



39 Nott Hwy Ashford, CT 06274 860-487-4859 cell 860-930-6390

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 ½” 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