

# TURNKEY CONVENIENCE, COMPLIANCE, AND SAFETY Managing a range requires a lot of effort and attention to detail. Action Target eliminates much of that effort with our turnkey range solutions. From scheduled maintenance and cleanings to managing metals recycling

and compliance documentation, Action Target's services

streamline your operations.

# CONTENTS



# **METALS RECYCLING PROGRAM**

# Increase your spending power with our Metals Recycling Program

Action Target converts your spent brass and lead into cash or credits. Use credits to purchase store products, range equipment, or range services and receive an extra 10% bonus.

- **CONVENIENT** With just a quick phone call on your part, we provide customized collection packaging, fast pickup times, and quality service.
- **COMPLIANT** Our recycling and disposal processes fully comply with EPA and OSHA regulations.
- **TRANSPARENT** Metals are a commodity, so pricing fluctuates. Our pricing is transparent and based on the London Metals Exchange spot pricing.

Get the most from your metals recycling with Action Target. For more information or to schedule a pickup, contact us at 801.377.8033 or services@actiontarget.com



#### **METALS RECYCLING**

Recycling your metals with Action Target is easy and efficient. Simply contact Action Target to schedule a pickup. We will be there within 72 hours, at which time your London Metals Exchange (LME) spot pricing will be locked in.

Lead and brass pricing is listed live at LME.com, the global center for industrial metals trading. We currently pay a competitive percentage of the LME spot price for metals.

#### **Fast and Convenient Pickup**

- The minimum pickup weight for the best price is only 4,000 lbs with no maximum limits.
- Total weight and quality is confirmed within 72 hours of receipt at our warehouse.
- The maximum pallet weight is 3,000 lbs for lift gate service or 4,000 lbs for forklift.

#### **Simple Brass and Lead Packaging**

We'll work with you to supply and customize a complimentary packaging system that best fits your range.

- Gaylord boxes fit through bay doors or man doors and hold 1,200 - 3,000 lbs of brass.
- 55-gallon drums hold 650 lbs of brass or 1,800 lbs of lead.



#### **METALS CREDIT PROGRAM**

Action Target is committed to helping our range operators run their ranges as efficiently as possible by eliminating the guesswork. This essentially guarantees your pricing; it's always visible and we can never reduce your price percentage throughout the life of our agreement.

#### **Best in Class Payment Structure and Loyalty Bonus**

We maximize your profit by eliminating the middleman and locking in your price when we pick up your metals. To capitalize on your value, you can choose one of two options for your metal's payout.

- Check to the Customer. Get a check back for the amount you recycled.
- ATI Store Credit. Get more buying power with ATI Store Credits.
  Use your metals credit at our store to buy products, services,
  range supplies, range maintenance services, or new range
  equipment and we'll add a 10% bonus.
  - For example, if you recycled \$1,000 worth of metals, and utilize our credits program, you would have \$1,100 to spend at the Action Target Store.
  - This allows agencies and companies the ability to keep the metals value in a credit and allows them to maintain control of these funds to put back into the range.

10% BONUS

Use your metals credit at our store to buy products, services, or upgraded range equipment and we'll add a 10% bonus.



# RANGE WASTE DISPOSAL PROGRAM

# MANAGING BRASS, LEAD, AND HAZARDOUS WASTE PROPERLY

Range bi-products include recyclable hazardous materials such as collected lead, lead dust, brass, and non-recyclable waste such as used PPE and contaminated filters. Ranges are required to properly recycle or dispose of these bi-products. Action Target can take care of this for you and will provide detailed documentation of our processes for proof of compliance. All you have to do is schedule a pickup and choose to receive the value of your recycled metals in the form of a check or credit for Action Target products and services.

> Get the most out of your waste with Action Target. For more information or to schedule a pickup, contact us at 801.377.8033 or services@actiontarget.com



#### **RANGE WASTE DISPOSAL**

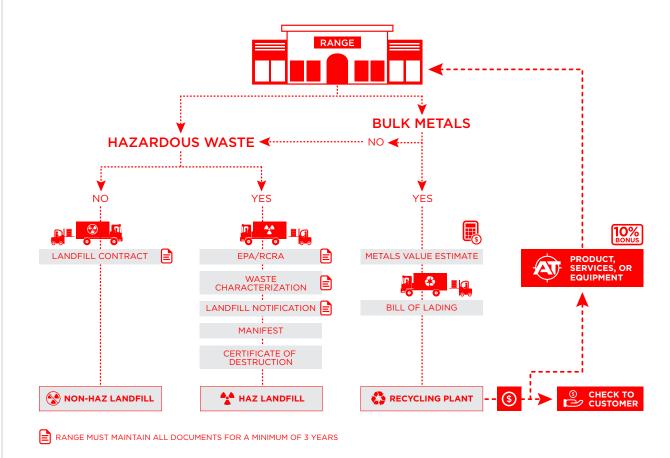
Action Target makes it easy to dispose of your contaminated range waste such as lead-contaminated filters and PPE. Action Target will pick up and dispose of HVAC and DCU filters for members of our Filter Disposal Program.

#### **Compliant and Reliable Disposal**

Action Target uses approved disposal procedures. Hazardous waste collection and disposal are strictly governed through EPA and DOT regulations.

- We provide proper disposal documentation, protecting you from potential fines.
- RCRA (Resource Conservation and Recovery Act) approved.
- OSHA and EPA compliant.

# LET ACTION TARGET TAKE CARE OF THE PROCESS FOR YOU!



Shooting ranges are responsible for all the waste they generate and must be able to verify

that it is properly disposed of or recycled. This liability never goes away.



# RUBBER BERM TRAP CLEANING

#### Cleaning and mining a rubber berm trap is an inconvenient, messy hassle. Let us do the dirty work.

Action Target offers the most efficient, comprehensive, and convenient rubber berm trap cleaning available. Our pricing is competitive and transparent, allowing you to maintain control of your metals value.

- FAST AND EFFICIENT Action Target has developed a proprietary process to clean your rubber berm traps with the safety and profitability of your range in mind, cleaning up-to a 10-lane range per day.
- PROPRIETARY EQUIPMENT Our equipment ensures both minimal range operational downtime, with the ability of all of our equipment to fit through standard doorways, and industry leading lead recovery.
- TRANSPARENT PRICING Action Target uses a simple, transparent, all-inclusive pricing structure based on the size of your trap to give you the best return on your metals.
- CONVENIENCE We are fully OSHA and EPA compliant with our approved disposal procedures.
   We provide all the necessary containers, pallets, packaging, and other transport materials, simplifying your role in the process.

We'll take care of properly mining your rubber berm trap. For more information or to schedule a cleaning, contact us at 801.377.8033 or services@actiontarget.com



# PROCESS YOU CAN TRUST

SIMPLIFYING YOUR ROLE



Designed to minimize range down time with all equipment contained within the range during cleaning. Capable of cleaning 10 lanes in 1 day.



#### Removal and Documentation.

We provide detailed documentation for proof of your ranges hazardous waste removal and disposal.



#### Comply.

We use approved disposal procedures that are OSHA & EPA compliant.

#### RANGE SUPPLIES

GAIN MORE SPENDING POWER



#### Store credit bonus.

Use metals credit at our store **Shop.actiontarget.com** to buy products, services, supplies, or upgrade range equipment and we'll add a 10% bonus.



#### Upgrade the experience.

Utilize store credits to increase your buying power to get new parts and maintenance to enhance your range and keep it running.

## MAINTAIN BERM TRAP QUALITY

PROTECT YOUR BERMS HEALTH



#### Rubber fines removal.

Keeps the rubber depth levels uniform longer to ensure trap safety.



#### Prevent damage.

Removal of rubber fines prevents bullet penetration damage to your trap deck.



#### Replensish rubber levels.

We replenish rubber to your trap to optimal levels to ensure trap functionality and efficiency.



#### Protect your investment.

Make sure your range is protected with a class-a Flame Lock™ coating.

# LEAD SEPERATION

MAXIMIZE YOUR VALUE



#### More lead.

With mined lead containing less than 1% of rubber you get the most out of your cleaning.



#### Get value back.

You get the best return as 100% of the metals value belongs to you and your range.



#### Integrate and save.

Integrate with our metals recycling program and get even more value out of your range with credit at the ATI Store.



# PARTS AND MAINTENANCE

#### Let our experts keep your range running.

Our job is not finished just because your range project is complete. Customized to your specific range needs, Action Target works with you to build a plan that determines the appropriate number of **annual range visits** your facility requires. These visits include a number of specialized services to keep your range running at peak condition.

- **Product Inspections:** Our technicians thoroughly inspect your range products for wear and assess necessary service and maintenance protocols.
- **Product Servicing:** Any products in need of service are taken care of on-site. Be it electrical, pneumatic, or physical, our technicians have the skills and knowledge to restore equipment operation.
- **Staff Training:** When our technicians are on-site, they are available to provide ongoing equipment training for your staff.

Our expert technician range visits is the backbone of our maintenance plans.

Customized maintenance plans are available for any range. For more information or to schedule a service, contact us at 801.377.8033 or services@actiontarget.com



#### **PARTS & MAINTENANCE**

We provide resources to help you maintain your range. From maintenance schedules to operation and maintenance manuals, we ensure you are prepared to properly care for your equipment.

#### **Protect Your Warranty**

Performing all of the required maintenance is key to keeping your equipment under warranty. A regularly scheduled maintenance plan with trained Action Target technicians is the optimal way to make sure this happens.

#### **Save Time**

Many range operators simply don't have the manpower, expertise, or time to keep their equipment properly maintained. When lack of maintenance leads to equipment failure, critical operating time is lost. Whether your range is a training facility or a commercial operation, an Action Target maintenance plan will help you focus your time on the important business of running your range.

#### **Parts**

Action Target will help keep your range running at peak condition by helping you source the correct ATI parts for your range equipment when needed. Having an expert working with you can make the difference in how quickly a solution will be identified. When you have equipment failure, your dedicated territory manager will work with you to get things operational.



#### **RANGE CLEANING**

With staff and client safety as our top priority, we provide cleaning services to help you maintain a safe and clean range.

#### General

- HEPA vacuum:
  - Ventilation vents.
  - Floor and walls.
  - Ceiling and wall baffles.
  - Target retriever tracks.
  - Shooting stall soft surfaces.
- Maintain and clean your HEPA vacuum including filter changes as needaed.
- Wet wipe shooting stall hard surfaces.
- Clean shooting stall glass.
- Remove, replace, and properly dispose of air filters.

#### **Steel Bullet Traps**

- Gather and dispose of bullet fragments, bullet jacket fragments, and other debris.
- HFPA vacuum:
  - Exposed surfaces.
  - The area behind the trap.

# RANGE SERVICE VISIT DISCOUNTS

Maximize your maintenance value by signing up for a service package. We currently have three discount tiers based on the number of visits your range will utilize throughout the year. Don't wait till something breaks down, keep your range running at peak conditions and Contact your Territory Manager at 1.801.377.8033 to learn more and sign up.



GOLD PLAN
4 ANNUAL VISITS



**SILVER PLAN**3 ANNUAL VISITS



**BRONZE PLAN**2 ANNUAL VISITS



#### **Everything for your range** Shop.ActionTarget.com

Action Target carries all the essential products to keep your retail area stocked and your range clean, safe, and ready to operate. From range safety products and cleaning supplies to paper, cardboard, and steel targets, we have everything you need to make your range or firearms training program a success.

- FAST We keep our products in stock and ship them quickly, making it easy to optimize your inventory.
- RELIABLE We are dedicated to getting it right, whether it's the products we sell, the orders we ship, or the way we answer the phone.
- **CUSTOMIZABLE** We design, print, and deliver targets that fit your brand.
- **INTEGRATED** We turn your recycled metals into range products.

#### INDUSTRY-LEADING SELECTION



#### PAPER AND CARDBOARD

With more than 1,000 target designs, we offer a greater selection than anyone else in the industry.



#### **TARGET BACKERS**

We stock a variety of backers to fit any target system.



#### **□ STEEL TARGETS**

We offer a wide variety of innovative steel targets.



#### **EYE AND EAR PROTECTION**

Keep your customers safe with quality eye and ear protection designed for target shooting and tactical situations.



#### FIREARM STORAGE AND CLEANING

Keep your rental guns secure and working smoothly with our selection of firearms storage, cleaning, and lubrication gear.



#### RANGE CLEANING PRODUCTS

Keep your range safe and clean with products designed to remove lead from hands, shoes, floors, and other surfaces.



#### **HVAC FILTERS**

Specifically designed to filter lead and high loading conditions found in indoor firing range applications.



Visit Shop.ActionTarget.com to see our full selection of items and to place your order.

#### DEALER DISCOUNTS

Receive discounts on your range products by becoming an Action Target dealer. We currently have three discount tiers based on annual purchase volume. Each level has progressively deeper discounts. Contact customer care at 1.800.779.0182 to learn more and sign up.



#### LEVEL 1 **PLATINUM LEVEL**

Spend >\$8,000 per year



#### LEVEL 2

**GOLD LEVEL** 

Spend \$1,500-\$8,000 per year



SILVER LEVEL

Spend \$0-\$1,500 per year



## CUSTOMER SUPPORT

#### **Exceptional quality and service**

We are dedicated to getting it right. Whether it's the products we sell, the orders we ship, or the way we answer the phone, we want your experience with us to be nothing but positive.



#### **RELIABLE SUPPORT**

Action Target Customer Service is on call and ready to help with warranty issues, replacement parts, and anything else you need to keep your range running at peak performance. We stand behind our work and we stand behind you.

**CALL HOTLINE 877.852.2418** 

#### **NATION-WIDE REPRESENTATIVES**

Regionally-located customer service technicians provide fast industry-leading service to all states.

#### **REMOTE ACCESS**

Many of our products are remotely-accessible. allowing our team to quickly troubleshoot and provide assistance. This speeds up the maintenance process, ensuring minimum downtime.

- Service Logs: Our team is able to check the performance history of many products through service logs. These logs provide insights that help us quickly identify solutions.
- **Software Upgrades:** As software improves, we are able to provide upgrades without the cost of sending a technician to your range.

#### **INVENTORY**

We maintain a parts inventory to minimize service lead times. Additionally, our team works with you to ensure you have the necessary parts on-site to maximize the effectiveness of technician visits.

#### WARRANTY

The Action Target 3 Year Trusted Partner Warranty covers parts and labor costs associated with manufacturing defects or faulty products. Regular maintenance is required to maintain this warranty. For more information and details on covered products please visit:

ACTIONTARGET.COM/ **TRUSTEDPARTNERWARRANTY** 

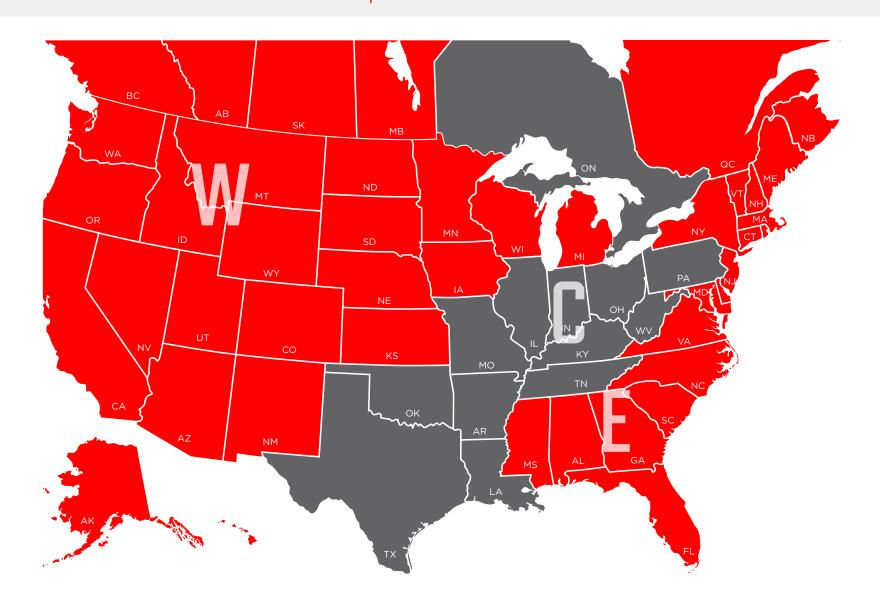
# RANGE SERVICES TERRITORY MANAGERS

# WEST Dave Caldwell davec@actiontarget.com

801.396.1216

#### CENTRAL John Rotollo jrotolo@actiontarget.com 801.705.9159

EAST
Donald Morrow
dmorrow@actiontarget.com
804.334.8692





#### Is your range safe, comfortable, and engaging?

Clean air, safe shooting stalls, and engaging target retrievers are key components for setting ranges apart. Action Target makes upgrading your range easy with a full line of equipment and can assist you with recycling your metals to fund your range upgrade.



# 

#### SHOOTER ENGAGEMENT

Your ability to engage shooters has a direct impact on your revenue. From integrated games to 360-degree dynamic target systems, Action Target's equipment ensures shooters use more ammunition and come back again and again.



#### **TARGET RETRIEVERS**

Integrated games and training programs are based on the shooter's skill level. Everyone will enjoy a challenge using these systems, regardless of skill!



#### **TACTICAL SYSTEMS**

Expand your range's capabilities with fixed turning and running man target systems. Provide advanced training solutions with police lighting and fully customizable programs.



#### **REACTIVE TARGET SYSTEMS**

Events and training can be a substantial income generator for your range. Action Target's hit-detecting modular target systems provide the opportunity for ranges to quickly set up any number of synced targets to enhance a shooting event.



#### **SHOOTING STALLS**

Action Target offers the most diverse selection of shooting stalls with options that extend from basic to fully customizable. Our thorough testing ensures maximum safety, while our stall accessories enhance the shooter's comfort.

RANGE SAFETY AND COMFORT

Providing a safe and comfortable shooting environment is fundamental to

your range's reputation and success. Action Target has the solutions that inspire confidence in shooters and bring credibility to your range brand.



#### **VENTILATION**

Action Target designs each ventilation system per a range's unique requirements to ensure proper air management. Our ventilation systems are also equipped with the most intuitive interface on the market.



#### **BULLET TRAPS**

Bullet traps are the heart of any range. Make sure your range is safe and operating at peak efficiency by investing in one of Action Target's industry-leading steel or rubber traps.



#### SMART. CONNECTED. POWERFUL.

Genesis™ is the market's most entertaining and dynamic wireless target retriever. It enables you to manage your shooting range and engage shooters, maintain your investment, and streamline your operations like never before. Genesis features ensure customers are spending the maximum amount of time shooting.

#### **FEATURES**



#### **STRIKE WATCH™**

Monitors equipment for bullet strikes, alerts staff, and can auto-disable the lane.

Connected to the Action Target Cloud

Network to allow for content updates,

troubleshooting, and customer support.



#### LIGHTING

Dimmable white lights in addition to red. white and blue strobes provide optimal lighting for any use.



#### **ENGAGING SHOOTERS**

Dynamic 360° turning, preprogrammed drills, and games challenge any shooter.







#### **HIDDEN CLAMPS**

CONNECTED

Recessed clamp avoids damage from bullet strikes and is easy to operate with one hand.



#### **INTEGRATED CAMERA**

Provides real time view of the target on the control screen at any distance.

#### A BETTER EXPERIENCE



23% **AMMO USAGE** 



**8**앭10 WILL **PAY MORE** 

9 ₩10

WILL TRAVEL

**FARTHER** 











## COMFORTABLE AND PRIVATE SHOOTING EXPERIENCE

American Series™ Stalls are available in three standard variations. Virtually every component, color, and material can be customized with the assistance of our in-house interior designer. Elevate the style and comfort of your range with a stall from the American Series™ line.



LEARN MORE AT ACTIONTARGET.COM/AMERICAN-SERIES-STALL



#### A SOUND INVESTMENT

The Total Containment  $Trap^{TM}$  (TCT) is the safest and most robust steel trap in the world. Its open-mouth design, heavy duty modular construction and integrated Dust Collection Unit (DCU) are some of the features that set the TCT apart. Minimal maintenance and automatic lead collection makes recycling easy and does not disrupt normal business. Maximize your range safety and lead recycling value with a TCT.



LEARN MORE AT ACTIONTARGET.COM/TCT



#### **CLEAN AND EFFICIENT**

Our innovative ventilation systems are custom-tailored to your range for maximum efficiency and proper air management. Each system seamlessly integrates with our SmartRange Axis™ control software, which offers an intuitive interface to help range owners control their ventilation equipment and monitor filter life. Take the guess work out of air management and breathe easy with Action Target's ventilation systems.



LEARN MORE AT ACTIONTARGET.COM/VENTILATION



# BETTER EQUIPPED BETTER PREPARED™

3411 S Mountain Vista Pkwy / Provo, UT 84606 801.377.8033 / ActionTarget.com







f (i) #ActionTarget