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CUSTOM TOOL SHADOW BOARD PROCESS

- 1. The customer lays out the tools on a sheet of cardboard the size of the preferred shadow board.
- 2. The tools should have at least .3" gap between each other for water jet .7 for router.
- 3. The customer must write on the cardboard the length and width of the drawer.
- 4. The picture of the cardboard sheet should be a little bigger than the overall drawer for ease of cropping the image
- 5. The customer should take a picture standing directly over the tools
- 6. The picture of the cardboard sheet layout should be a little bigger than the overall drawer to allow for ease of cropping the image.
- 7. The customer then sends the images to lance@pithproducts.com Subject: Custom shadow board quote Customer name
- 8. Pith traces the images into CAD
- 9. Pith sends a full size paper plot to the customer for foam or a plywood plot if non-foam. There will be a charge for the Plywood Prototype
- 10. The customer does a fit test
- 11. If changes are necessary, the customer traces the tools on the plot and sends it back to Pith then go back to step 12.
- 12. If no changes are necessary, Pith cut the foam and delivers

SALES QUESTIONS and FOAMINEERING

- 1. Type of foam and color
- 2. Thickness of foam/ Plastic
- 3. Should it be Foam or Plastic? If it is a high dirty debris and oil area Plastic should be recommended
- 4. Qty of layouts

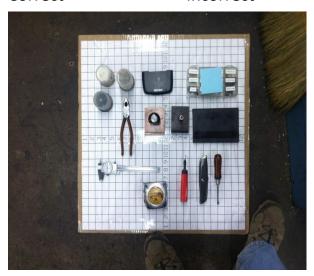
- 5. Logistics of who taking the picture ,what is needed for the picture.
- 6. Location of shadow board in a drawer on a bench mounted to a machine etc
- 7. Foam/Plastic thickness should not exceed 1 $\frac{1}{2}$ " this is rare. It depends on application
- 8. Remember always consider the drawer depth where applicable for function of board





Correct

Incorrect



Correct Picture more than the Pallet



Incorrect pic to cropped have to count squares

For Quoting

- **1.** Need material type and thickness size of pallet
- **2.** Quantities if it is one layout or many
- **3.** Picture would help if no Picture it will be a budgetary quote