

Retro-Fit: The Best Surface Conversion Option



MaRSH
Industries, Inc.

Who We Are

- A fifth generation family owned business started in 1914
- Manufacturer of Visual Products since 1958
- Product line focuses only on Visual Products
- State of the art 100,000+ square foot manufacturing facility in New Philadelphia, Ohio

When a school district chooses to replace their classroom chalkboards for environmental improvement, worn, unwritable chalk surfaces or interactive technology needs - school administrators may choose from several options:

Chalkboards to Markerboards

- Remove the existing boards and replace with factory-built, fully finished boards
- Resurface the existing boards by means of a marker writable vinyl covering or porcelain steel skin
- Cover the existing board with a porcelain steel board that is retro fitted to the exact measurements of the existing board



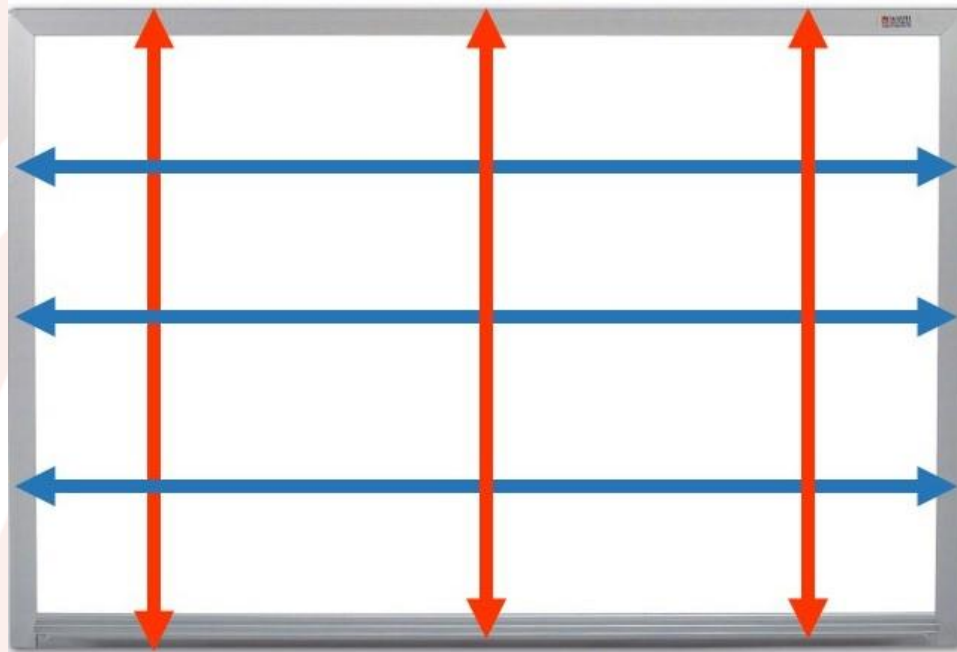
Benefits of Marsh's Retro-Fit Board Products

- **Avoid the removal of existing boards**
 - Time savings
 - Cost of disposal
 - Eliminates exposure to possible abatements of asbestos
- **Ease of installation**
 - An 8' Retro-Fit board can be installed over an existing board in less than 5 minutes
 - Factory-drilled, counter-sunk holes in frame
 - Does not required skilled labor to install
- **Eliminates the pitfalls of other options**
 - Skins require expert handling, relies on supplier's exacting tolerances and expertise with installation
 - Not effected by environment, no post-install follow-up associated with vinyl coverings

Benefits of Marsh's Retro-Fit Board Products

- Overall cost is lower when considering all the benefits received when using Marsh Retro-Fit boards for your future surface conversion projects.

Measuring for Marsh Retro-Fit Boards



- Measure the existing board:
 - Top of the existing board to the top of the tray (multiple points)
 - From left to right (including the trim) (multiple points)
 - Measurements will include the existing trim
 - If map rail on existing board – measure $\frac{1}{4}$ " below the map rail

Installing Marsh Retro-Fit Boards



- **Installing – Step One**

- Make sure the numbering on the back of the board is correct to the room number and board number

Installing Marsh Retro-Fit Boards



- **Installing – Step Two**

- Add adhesive every 16" on center directly to the existing board's surface
- Lift the Retro-Fit board and rest it on the board's chalk tray

Installing Marsh Retro-Fit Boards



- **Installing – Step Three**

- Align the edges of both boards
- Insert the self-tapping metal screws provided into the pre-drilled holes around the perimeter of the Retro-Fit board

Retro-Fit Board Testimonial

Queens College, New York, NY

Installed 16 boards, all 2-piece boards 22-24' in length.

"Retro-Fit boards were a great solution as removing these very large boards would have been a nightmare. My salesman and I installed all the boards in three hours. It took us longer to unload and unpackage the boards than to actually install them."

Mark Hamilton, President
Institutional Diversified

What Our Customers Are Saying About Retro-Fit Boards

"Retro-Fit Boards provide our customers a superior product with the following benefits:

- *Quick shipping with little to NO damage in freight*
- *A superior quality product over traditional skins and cheap imitations*
- *We have achieved 100% Customer Satisfaction in the 3 years we have sold Retro-Fit boards*
- *EVERY district continues to purchase additional boards when needed."*

Mike Weiss, Vice-President of Sales
V.I.P.S.

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www.marsh-ind.com

800-426-4244

vpsales@marsh-ind.com