



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

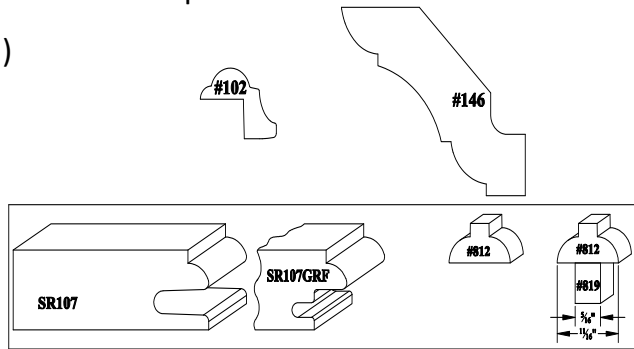
Included in our WalzCraft
“Master” Catalog:

- 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

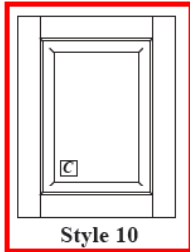
- Custom Stain Colors
 - Combines application techniques and the use of an inter-mix blending system to create colors quickly and easily
- Custom SolidTone® Colors
 - Produces high quality, abrasion resistant finishes that are environmentally friendly, fast drying and have outstanding non-yellowing properties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

Game Plan

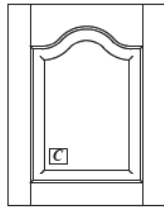
- **Determine if you need a Custom Profile or Custom Color**
 - Check “Master” Catalog for profiles to match your sample
 - Check WalzCraft Standard Stain or SolidTone® colors
- **Contact WalzCraft with basic project information**
 - Door and Drawer Front Style
 - Profiles & any other options
 - Wood 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

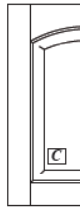
Door Styles



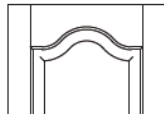
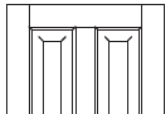
Style 10
Frame Group: A1
Price Class: 101
Min. Size: 8x8



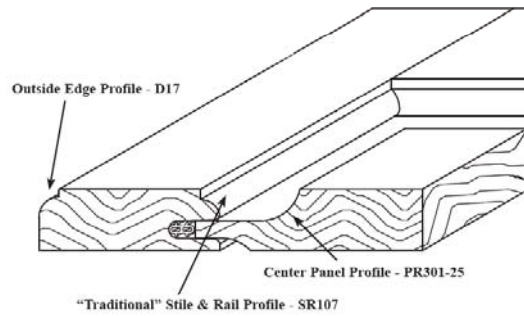
Style 20
Frame Group: B1
Price Class: 102
Min. Size: 8x9¼



Style 10
Frame Gr
Price Cla
Min. Size

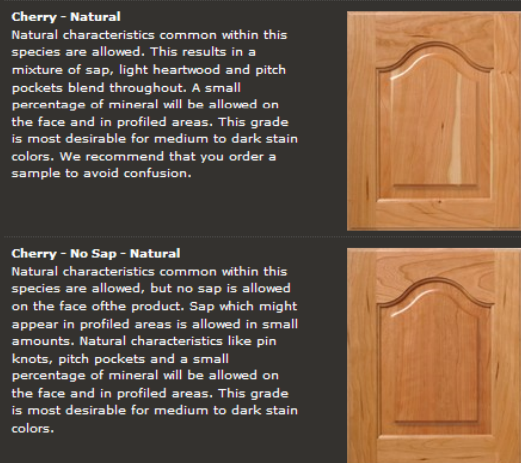


Standard Profiles



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

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