

## What to Look for While Visiting a Customer's Facility

### 10 Things to Keep an Eye Out for While Prospecting:

- Is there a messy or noisy machine that could use an enclosure?
- Is there product that needs to be isolated from other products or processes?
- Could they use a supervisor's office on the plant floor?
- Could they use a break room for their employees?
- Is the environment hot without anywhere for their employees to cool off?
- Do they need a current office separated with a partition wall?
- Do they need a clean area for packaging?
- Is there wasted overhead space that could be utilized with a mezzanine?
- Do they have an existing modular building? Does it need new, easy-install flooring?
- Could their plant or office area benefit from sound absorbing panels/baffles?

### Targets:

- Plant Manager
- Engineer Manager
- Warehouse Manager
- Quality Control Manager
- R&D Manager
- R&D Engineer
- Production Manager
- Safety Manager
- Personnel Manager
- Maintenance Manager
- Buyer

### Industries:

Unlimited possibilities, but here are high-potential fields/opportunities:

- Industrial
- Manufacturing
- Maintenance
- Construction
- Engineering
- Architectural
- Military
- Specialty Equipment (CMM Machines)

When seeking opportunities for A-WALL's pre-engineered modular structures, think:

**People Enclosures:** Offices, lunchrooms, break rooms, conference rooms, demountable wall systems and any other office enclosure a customer would need.

**Process Enclosures:** CMM Rooms, labs, equipment enclosures, control rooms

**Product Enclosures:** Secure storage, climate control storage

For information on our Sales Rewards, visit [a-wall.com/sales-rewards](http://a-wall.com/sales-rewards)

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