

Koike Aronson

Sales Training

Sales Training Agenda

The 3 day sales course is designed to familiarize the participants with the current product information, design and safety. The course combines a well-balanced session of class room and hands –on training of each of the Koike Aronson-Ransome product lines. There is no charge for the course and lunches and one group meal are included. The participants are responsible for transportation, lodging and any meals not supplied by Koike Aronson, Inc. When attending please dress appropriately and wear steel toe shoes as we will be in the demo room.

What to expect

Safety and Gas Apparatus

Objective: Students will learn the safe handling and uses of industrial gases and the Koike Aronson gas apparatus.

Topics covered:

- Oxy/Fuel process
- Gas types, safety, storage, pressures and flow
- Proper set up and shut down for safe torch operation
- Koike Aronson product line overview with hands on
- Operation of the equipment

Portable Equipment

Objective: To learn the proper set up and operation of Koike Aronson's vast portable line. When and where to use this product line.

Topics covered:

- Why use portable equipment
- Benefits of Koike Aronson's portable equipment
- Cutting with Oxy/Fuel hands on
- Welding hands on
- Product overview

Cutting Machines

Objectives: To learn the complete line, options and operation of Koike Aronson's 1st class cutting machines.

Topics covered:

- "True Hole"
- Types of CNC's and operations
- Software
- Plasma's
- Where to use which machine
- Hands on operation
- Cutting Tables (downdraft, water) and their differences
- Laser and demo
- Koike Jet and demo

Positioners

Objectives: To learn what to look for, when to use and how to choose the correct positioner.

Topics covered:

- Applications
- Sizing exercise
- General overview
- Different models
- Why ours
- What's new?



Koike Aronson, Inc./Ransome is a manufacturer of high quality plasma, oxyfuel, laser and waterjet cutting machines, heavy positioning equipment and portable cutting, welding and positioner equipment.

To attend our Sales Training Program, please fill out the Registration Form

Submit by Fax or E-mail

Fax: (585) 457-3517

E-mail: sales_training@koike.com

Attn: SalesTraining

(Confirmation will follow upon receipt of form)

Sales Classes will be held
Tuesday through Thursday

9:00AM to 5:00PM EST

Student is responsible for travel and hotel expenses. Koike Aronson will supply snacks, lunch and one group dinner. There is no fee for this training.

Training Dates for 2012

January 24-26	February 14-16	March 20-22
April 24-26	May 8-10	June 19-21
July 24-26	August 21-23	September 18-20
October 2-4	November No Classes	December No Classes

Please sign up early!



KOIKE ARONSON, INC. / RANSOME

Koike Aronson

Sales Training Registration Form

Student's Name:

Company Name:

Address:

City, State Zip:

Phone:

Fax:

E-mail:

Shirt Size (for class gift) M, L, XL, 2XL:

Dates Attending:

January 24-26

February 14-16

March 20-22

April 24-26

May 8-10

June 19-21

July 24-26

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Please fill above form and fax to (585) 457-3517 or e-mail to sales_training@koike.com, Attn: sales training (Confirmation will follow upon receipt of form).

Any questions on registration please call (800) 252-5232 ex. 222 or 303

Sales classes will be held Tuesday thru Thursday from 9:00am – 5:00 pm EST.

Student is responsible for all travel and hotel expenses. Koike Aronson, Inc. will supply snacks, lunch and one group dinner. There is no fee for this training.

 **Koike Aronson Inc.**

P.O. Box 307, Arcade, New York 14009
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www.koike.com