



# Home Repair and Disaster Restoration Capabilities

Furniture Medic APS

April 30, 2009

## **What WalzCraft can offer when partial replacements are needed for Home Repairs or Disaster Restoration projects**

***We can provide matches to:***

- Wood Species
- All Profile Options
- Door and Drawer Front Styles
- Face Frames
- Moldings
- Stain or Paint Colors

# Standard (Catalog) Design Options & Custom Knife Capabilities

## Standard Options

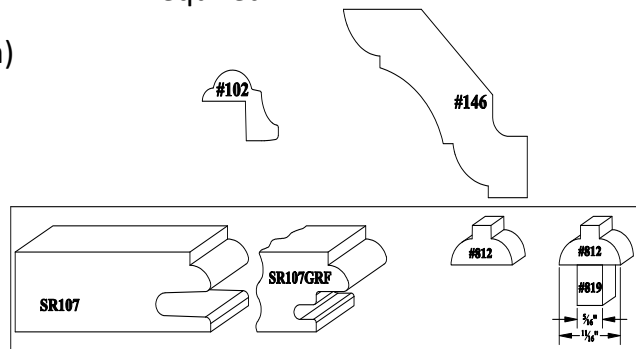
Included in our WalzCraft  
“Master” Catalog:

- 91 Lumber Grades
- Numerous Profile designs  
(provides you with thousands of  
standard options to choose from)



## Custom Profile Options

- WalzCraft has the ability to produce most custom knives in-house – providing a time savings if custom knives are required.



## Standard Stain & SolidTone® Colors

- 23 Standard Stain colors available on most wood species.
- 3 Types of Stains (*Alkyd Resin based*)
  - Wiping (W)
  - Spray No Wipe (SNW)
  - Combination (C)
- 18 SolidTone® (ST) / Paint Colors (*Catalyzed Conversion Varnish*)



# Custom Finishing Capabilities

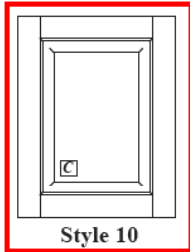
- Custom Stain Colors
  - Combines application techniques and the use of an inter-mix blending system to create colors quickly and easily
- Custom SolidTone® Colors
  - Produces high quality, abrasion resistant finishes that are environmentally friendly, fast drying and have outstanding non-yellowing properties
- Custom Sheen & Glazes
  - ***Approval Basis only***

## Game Plan

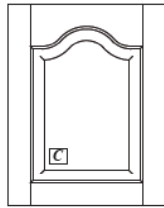
- **Determine if you need a Custom Profile or Custom Color**
  - Check “Master” Catalog for profiles to match your sample
  - Check WalzCraft Standard Stain or SolidTone® colors
- **Contact WalzCraft with basic project information**
  - Door and Drawer Front Style
  - Profiles & any other options
  - Wood Specie
  - Purchase Order Number and/or Job Name
  - Lighting Source at the installation site
  - Approximate order size
- **Send WalzCraft a sample**
  - If a Custom Knife option is required, a CAD drawing will need to be approved prior to production
  - If a Custom Color is required, you will be sent a color match sample for approval prior to production

# Game Plan

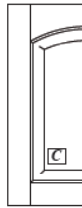
## Door Styles



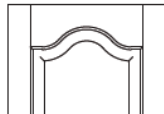
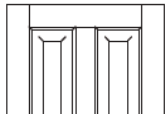
**Style 10**  
Frame Group: A1  
Price Class: 101  
Min. Size: 8x8



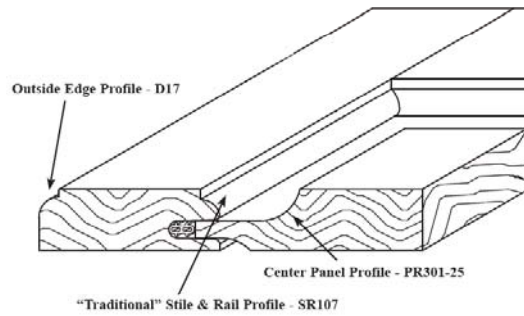
**Style 20**  
Frame Group: B1  
Price Class: 102  
Min. Size: 8x9¼



**Style 10**  
Frame Gr  
Price Cla  
Min. Size

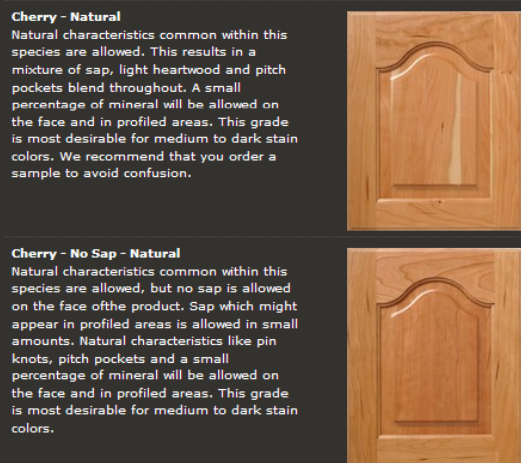


## Standard Profiles



# Game Plan

- Wood Specie
  - Determine the Wood Specie to the best of your ability
  - WalzCraft can verify the wood specie if needed



# Lighting Source for Matching Custom Colors

- Colors may appear a different shade due to lighting sources. ***When submitting a sample that you have determined will need to be color matched, please advise us of the type of lighting source that is most predominant at the installation site.***

- Cool White Fluorescent
- Warm White Fluorescent
- Daylight
- Incandescent
- Ultraviolet

**\* Our Developing Team utilizes a light box that is equipped with these light sources to view the color match prior to sending you a sample for approval.**

## Lighting Source

**Warm White Fluorescent**



**Cool White Fluorescent**



# Lighting Source

**Daylight**



**Incandescent**



## Submitting a Sample to WalzCraft

### **Customer Label**

*(Your Contact Information)*



### **Send Sample to:**

**Attn: Non-Catalog**  
WalzCraft Industries  
2600 Hemstock St.  
La Crosse, WI 54603

Phone: 800-237-1326

Fax: 608-781-3667

[noncatalog@WalzCraft.com](mailto:noncatalog@WalzCraft.com)

[www.WalzCraft.com](http://www.WalzCraft.com)

# Custom Profiles

## Match & Approval

### Process:

- WalzCraft will provide a CAD drawing of the Custom Profile(s) for approval

## Cost of Custom Profile:

- Varies depending on the number of profiles required
- A quotation will be provided and approval is necessary, prior to production

## Match & Approval Process for Custom Colors

- WalzCraft develops the color & sends customer a sample for approval
  - Quick turn-around time on MOST custom colors
- If sample is approved, the job can be released into production
  - If sample is **not approved**, WalzCraft will repeat the developing process (there is a one time developing charge for this service)

# Cost of Custom Color

- \$100 Developing Charge
  - *You will be invoiced for the developing charge the same day the color match sample is sent for approval*
- Custom Color UpCharge
  - Please add \$7.00 per square foot to our “Master” Catalog pricing for a Wiping, Spray No Wipe, Combination stain or SolidTone color cost, to determine your “**2S**” or “**1S**” custom color price.

Example: Honey (Wiping Stain) = \$4.45

Custom Color Upcharge = \$7.00

**Total “2S” Finishing Cost = \$11.45 / Square Foot**

## Timeline

- Developing Process
  - Approximately one week on most
- Production Time
  - Current leadtimes will be provided when the order is released for production



# Home Repair & Disaster Restoration Highlights

- Quick turn-around time on most projects requiring Custom Profiles or Custom Colors
- WalzCraft has over 10 years of Custom Finishing experience with a high success rate
- WalzCraft provides you with a cost effective alternative to replacing complete kitchens
- WalzCraft requires **No Minimum Order Quantity**

Questions