

Dry-Erase Surfaces

Surfaces for Dry Erase Boards



Indoff provides all the best choices for OEM's, woodworkers and manufacturers to get the best dry-erase surface. We provide expert sales advice on the many brands and styles we sell nationwide, so please contact us at (860)632-2026, visit us at www.ahutton.com or e-mail us at ahutton@ahutton.com

Surfaces we Offer at Manufacturer / Master Dealer Pricing—Full Details Inside →

- ⇒ MarkaWall—Flexible, light, dry-erase wallpaper. UPSable and a snap to put on
- ⇒ P3 Ceramic Steel and Claridge LCS 50 years warrantee— timeless longevity
- ⇒ MarkaSteel-MG Unbeatable price in a magnetic steel dry erase surface —
- ⇒ MarkaBoard — Exclusive to Indoff. A New High Performance Surface –very attractive features and price.
- ⇒ MarkaFilm-LG with PearlCoat— 5 mil film the best dry erase surface with a very low gloss Projectable surface. Samples Available for OEM testing as of 7/05

What characteristics need to be considered when specifying dry-erase boards for your application. Our knowledge and multiple sourcing will get you to the perfect system!

- Longevity— Will surface be treated nicely or be subject to abuse.
- Eraseability— If used a lot this can be the users main criteria.
- Vandal Resistant — Ceramic Steel is really the only choice here.
- Project ability—High gloss / low gloss and suitability for projection use. This is now a big consideration with PowerPoint and projectors being so popular.
- Piece size—Both width and length for a seamless installation.
- Scratch Resistance— An important factor in longevity under high use.
- Ease of Cutting to Size— Varies from box cutters to 12' sheet metal shears
- Minimum order Requirements— and volume price breaks can be all important.
- Lead times— From 1 day to 8 weeks depending on time of year and product.
- Product Cost — basic cost is a start but that's only the start of finished cost.
- Application Costs — includes handling, storage, ease of assembly etc.
- Backer Costs — is product useable as made or but it need a backer?
- Shipping costs—location, single or multiple FOB points. Each product varies.
- Weight per square ft - with and without backers.
- Customer/industry recognition and need to meet Architect Specifications.
- Magnetically Receptive—Is this really important or just convention?
- Color—White is obviously the standard but there are choices if needed.
- Rigidity — By itself or is there a need to add a backer.
- Graphics — B&W or color Graphics by Fusing, Screening or Die Sublimation.

Why Consider another Surface?

There are new products in dry erase and we keep abreast of them. No longer are the only choices Ceramic-Steel or Melamine. Let us work with you to optimize surface characteristics for your application.



Why trust Indoff at ahutton.com to guide you?

- ⇒ Indoff is a nationwide company with a great reputation and \$150,000,000 in sales yearly.
- ⇒ The sales partners at www.ahutton.com are specialists in new dry erase systems.
- ⇒ We offer the widest range of choices anywhere and can provide a solution and system that is tailored to your specific application.
- ⇒ **We have samples** of our products for you to test before you buy.
- ⇒ Our credit worthiness allows us to handle any size order on a truly professional basis.

MarkaWall — Quality Vinyl Dry Erase Wallpaper

Markawall can't be beat for smaller jobs since its at your door in a few days where you can cut it to size. The product comes in 6 versions to fit all your needs, from economy to superb Projectable dry-erase surface. Most styles are applied with wallpaper paste with the FilmWall, EraseWall, MagWall-Lite and EZWall offering self adhesive backs. See markawall.com for installation info.

Surfaces from MarkaWall

MagWall "The Dry Erase Surface That Accepts Magnets" — Glossy

Good for writing plus it holds magnetic strips - not for Projection.

MagWall-Lite "High Gloss w/ less magnetic receptivity but a great price"

JustWall "Highest Quality Dry-Erase Presentation Wallcovering" - Glossy

Just for Writing - Best Vinyl surface for pure Dry-erase use

FilmWall "The most cost effective surface we offer with a great removable pressure sensitive back. It's a thin .008" so it needs a very smooth stable surface

EzWall "The Cost Effective Dry Erase Writing Solution" — Glossy

Just for Writing - Most economical - High Gloss— adhesive also

NuVuWall "The Projection Screen You Can Write On" -Lenticular Surface

Best for 90% projection use - A Projection surface that you can write on

EraseWall "The Projectable" Dry Erase Marker Surface— Flat

Good compromise between NuVuWall (best projection) and JustWall (best Dry-Erase)

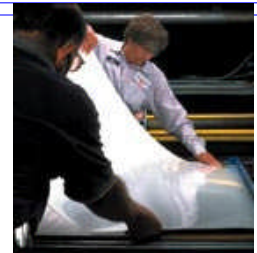


- ◆ A solution that ships via UPS
- ◆ Shipment in 24 hours
- ◆ Projectable, magnetic and plain dry erase versions
- ◆ Single pieces up to 5' by 100'
- ◆ Very easy to field cut
- ◆ Some versions have adhesive back for ease if install.
- ◆ Must be installed on very smooth surfaces
- ◆ Surface is vinyl and can be ripped and cut
- ◆ No new chalkboard surface available in this line
- ◆ Magnets grab thru it if installed over top of steel

P3 Alliance Ceramic Steel 28 Gauge from Polyvision

If you have lots of boards to do and you want the longest wearing magnetic surface there is, this is the product, with offerings in both chalk and dry-erase. Boards can be cut to size to fit over exposed boards so that you do not have to take frame apart. Shipping costs, crating, and cutting make this surface cost

- ◆ Shipment in 2-6 weeks
- ◆ All P3 is steel so magnets adhere to it really well
- ◆ Low Gloss Projectable and High Gloss versions
- ◆ Single pieces up to 5' by 12' or 4' by 16'
- ◆ Surface is extremely hard and durable. 50 year warrantee
- ◆ Must ship via truck— Expect a big skid the size of the sheets ordered



Claridge 24 gauge Ceramic Steel

The time tested leader in school dry erase surfaces. Uncut 4 x 8 sheets can ship from Texas but cut sheets and larger pieces are 3-10 weeks from factory in Arkansas. Both chalk available in 9 colors and dry erase in 5 colors (all high gloss) give you the biggest color choice. These skins are thicker than the Polyvision skins which can make them easier to handle without bending.

- ◆ Shipment in few days for 4x8 LCS all others sizes 3-8 weeks
- ◆ LCS is steel so magnets adhere to it really well
- ◆ Only available in one medium Gloss—not recommended to project on
- ◆ Single pieces up to 4' by 16' no 5 ft widths available
- ◆ Surface is extremely hard and durable. 50 year warrantee
- ◆ Must ship via truck— Expect a big skid the size of the sheets ordered except is ordering a few 4x8 uncut sheets (come in a cardboard box)



MarkaBoard's MarkaRace Line—the new Leader —

MarkaBoard with the super smooth high-performance plastic MarkaRace surface is a high gloss dry erase surface in magnetic and non-magnetic versions. It is sold exclusively at ahutton.com. This surface has fantastic eraseability, the best of all our dry erase surfaces.

- ◆ Only available in 4 x 8 sheets or cut 4 x 8 sheets
- ◆ Shipment normally within a week
- ◆ MarkaRace surface is only available in high gloss which has the best eraseability of all our products but its not recommended to project on
- ◆ 4' by 8' is the largest size in this line
- ◆ All our substrates are rigid so they can mask imperfections in surface being covered.
- ◆ Surface is an extremely hard plastic. 5 year warrantee
- ◆ Must ship via truck— Expect a 4' x 8' skid.
- ◆ Less than Ceramic-steel but better eraseability
- ◆ Color Printable by Die Sublimation Process on our MarkaSub Surface. Full color printing to 4' x 8'



Substrates from MarkaBoard all with our great MarkaRace Surface on top

MarkaRace Phenolic .050" Best bet for nonmagnetic resurfacing jobs. Field cut with wood saws. Thin enough to look good over old surface without disturbing frame. Thick enough to cover most surface imperfections. Applied with contact adhesive or double sided PSA tape. Get in a batch and use and cut to size as needed

MarkaRace 1/8" HB .125" hardboard Most economical and easiest to cut but a little thick for resurfacing

MarkaRace FRP .090" Moisture resistant— best bet for outdoors and wet areas and rigid self supporting boards.

PearlCoat on MarkaFilm-LG

A very Projectable dry erase coating over a polyester film that has excellent erase ability.

Pearlcoat

One surface. Multi-purpose.

Samples available for testing now!

Call for price, availability and special requirements.

- ◆ Currently on .002 white Polyester film
- ◆ Very Low Gloss (20 at 60 degrees)
- ◆ Master Rolls are preferred method of sales
- ◆ Adhesive backed is standard but uncoated is available
- ◆ Can be produced in a clear version - Call us
- ◆ 10' x 48" PSA samples available as of 7/05
- ◆ Current Coater can handle up to 54"



Melamine—

Not recommended at all for any but lowest cost projects where pure initial cost is about the only factor.

MarkaSteel-MG - fantastic value in a steel board

In Stock and ready to ship this new thermal cured polyester coating allows us to produce a very erasable long wearing magnetic dry erase surface for penny more than steel. We stock standard 4x8 sheets and have 6 other cut sizes readily available. Custom pieces require large runs to get really low pricing. Call US.

Printable— we can print this material via die-sublimation in full color in large runs and even apply plastic frames. For example 18" x 24" plastic frame around a full color magnetic board will retail for \$32, subject to dealer & volume discounts in the 300 piece range.

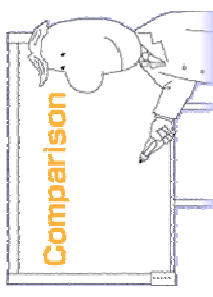
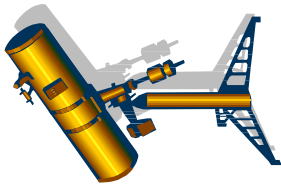
Priced right— See price comparison on back or call for more info we know that you will be very impressed with the performance/value of MarkaSteel MG.

And more— 2T bend radius, great erasability and consistent quality. This is a perfect product for OEM's on a cost reduction program.

Indoff
www.ahutton.com



No one Knows Dry erase Better—Call US



Last revised 4/05 subject to change w/o notice
 All pricing approximate for guideline purposes only.
All Prices are Retail Subject to Resale, and OEM Discounts schedules



Indoff Inc. Specialists in Dry-Erase Re-surfacing Materials (860)632-2026 www.ahutton.com Sold Nation Wide

- P = Poor
- G = Good
- E = Excellent
- M+ = Very Magnetic
- M- = Slightly Magnetic
- Prices subject to both volume and resale dealer discounts

	Claridge LCS Skin Only	P3 Alliance Skin Only High Gloss .015"	P3 Alliance Skin Only Low Gloss	Pre-P3 Alliance Skin Only High Gloss	Pre-P3 Alliance Skin Only Low Gloss	Magwall by MarkaWall	MarkaSteel-MG *	EraseWall by MarkaWall	JustWall by MarkaWall	EzWall by MarkaWall	NuVuWall by MarkaWall	MarkaRace-HB by MarkaBoard	MarkaRace-FRP by MarkaBoard	MarkaRace-Phenolic	MagWall-Lite	MarkaFilm-LG Film	Matt Finish	FilmWall .008" Removable PSA
Magnetic	M+	M+	M+	M+	M+	M-	M+	No	No	No	No	No	No	No	M-	No	No	No
Thickness	24G	28G	28G	28G	28G	.020"	.024"	.015"	.020"	.012"	.015"	1/8"	.090	.060	0.014	.005"	.005"	1/4"
Weight per sf	1	1	1	1	1	0.2	1	0.1	0.1	0.1	0.1	0.7	0.75	0.6	0.1	0.02	0.02	0.1
Projectable	No	No	Y	No	Y	No	No	Y	No	No	Y++	No	No	No	No	Yes	Yes	No
Stock width available	4' max	4'	4'	5'	5'	4'	4'	50"/60"/48"/60"	50"	50"	50"/60"	4' max	4' max	4' max	4' max	5'	5'	49"
Length max	16'	16	16	16	16	100'	16'	100'	100'	100'	100'	8'	8'	8'	50'	500'	500'	100'
Erasability	G+	G+	G+	G+	G+	G	G+	G	G	G	G-	E	E	E	E	E	E	E
Cover imperfect surfaces	G+	G	G	G	G	P	G+	P	P	P	P	E	E	E	P	P	P	P
Suitability for Resurfacing	E	E	E	E	E	E	E	E	E	E	E	G	E	E	E	E	E	E
\$ sf on 1 sheet	\$6.40	\$6.10	\$6.10	\$7.10	\$7.10	\$9.72	\$3.63	\$5.82	\$5.15	\$4.48	\$7.28	\$3.81	\$6.06	\$4.06	\$4.50	\$6.00	\$3.00	
\$ sf on 10 sheet order	\$6.40	\$6.10	\$6.10	\$7.10	\$7.10		\$2.36					\$2.81	\$4.31	\$4.00		call		
\$ sf on 100 sheet order		\$5.36	\$5.36									\$2.56	\$4.13	\$3.50		\$4.00		
Minimum Freight / order shipping	\$100	\$125	\$125	\$125	\$125	\$15	\$100	\$15	\$15	\$15	\$15	\$100	\$100	\$100	\$15	\$15	\$15	
Easy To Field Cut	Trk	Trk	Trk	Trk	Trk	UPS	Trk	UPS	UPS	UPS	UPS	Trk	Trk	Trk	UPS	UPS	UPS	
Scratch Resistance	No	No	No	No	No	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	
Chemical Resistance	E	E	E	E	E	P	G+	P	P	P	P	G	G	G	P	G	P	
Resists Acetone, MEK, Alcohol	E	E	E	E	E	P	G+	P	P	P	P	G	G	G	P	G	P	
Warranty in Years	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	?	?	
Lead time in days no cuts	50	50	50	50	50	5	5	5	5	5	5	5	5	5	5	5	5	5
Lead time in days no cuts	2 days*	2 wks	2 wks	2 wks	2 wks	2 day	3 day	2 day	2 day	2 day	2 day	2 days	2 days	2 days	2 days	2 days	2 days	2 days
* only 4x8 sheets anything else 4 wks updated 10/1/05																		
Lead time for Custom Cuts	4 wks	3 wks	3 wks	3 wks	3 wks	2 day	1 wk	2 day	2 day	2 day	2 day	1 wk	1 wk	1 wk	2 days	??	??	3 days