelines:

- Depth of scratch
- Maximum removal capabilities of different belts
- Abrasive grit comparison
- Belt thickness variations and wear
- Selecting grit sequences
- Determining current removal
- Running test boards
- Chalking and measuring

Problem Description & Remedies:

- Color variations
- Fuzzy or blotchy finish
- Dust extraction
- Chatter
- Splice marks
- Streaks
- Spots
- Unsanded areas
- Dubbing
- Hesitation marks
- Grain relieving
- Minimum part lengths
- Narrow parts
- Width utilization
- Thickness adjustment
- Conveyor belts and belt dressing
- Static control
- Belt life inhibitors
- Abrasive belt cleaning
- Troubleshooting belt problems
- Abrasive usage log



In addition to the valuable seminar information, attendees will receive a copy of Howard Grivna's book, Sanding Principles, a \$95 value.

Contact Howard Grivna today at 763.424.9264, or send an e-mail to hgrivna@sandingsystemsinc.com to make a reservation for your SANDING SENSE seminar(s). You will receive a customized quote for your event based on date and location.



ITS EASY TO HAVE A SEMINAR

JUST FOLLOW THESE SIMPLE STEPS

1. Promotion

2. Products

3. Participation

4. Profit

ADD THESE IMPORTANT TOOLS TO HELP YOUR CUSTOMERS MAKE THE MOST OF THEIR LEARNING EXPERIENCE:

SSC PRODUCTS

- Widebelt sander setup and diagnostic device
- Digital depth of-cut gauge
- Inspecto-light sanding defect detection lighting



Widebelt sander setup and diagnostic device



Digital depth of-cut gauge

1. Promotion:

Use the power of your internal customer records, salesperson knowledge, and other databases, to build your initial invitation list. With the prevalence of e-mail you can reach many of your customers with a simple PDF file. Others will need a mailed hard copy. Many more will need a phone call. Still others will require a personal invitation from their salesperson.

Don't count on any single method of contact to be magic. A combination of approaches will always yield greater results. It is much more difficult to say "no" to a friendly face or voice than it is to an e-mail. If you would like to see samples of previous distributor mailers contact Howard Grivna.

SANDING SENSE is perfect for all levels of manufacturing; owners, plant managers, sanding superintendents, finishing superintendents, purchasing managers, sander operators, maintenance personnel and quality control staff.

3. Participate:

Make sure your managers, salespeople, and other personnel, are part of the session too. This will help build customer rapport and further strengthen your relationship. Use your field force's knowledge of their customers' business to prepare and review questions before the seminar that will have relevance to those in attendance.

In addition to drawing your customers closer to your organization, your salespeople will gain knowledge that other customers can use. Your field personnel should be sufficiently versed in the principles of **SANDING SENSE** that they can relate them to situations in other shops in their territory.

Don't wait any longer. Contact Howard Grivna today at 763-424-9264, or send an e-mail to hgrivna@sandingsystemsinc.com to make a reservation for your **SANDING SENSE seminar(s). You will receive a customized quote for your event based on date and location.**

2. Products:

In addition to the widebelt sanders that will be demonstrated as part of the seminar, make sure to give attendees a brief tour of your facilities and product lines. Don't assume that because they already do business with you, that they know everything you can provide for them.

Take advantage of the products available from SSC to further engage your customers in the seminar. Purchase several Widebelt Sander Setup/ Diagnostic Devices or Digital Depth Gauges. They will be thoroughly demonstrated during the seminar and your customers will learn how quickly they can pay off. They will also see how the SSC Inspecto-light detects defects before expensive finishing operations take place. Order some of the popular 4-light units and stands. Be ready to take credit card orders at the conclusion of the session. You can make a quick profit, and all SSC products are returnable for full credit within 30 days of the seminar.

4. Profit:

This seminar is as much about the future as it is about the present, for you and your customers. As anyone involved in sales understands, business-smart advice, presented in a professional manner, without a corresponding sales pitch, returns its value many times over.

The profit to be gained from **SANDING SENSE** may not be apparent at the close of the session. It will gain momentum over time. As your customers learn to apply the principles from the seminar and see how powerful they are, they'll come back to you for additional products and information.

On average you will need 20 attendees paying a registration fee of \$179.00 to cover the costs of this seminar.

To schedule a seminar please call, fax or email Howard Grivna at the SSC office. Please provide the following information: your name, a phone number and time you can be reached and the product or products of interest. Products and services can be purchased using the credit cards listed below or by check. We are always happy and ready to provide further details about an item should you have any questions.

