

CLEAN LASER TECHNOLOGIES

Build Your Own Laser Cleaning Service Business

Certified Service Provider Program Guide

Professional equipment. Hands-on training. Manufacturer support.

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Become a Clean Laser Technologies Certified Service Provider

Industrial companies across the country are looking for faster, cleaner and more efficient ways to remove rust, paint, grease, oxidation and other contaminants. As a Clean Laser Technologies Certified Service Provider, you can bring this advanced surface-preparation technology directly to customers in your market.

This is not a franchise or traditional dealership program. You own your equipment, operate your own independent business and develop your own customer relationships.

Why Businesses Are Moving to Laser Cleaning

Traditional surface-preparation methods often require abrasive media, chemicals, water, extensive masking, cleanup and waste disposal. Laser cleaning offers an efficient alternative that can reduce labor, consumable costs, environmental impact and production downtime.

Depending on the machine, material and application, laser cleaning can provide several important benefits:

- Removes rust, paint, grease, oxidation, coatings and other contaminants
- Eliminates the need for blasting media and many harsh chemicals
- Produces very little secondary waste
- Reduces cleanup and disposal requirements
- Provides precise control over the area being cleaned
- Can clean difficult shapes, corners, welds and detailed components
- Helps preserve the underlying material when the proper equipment and parameters are used
- Can prepare metal surfaces for welding, coating, inspection or restoration
- Can be performed at a customer's facility with properly controlled safety procedures
- Reduces dependence on consumables because the primary operating requirement is electricity
- Can help customers reduce downtime and return equipment to service faster

These advantages create opportunities in markets where conventional cleaning methods are too slow, too disruptive, too expensive or too damaging to the underlying surface.

Serve Multiple Industries

Laser cleaning is not limited to one type of customer. Certified Service Providers can pursue work across a wide range of commercial and industrial markets, including:

- Manufacturing and industrial maintenance
- Oil and gas facilities
- Marine vessels and shipyards
- Heavy equipment and agricultural machinery
- Automotive and equipment restoration
- Power generation and utilities
- Rail and transportation
- Bridges and infrastructure
- Welding and fabrication shops
- Municipalities and government facilities
- Aerospace and defense
- Historic metal and architectural restoration

Every market has different needs. Some customers may need routine rust removal, while others may require paint stripping, weld preparation, mold cleaning, equipment maintenance or surface preparation before recoating.

Clean Laser Technologies helps providers understand which machine and laser technology are appropriate for the applications they plan to pursue.

Multiple Ways to Generate Income

A Certified Service Provider is not limited to performing laser-cleaning work. Working with Clean Laser Technologies can create three distinct income opportunities.

1. Laser Cleaning Service Income

Your primary income opportunity comes from providing laser-cleaning services to commercial and industrial customers.

Typical service rates may range from approximately \$125 to \$300 per hour, depending on the machine being used, the type of contamination, project difficulty, location, safety requirements and the value provided to the customer.

Providers may also price work by:

- The hour
- The day

- The project
- The square foot
- The component or piece
- A recurring maintenance agreement

Many customers are less concerned with the hourly rate than with the total value of the service. Reducing downtime, eliminating abrasive cleanup, avoiding chemical disposal and preventing damage to an expensive component can make laser cleaning extremely valuable.

You control your schedule, pricing, service area and customer relationships.

2. Paid Machine Demonstration Income

Many prospective customers want to see laser cleaning performed on their own materials before purchasing a machine or approving a larger cleaning project.

Certified Service Providers may have opportunities to conduct professional, paid demonstrations for companies in their region. These demonstrations can generate immediate income while introducing prospective customers to the capabilities of laser cleaning.

A demonstration may include:

- Reviewing the customer's application needs
- Testing the customer's sample material
- Demonstrating different cleaning parameters
- Comparing the cleaned and uncleaned surfaces
- Explaining safety and operating requirements
- Helping determine which CLT machine best fits their application
- Discussing expected production rates and potential return on investment

3. Machine Lead and Referral Income

Some customers will prefer to purchase their own laser-cleaning machine instead of continuing to outsource the work.

When a Certified Service Provider identifies a qualified customer and introduces that opportunity to Clean Laser Technologies, the provider may earn referral income when the lead results in a completed machine sale, subject to the terms of the CLT referral program.

Clean Laser Technologies handles the machine consultation, application review, proposal, production, delivery and training process. The Service Provider helps establish the relationship and may assist with

demonstrations and local customer support.

This allows you to benefit from machine opportunities without carrying inventory, becoming a dealer or assuming the expenses associated with a traditional sales territory.

Demonstrations can also lead to machine sales.

Work Directly With the Manufacturer

One of the greatest advantages of becoming a CLT Certified Service Provider is having a direct relationship with the company that builds, tests, services and supports the equipment.

You are not purchasing a machine from an online reseller that disappears after the sale. Clean Laser Technologies operates an assembly, service and training facility in Jackson, Mississippi.

Working directly with CLT provides access to:

- Machine-selection guidance based on your target applications
- Professional operator and laser-safety training
- Application testing and parameter development
- Direct technical support
- Replacement parts and service assistance
- Warranty support
- Software and operational guidance
- Troubleshooting from people who understand the machine
- Ongoing opportunities for additional training
- Assistance evaluating prospective customer applications
- Marketing materials and educational resources
- Potential demonstration and machine-referral opportunities

Our goal is not simply to sell you a machine. We want to help you understand the technology, operate safely and develop a successful laser-cleaning service business.

American-Built Equipment and Domestic Support

Clean Laser Technologies machines are assembled, integrated, tested and supported in the United States using domestic and globally sourced components.

Every CLT machine is prepared by our team in Jackson, Mississippi. Our technicians understand how the components work together and can provide direct assistance when questions arise.

This American-based relationship provides important advantages:

- Direct communication with the people who build and service the equipment
- U.S.-based technical support
- Hands-on training at our Mississippi facility
- Access to replacement parts and service
- Equipment configured for demanding commercial and industrial use
- Greater accountability before and after the sale
- No dependence on an overseas reseller for basic assistance

Professional Training and Safety

Laser-cleaning equipment is powerful industrial technology and must be operated responsibly. Safety is a central part of the Certified Service Provider program.

Providers receive hands-on instruction covering machine operation, parameter selection, application testing, routine maintenance and proper use of required personal protective equipment.

Training addresses important subjects such as:

- Class 4 laser hazards
- Controlled work areas
- Proper 1064 nm laser safety eyewear
- Respiratory protection
- Fire and fume considerations
- Reflected laser energy
- Equipment inspections
- Emergency procedures
- Customer-site safety planning
- Safe operating practices

Providers must follow applicable federal, state and local requirements and maintain appropriate insurance, safety procedures and site controls.

Financing Available

Clean Laser Technologies offers in-house financing options for qualified business customers.

Financing can help eligible providers:

- Reduce the initial cash required to enter the market
- Preserve working capital for marketing and operations
- Match equipment payments with business revenue
- Begin generating income without paying the full purchase price upfront
- Select terms that better fit the needs of their business

Financing is subject to application review, approval, required down payment and applicable financing terms. A personal guarantee and additional documentation may be required.

Your Business. Your Customers. Your Success.

The Certified Service Provider program offers a practical way to enter the laser-cleaning industry without paying franchise fees or making the larger investment required by a traditional dealership model.

You own your equipment. You build your customer base. You determine which industries and applications you want to pursue.

Clean Laser Technologies provides the machine, professional training, manufacturer support and industry knowledge to help you get started.

Are You Ready to Build Your Laser Cleaning Business?

Learn how to become a Clean Laser Technologies Certified Service Provider.

Contact us today to discuss your market, business goals, equipment options and available financing.

Clean Laser Technologies

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